



**FEED THE FUTURE**

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

**Partnering for Innovation**

# Semiannual Report #3

*October 1, 2014 – March 31, 2015*



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## EXECUTIVE SUMMARY

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

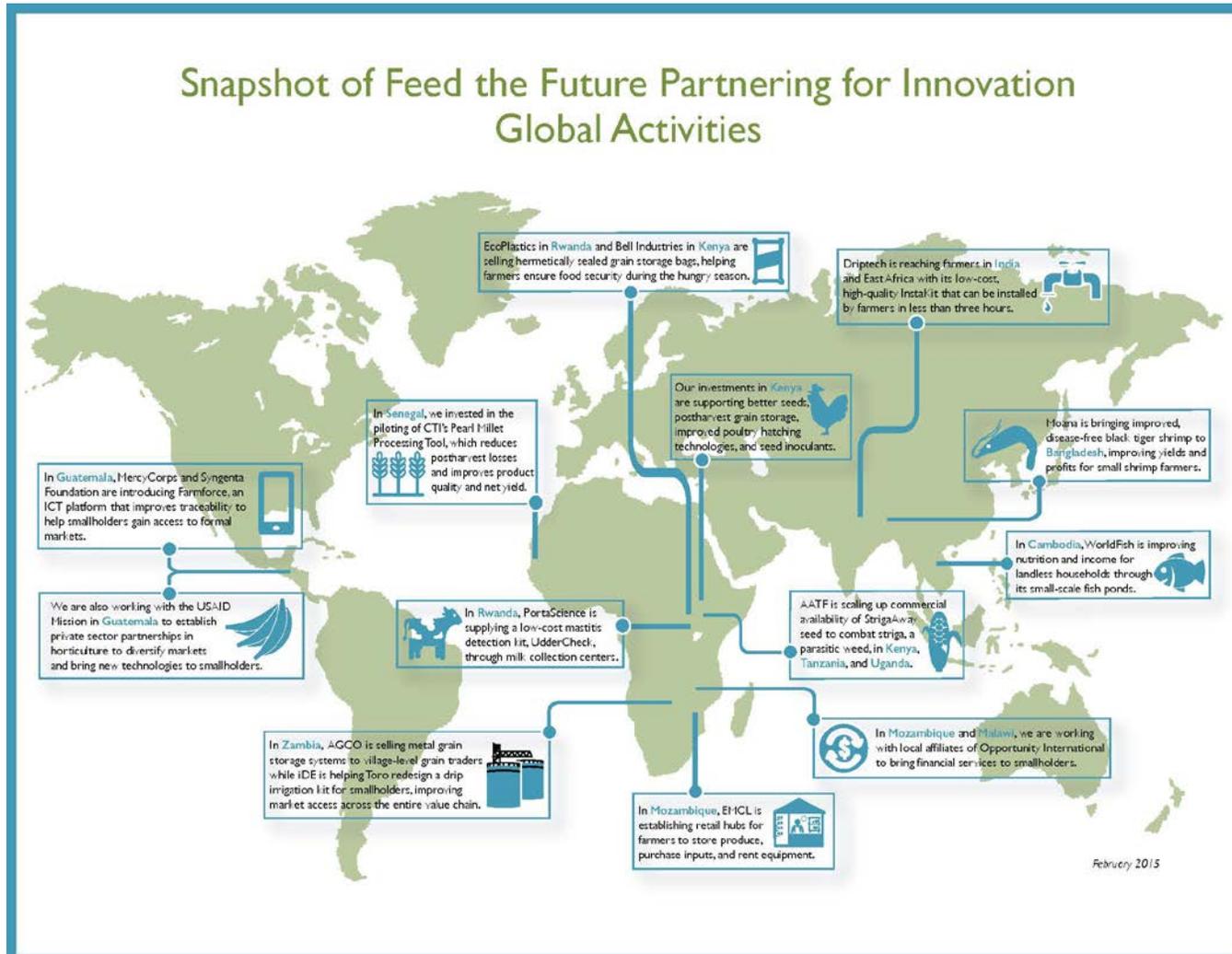
Achievements through this reporting period include:

- 37,000 smallholders in 11 countries are accessing innovative agricultural technologies, and at least 250,000 smallholders will directly benefit from these technologies by the program's close. A total of \$9.8 million, including \$3.7 million in partner leverage funds, will be invested in P4I's technology commercialization partnerships by program end.
- To date, USAID Missions in Mozambique, Malawi, Guatemala, and Ukraine have invested \$19.6 million with an additional estimated \$32 million from funds leveraged from partners. These private sector partnerships will provide access to new technology or key markets for approximately 111,000 smallholder farmers.
- *From Smallholders to Shareholders: A Guide to Optimizing Partnerships with the Private Sector for Smallholder Impact* launched internationally at multiple events, and more than 1,000 people have since downloaded the guide.
- Almost 1,000 registered users from more than a dozen countries actively grew the AgTechXChange into an internationally-recognized online platform for agri-tech information sharing and technology-investor matchmaking.
- P4I launched its Tech Talk series, featuring a discussion on AGCO's Africa strategy for the Bags2Bulk program; and a conversation with Netafim Chief Sustainability Officer Naty Barak discussing the Family Drip System, with a spring webinar planned with Compatible Technology International on increasing women's productivity through mechanization.
- Feed the Future newsletters and other media outlets featured 10 P4I-funded technologies and partners, and social media following increased by 20 percent.

### Commercialized Technologies include:

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

## Snapshot of Feed the Future Partnering for Innovation Global Activities



## INTRODUCTION

[Partnering for Innovation](#) is a USAID-funded program that helps the private sector scale and market agricultural technologies for smallholder farmers through investing in technology commercialization and knowledge exchange. The program also facilitates partnerships between USAID Missions and the private sector in the agricultural, and designs investment and private sector engagement tools.

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

This report summarizes activities and accomplishments by component for the reporting period of the first half of FY2015 (October 1, 2014 to March 31, 2015).

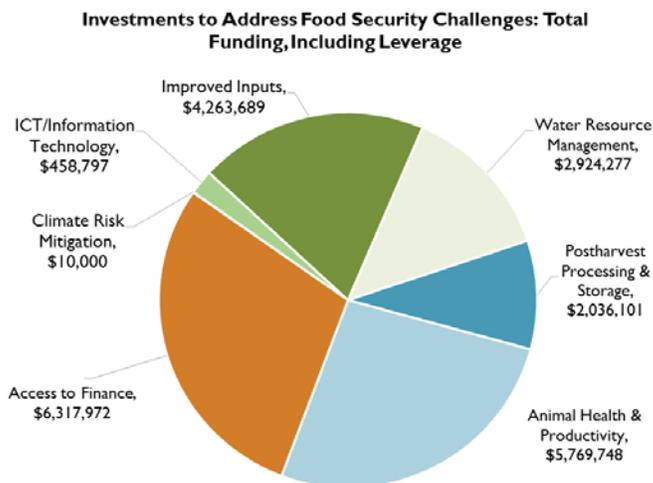
*I came across the Driptech technology on the AgTechXChange. I've already contacted Driptech and have received an offer for cooperation. So thank to our meeting, I found a good solution for my irrigation needs.*

Mickey Lazar,  
Total Energy Solutions, Israel

### Program Goals

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

- Increasing smallholder access to affordable and effective agricultural technologies.
- Fostering Mission-driven partnerships that leverage private sector investment to create sustainable improvements in smallholder livelihoods.
- Identifying, evaluating, and profiling effective private sector engagement models for use by USAID and other practitioners.
- Capturing and disseminating best practices in public private partnerships and agricultural technology commercialization.



## COMPONENT I: TECHNOLOGY COMMERCIALIZATION

With 14 ongoing or completed technology commercialization partnerships to date, Partnering for Innovation is increasing smallholder access to improved technologies in 12 countries for a total of \$9.8 million in investment, including \$3.7 million in partner leverage. Over the reporting period, P4I signed two new partnerships, managed six ongoing partnerships, graduated three partners, and released its fourth request for expressions of interest for new technology partners. See Annex II for additional details. Achievements by commercialization technology partners this period include:

- Kenya's Freshco Seed and Uganda's Naseco successfully launched sales of StrigAway under P4I's partnership with the African Agricultural Technology Foundation. For the first time, farmers using StrigAway are seeing consistent results growing maize in striga-infested fields resulting in increases in yield of 50 percent. Together, the four seed companies that make up the partnership in three countries installed more than 500 demonstration plots and sold 170.35 tons of the improved maize variety.
- Moana Technologies continued to provide expertise to MKA Hatchery by establishing a pure culture laboratory for the culture of marine centric diatoms, which are used for food during the first feeding stages of shrimp larvae. Using this type of feed greatly reduces the risk of bacterial disease. In collaboration with P4I, the company is also developing a technical assistance package to build the management capacity of MKA to safely maintain the broodstock once the program ends.
- Surehatch has reached its first sales milestone, providing more than 100 smallholders with small-scale incubator technology to build their poultry business. Surehatch has also trained more than 400 farmers to use this technology. In February, the company exhibited at the Machakos Agriculture Trade Fair and attracted more than 1,000 smallholders to its booth. The result will be hundreds of entrepreneurs with viable check businesses.
- Netafim and its local partner, Amiran, initiated an aggressive marketing campaign to generate demand for the Family Drip Irrigation Kit. Amiran further customized its customer support services by creating a call center to provide targeted technical assistance to smallholder farmers purchasing drip kits. The project is working with new bank partners, including Kenya Commercial Bank and Unaitus, to market the kits to smallholder customers.
- AGCO has installed five demonstration units of its scaled-down metal grain storage silos in Zambia's Central and Eastern Provinces. Each of the units are installed onsite with large maize aggregators who directly link to village-level grain traders. Aggregators have also provided traders with silo contracts thereby providing smallholders with a more secure market for their grain.

### Graduated Partner Success Continues

Bell Industries, whose grant concluded in September 2014, is having exponential success commercializing PICS bags in Kenya. The company sold more than 100,000 bags between October and February, doubling the amount sold during the one-year partnership period.

Driptech reports orders of 1,738 Instakits, a 34 percent increase over their final sales report in November 2014.

"We're not selling an egg incubator – that's a completely foreign concept to smallholder farmers. Rather, we are selling the idea of having your own chicken farm, a new source of livelihood through broilers. This is something that they definitely want to hear more about."

*Heinrich Hanekom,  
Managing Director, Surehatch*

- Since the official product launch in October, the Farmforce traceability and supply-chain management technology has generated significant interest among Guatemalan exporters. The initial commercial implementation with exporter Fair Fruit has resulted in 1,100 smallholders being registered into the electronic traceability system. Technicians report that they are providing more technical assistance to smallholders in the Farmforce system. Three additional exporters – Frutesa, Planesa, and Legumex – recently signed agreements and began implementing the system, and a digital media campaign is underway to promote Farmforce expansion to other Latin American countries.

Other key activities under technology commercialization this semester include:

- Partnering for Innovation signed a partnership with MEA Ltd to scale up its production of legume inoculant BIOFIX® in Kenya. BIOFIX is a rhizobium-based inoculant that increases the level of nitrogen fixation when coated on legume seeds prior to planting. The result is improved soil quality and crop yields. This partnership demonstrates the commercial success of a technology developed by the University of Nairobi and licensed to a private company for commercialization. P4I is financing new equipment and plant layout that will reduce production time from 21 to 7 days, which in turn decreases production costs and increases volumes. More than 50,000 smallholders will access BIOFIX over the 18-month project.
- In Ethiopia, P4I finalized a partnership with Flow Equity to bring improved chicken breeds that will double production. The commercial model hinges on the success of Mekelle Farm's network of village-based farmer agents who receive commission for sales to smallholders. The partnership has the potential to increase the incomes of nearly 400,000 Ethiopian smallholders by more than 300 percent.
- Through site assessments, P4I determined that it would recommend funding Zamorano University to introduce beneficial nematodes in Honduras with the end goal of benefiting 9,000 smallholder farmers. This technology is potentially less expensive and less environmentally harmful, with equal or better results in controlling insect infestations. Due diligence of three applicants for manufacturing these biologicals indicated that only Zamorano has the infrastructure and quality control in place to implement. As of March 31, Zamorano's approval was still pending, and the anticipate start date for the grant is April 28, 2015.

## COMPONENT 2: MISSION PARTNERSHIPS

Through its partnership component, P4I provides USAID Missions with an efficient way to engage the private sector within the agriculture sector by providing private sector landscape assessments working with the Missions to design partnership solicitations; managing the solicitation process; facilitating the technical review with the Missions and managing partnership implementation. Through this streamlined yet rigorous due diligence review and approval process, P4I creates high-impact partnerships for USAID Missions.

As a result, P4I has secured \$14.1 million in Mission buy-in from USAID/Mozambique and USAID/Malawi with \$21.8 million in committed funds leveraged from the partners. Partnerships in these two countries alone will provide access to new agricultural technology and markets to nearly 81,000 smallholders. See Annex II for additional details.

### Mozambique

During this reporting period, the program negotiated, signed, and began implementation of four projects:

- Opportunity International with Banco Oportunidade de Mocambique is providing 5,000 smallholder farmers training in good agricultural practices and access to loans and other banking services, including savings accounts and mobile money services.
- iDE, with Portuguese seed company Lusosem and Mozambique-based HUB, is giving 10,000 smallholder farmers commercial access to improved agricultural inputs, technical advice, and output markets through a private sector-led distribution model.
- National Cooperative Business Association CLUSA, with local seed companies Oruwera and Phoenix Seeds, is providing 10,000 smallholder farmers commercial access to improved agricultural inputs and value-added services through private sector-led distribution models.
- Export Marketing Company Limited is beginning the process of providing 22,900 smallholder farmers access to grain storage facilities, new market opportunities, improved agricultural inputs, market and technical information via a mobile-based platform, and access to rental services for mechanized production and harvesting equipment. In addition, 23 entrepreneurs will be trained to manage profitable retail input supply.

“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

During this period, the program negotiated, signed, and began implementation of three projects valued at more than \$6 million total, including \$3 million leveraged from the private sector. P4I completed the solicitation and negotiated agreements final in three months.

- Opportunity International Bank Malawi will work with Opportunity International and Catholic Relief Services to target groundnut, soybean, and orange-fleshed sweet potato (OFSP) farmers with financial and banking services through access to loans, savings accounts, and mobile money services. Nearly 10,000 smallholder farmers will be trained in good agricultural

“Partnering for Innovation extends the reach of the United States government and the private sector to smallholder farmers in Malawi. Smallholder farmers are the majority of Malawi population. So, in order, to achieve real economic growth, we need development of that smallholder sector.”

*Virginia Palmer, US Ambassador to  
Malawi*

practices, 5,000 farmers will receive agriculture loans and access to mobile money services, and 7,000 smallholder farmers will open savings accounts.

- Universal Industries Limited (UIL) will work with the International Potato Center to provide technical assistance on OFSP production, access to improved OFSP vines, and end market opportunities for 8,000 smallholder farmers. UIL will develop six OFSP products in their pilot plant and, after market testing, launch four products.
- Rab Processors Limited is working with Agriculture Commodity Exchange to strengthen the soybean, groundnut, maize, and pigeon pea value chains by establishing three rural marketing and storage facilities and a warehouse receipts program to provide smallholder farmers with new market options. Rab will also procure more than 10,000 tons of agricultural commodities through these facilities. Almost 9,000 smallholder farmers will have access to the facilities, and 15,000 smallholder farmers will be trained on the warehouse receipts program.

In addition to these Mission partnerships already underway, P4I made significant progress on developing solicitations, evaluating applications, and negotiating agreements on behalf of USAID Missions in Guatemala and Ukraine. Achievements include:

- \$2.5 million of buy-in funding committed by USAID/Guatemala. After two well-attended bidders' conferences, two private sector companies were selected for funding negotiations:
  - Popoyán will scale up production of beneficial insects and fungicides with the potential to put more than 1,000 hectares under organic pest management in the western highlands.
  - Unispice, a major exporter of French beans, sugar snap peas, and snow peas, will increase exports of Brussels sprouts sourced from 200 smallholder contract growers in the highland departments of San Marcos and Huehuetengango.
- \$3 million of buy-in funding committed by USAID/Ukraine. After meeting with more than 50 potential partners in Ukraine, P4I released a solicitation with a focus on public private partnerships targeting small- and medium-sized enterprises and held a bidders' conference in Kyiv, ultimately yielding 53 eligible applications.



Various partnerships with USAID/Mozambique will provide tens of thousands of smallholder farmers with access to improved seed and financial services. In Malawi, one partnership will train more than 10,000 farmers in good agricultural practices for high-value crops such as orange-fleshed sweet potato.

## COMPONENT 3: DESIGN AND ANALYSIS OF INVESTMENT MODELS

Partnering for Innovation kicked off its third year with the publication of *From Smallholders to Shareholders: A Guide to Optimizing Partnerships with the Private Sector for Smallholder Impact*. Written for both public donors and private companies, the guide describes business and partnership models for doing business in smallholder markets. It helps readers evaluate risk, reward, and effectiveness in order to choose the best model for their environment.

The program formally launched *From Smallholders to Shareholders* at the 2014 Borlaug Dialogue and World Food Prize in Des Moines, Iowa. USAID also featured the guide at its October Ag Sector Council Seminar and webinar with more than 180 participants from around the world. Disseminated in print and online, more than 1,000 people have downloaded the guide via the Partnering for Innovation website, the AgTechXChange, Agrilinks, Microlinks, and Facebook. P4I will continue to add new models to the guide and will capture case studies from our completed partnerships.

P4I launched its Tech Talk series to explore the business models, challenges, and experiences discussed in the guide. The first of these was with Louisa Parker, manager of external affairs for AGCO, who discussed AGCO's Africa strategy and Bags2Bulk project, which tied into points made in the guide.

### Acceleration Services

To help develop a suite of aftercare products to support partners to expand their reach into the smallholder farmer market, P4I interviewed 19 partners and sub-partners to learn what types of business support services would be most helpful. This needs assessment identified the following gaps and challenges:

- Understanding the customer and quantifying the demand in targeted markets.
- Defining and communicating a value proposition that is compelling for smallholder customers.
- Identifying financing models to improve the affordability of technology to smallholder customers.
- Creating a compelling business pitch that can be used to solicit funding from investors.

Based on this feedback, P4I is developing tools including Understanding the Business Opportunity, Financing and Affordability Models, and Value Proposition for the Smallholder Farmer. These tools will be tested at the AgAccelerator Lab, a workshop to help partners address business challenges and increase their ability to scale their technologies in smallholder markets.

"We initially started marketing the product with a message about meeting government standards; however, when the standards weren't implemented and we shifted to a clear return on investment value proposition, we saw more uptake. We should have come out with this from the beginning – 'if you use our product, your animal is healthier, and you make more money.' This is a more compelling story to the prospective customer."

Mike Gavin  
President & CEO, PortaScience

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## 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. Through its online community, the [AgTechXChange](#), and the program [website](#), Partnering for Innovation has become an important source of technical materials, educational videos, technology profiles, blogs, and business models. In addition to design and sponsorship of the aforementioned events launching the *From Smallholders to Shareholders* guide (e.g. World Food Prize; Ag Sector Council), other events that promoted knowledge exchange and prompted further buy-in for smallholder technologies and partnerships included:

- The launch of the P4I Tech Talk series featuring discussion of AGCO's Bags2Bulk program and a conversation with Naty Barak, chief sustainability officer, of Netafim on their Family Drip Irrigation System. Another webinar with CTI about increasing women's productivity is planned.
- Participation in the Sankalp Africa Forum in Nairobi, in which P4I provided business advisory services during a 'bus stop event' with African start-ups.
- Participation in the World Agri-tech Investment Forum in San Francisco and several Washington based industry events (e.g. USDA Agricultural Outlook Conference, Corporate Council of Africa).

### The Making of a Worldwide Agri-Tech Community

In July 2014, [the Pears Program for Global Innovation](#) at the University of Tel Aviv featured Partnering for Innovation at its global conference, which resulted in a surge in membership of Israeli agri-tech companies on the newly launched AgTechXChange.

The Pears program is now running its 2015 Israel Kenya Agri Tech Challenge on the AgTechXChange. This competitive program focuses on selecting fellows for ongoing support in technology development in East Africa.

Feed the Future published articles this quarter about program-supported technologies including [Farmforce](#), [StrigAway](#), and [CTI's Pearl Millet Thresher](#), and P4I partners were featured in more than [eight different international newspapers and periodicals](#).

Nearly 1,000 users are increasingly connecting with each other now through The AgTechXChange. In addition, P4I's social media continued to grow, with a 20 percent increase in Twitter followers, a 64 percent increase in Facebook likes, and steady growth in LinkedIn members since the beginning of the fiscal year. Partnering for Innovation's newsletter went out monthly to more than 3,000 organizations and individuals in the program's database. Finally, the program continues to publish monthly [blogs](#) on topics such as "Knowing your Smallholder Customer," "From a Coffee Bean to an Empire: The Story of Juan Valdez," and "How a Seed Treater is Helping to Commercialize StrigAway."

## PROGRAM IMPACT

Indicator 4.5.2-12 Number of public private partnerships formed as a result of FTF assistance						
Component	Y3 Cumulative Target	Y3 Achieved to Date	Variance	Notes on Variance	LOP Target	Remaining
1. Technologies Commercialized	17	16	1	Per guidance given in May 2014, the \$10,000 awards are no longer included under this indicator.	19	3
2. Partnerships Developed	10	7	3	P4I is currently negotiating two partnerships in Guatemala and three in Ukraine.	15	8
Mozambique		4				
Malawi		3				

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	Y3 Cumulative Target	Y3 Achieved to Date	Variance	Notes on Variance	LOP Target	Remaining
1. Technologies Commercialized	3,115	1,124	1,991	Partners have committed 7,796; however, the total amount has not yet been incurred.	5,393	4,269
2. Partnerships Developed	3,296	2,500	796	Partners in Mozambique and Malawi have committed 21,760; however, the total amount has not yet been incurred.	20,797	18,297
Mozambique	2,992	2,454	537		18,547	16,093
Malawi	305	46	259		3,213	3,167

Additional FTF Indicators for Subgrants*						
Indicator	Y3 Cumulative Target	Y3 Achieved to Date	Variance	Notes on Variance	LOP Target	Remaining
<b>4.5.2-2</b> Number of hectares under improved technologies or management practices as a result of USG assistance	19,974	1,170	18,805	Rounds 2 and 3 did not result in as many awards applicable to this indicator as Round 1; therefore, lower numbers are expected.	47,641	46,471
<b>4.5.2-5</b> Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	90,328	36,998	53,329	Some partners with awards affecting this milestone have experienced delays in sales and implementation.	136,929	99,931
<b>4.5.2-39</b> Number of technologies or management practices made available for transfer as a result of USG assistance	35	26	9	Per guidance given in May 2014, the \$10,000 awards are no longer included under this indicator.	29	3
<b>TBD</b> Number of technologies commercialized in FTF countries	20	16	4	Per guidance given in May 2014, the \$10,000 awards are no longer included under this indicator; in addition, two Round 3 awards were canceled during the due diligence phase of negotiations.	17	1
<b>TBD</b> Number of program-assisted technologies with initial market sales	17	11	6	Some partners with awards affecting this milestone have experienced delays in implementation.	17	6
<b>TBD</b> Number of investment models	10	11	(1)		20	9

## CHALLENGES AND SOLUTIONS

Under the Technology Commercialization component, Partnering for Innovation eliminated two finalists of the round three competition after conducting due diligence:

- (1) Chemexec, which proposed to commercialize the biological product Royaklin to combat coffee rust in Honduras.
- (2) Universidad del Valle, which proposed promotion of plastic tunnels, fertigation, and integrated pest management in Guatemala.

In the first case, the product was still in its experimental phase despite claims to the opposite by the applicant. In the second, the applicant had weak linkages to commercial partners. Although highly rated by the Commercialization Review Committee, both cases illustrated the importance of following up the bid selection process with rigorous due diligence, including site visits and discussions with experts to validate product claims.

Ongoing technology commercialization partnerships also faced some challenges. In Kenya, some commercial seed companies that are producing and selling StrigAway maize have experienced low germination rates resulting in reduced volumes of maize seed for sale. In Tanzania, AATF partner Tansed has been slow to take up technical assistance offered by Partnering for Innovation, resulting in low production volumes for 2014. In Uganda and Kenya, germination rates have been low as a result of parent stock contamination and drought, respectively, which will result in reduced sales in 2015. To address these challenges, the program hired a consultant with seed industry experience to provide assistance to the AATF and seed company consortium. To further address technical issues, Partnering for Innovation and the consortium have planned additional technical assistance to preempt similar challenges.

Also in Kenya, the Netafim partnership continues to struggle with operationalizing its commercial bank loan product due to commercial banks' risk aversion to agricultural loans to smallholders. This is preventing the company from meeting sales milestones. P4I has convinced Netafim to add a full-time banker to their team to accelerate negotiations with targeted banks and to put in place a structured buy-back guarantee offered through local partner Amiran. This will increase the number of banks participating in the program.

Two completed partnerships failed to achieve, or only partially achieved, final milestones. In Rwanda, PortaScience missed its final sales milestone. In Zambia, iDE was late in meeting the final sales milestone for the Toro smallholder drip kit. In each case, the milestone process worked as designed and Partnering for Innovation was able to intervene to mitigate the issue and reduced the overall award amount as a result. [Note that the program reallocates unspent funds to the Component I grant pool for subsequent EOI cycles.]

The Partnership Development component dealt with change in a sub-partner in Mozambique when the awardee raised concerns about performance issues. The awardee recommended an alternative company, which P4I had visited during the scoping phase. The agreement required a modification to reflect this change.

With the completion of *From Smallholders to Shareholders*, Partnering for Innovation conducted an assessment with past and current partners to determine additional services needed. Partners identified acceleration services as important to their continued success, so P4I is designing tools as well as hosting the Ag Acceleration Lab. The program is exploring other services it can provide.

## ANNEX I: WORK PLAN

DESCRIPTION	Q1			Q2			Q3			Q4			TARGET	Met	DELIVERABLE
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep			
<b>Technology Commercialization</b>															
<b>Round 3 Partnership Negotiations and Award</b>															
Conduct due diligence via site assessments													4	4	Site visits completed
Negotiate milestones and award partnerships													4	1	Award signed
<b>Round 4 Partnership Solicitation</b>															
Release EOI for Round 4 partner funding													1	1	EOI released
Convene IRC meeting for Round 4 partner funding													1	0	IRC meeting convened
Release RFA for Round 4 partner funding													1	0	RFA released
Convene CRC for Round 4 partner funding													1	0	CRC meeting convened
<b>Ongoing Partnership Management</b>															
Provide ongoing technical assistance and capacity building support to partners													92	63	Monthly check-ins per partner, incl. status report, progress updates, success stories
SMOG 01-02 Driptech													1,000	1,208	Instakits sold
SMOG 01-03 PortaScience													25,000	6,000	Sales, in USD, of technology suite sold; final milestone not paid

DESCRIPTION	Q1			Q2			Q3			Q4			TARGET	Met	DELIVERABLE
SMOG 01-05 Netafim													10	0.39	Sales, in millions of USD, of smallholder drip irrigation kits
SMOG 01-07 iDE													100	100	Toro drip irrigation kits sold to end users
SMOG 01-08 AATF													200	170	MT of IR maize sold in Kenya, Tanzania, and Uganda
SMOG 02-01 Moana													50	0	Post larvae, in millions, produced and sold to farmers
SMOG 02-02 AGCO													20	8	Grain storage silos sold and delivered in Zambia
SMOG 02-03 Mercy Corps													6	3	Companies with signed contracts with SFSA for Farmforce technology
SMOG 02-04 Surehatch													250	100	Incubators sold to smallholder farmers in Kenya
SMOG 02-06 MEA													1	0	Factory scale-up completed
SMOG-03-01 Flow Equity													30,000	0	Improved parent poultry stock purchased from the Netherlands and France
SMOG-03-02 Zamorano													TBD	0	Pending final negotiation
<b>Ongoing M&amp;E on Impact</b>															
Submit semiannual reports on progress against program indicators													2	1	Semiannual reports on program impact

DESCRIPTION	Q1		Q2		Q3		Q4		TARGET	Met	DELIVERABLE
Conduct periodic field visits for information verification and reporting									1	7	Field visit for results and data verification
<b>Partner Support Services</b>											
Develop a guide of after-care services, tools, and resources to be provided to partners during and post award									7	0	Partners receiving tailored after-care services post-award
Provide after-care services to partners during and post-award to facilitate impact after investment									7	0	Partners receiving on-going scale-up support post-award
<b>Private Sector Capacity Building for USAID Missions</b>											
Facilitate USAID Mission buy-in to existing commercialization partnership									2	0	Post-award partners receive Mission buy-in funding for scale-up
<b>Mission Partnerships</b>											
<b>Current Partner Mission Management</b>											
Provide ongoing technical assistance and capacity building support to current partner Missions									6	9	Mission technical evaluation meetings and training sessions
Provide ongoing management of current partners through partner Missions									10	7	Active partners achieving scheduled milestones listed in individual work plans

DESCRIPTION	Q1	Q2	Q3	Q4	TARGET	Met	DELIVERABLE
<b>Ongoing Partnership Management</b>							
SMOG-MOZ-01-01 Opportunity Int'l					9	0	Agricultural Loan Officers hired and trained
SMOG-MOZ-01-02 iDE					100	0	Farm Business Advisors hired and trained
SMOG-MOZ-01-03 CLUSA					67	0	Input Agents hired and trained. Input kits developed and stocked for distribution
SMOG-MOZ-01-04 ETG					4	1	4 new hubs constructed
SMOG-MAL-01-01 OIBM					8	0	Agricultural Loan Officers hired and trained
SMOG-MAL-01-02 Universal					1	0	OFSP processing plant operationalized
SMOG-MAL-01-03 RAB Processors					3	0	3 Srams operational
SMOG-Guate-01-01 Popoyàn					TBD	0	Pending final negotiation
SMOG-Guate-01-02 Unispice					TBD	0	Pending final negotiation
<b>Ongoing M&amp;E on Impact</b>							
Submit semiannual reports on progress against program indicators					2	1	Semiannual reports on program impact
Conduct periodic field visits for information verification and reporting					2	0	Field visit for results and data verification

DESCRIPTION	Q1		Q2		Q3		Q4		TARGET	Met	DELIVERABLE
<b>New Mission Partnership Outreach</b>											
Develop a proactive mission outreach plan for new mission partnerships according to USAID FTF priorities									4	5	Missions identified for USAID/BFS initial contact
With USAID, identify new USAID Mission partnership opportunities and buy-in capabilities									2	3	Mission visits completed
<b>Investment Models and Tools</b>											
<b>FTF-P4I Models Guide Launch</b>											
Launch the FTF P4I models guide via high-profile external events									4	3	Events and webinars launching FTF-P4I models guide
<b>FTF-P4I Models Updates</b>											
Update the partnership guide and incorporate additional models from program case studies									4	0	New partner case studies added to the guide
<b>Acceleration Services</b>											
Provide support to link selected non-partner companies with information, resources, and investment opportunities (i.e., Ag Business Lab)									10	0	Non-partners receiving additional support services

DESCRIPTION	Q1	Q2	Q3	Q4	TARGET	Met	DELIVERABLE
<b>Knowledge Exchange</b>							
<b>Information Exchange Outlets and Resources</b>							
Build FTF P4I's reputation and visibility with new audiences in both the donor community and private sector						Ongoing	Ongoing development of outreach and PR materials for partner, mission, and non-partner audiences
Build external content and participation on the AgTechXChange					700	810	AgTechXChange members
Develop new approaches for facilitating connections and knowledge transfer through the AgTechXChange					250	358	Private sector users on the AgTechXChange
<b>Program Outreach and Events</b>							
Host AgAccelerator Lab to catalyze innovation around specific technologies					1	0	AgAccelerator Lab
Participate in targeted outreach activities and events to engage the private sector and increase program visibility					2	3	Outreach events participated in, including: AgInnovation Showcase, World Food Prize, etc.
<b>Program Reporting</b>							
<b>Progress Reporting</b>							
Submit monthly updates					12	6	Updates
Submit bi-monthly technical articles and spotlights for possible submission in USAID publications					6	5	Technical articles and spotlights

DESCRIPTION	Q1			Q2			Q3			Q4			TARGET	Met	DELIVERABLE
Submit progress reports semiannually													2	1	Progress reports
Submit quarterly financial reports													4	2	Quarterly financial reports
<b>Mission Reporting</b>															
Submit progress reports to Missions													4	0	Quarterly reports per Mission
Conduct monthly phone calls with partners, including the respective Activity Managers in each Mission													24	11	Monthly check-ins per Mission
Submit semiannual M&E reports													2	1	M&E reports per Mission

## ANNEX II: OVERVIEW OF PARTNERSHIPS

### Technology Commercialization Round I

Technology Commercialization Round I									
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage	Partnership End Date
<b>African Agricultural Technology Foundation</b>	CIMMYT, BASF, six local seed companies	Improved maize variety	955 MT of StrigAway sold, benefitting 45,000 farmers in 3 countries. StrigAway brought to more than 20,000 smallholders in Kenya, Tanzania, and Uganda	StrigAway sales of 121 MT in Kenya, 10 MT in Tanzania, and 38 MT in Uganda	Kenya, Tanzania, Uganda	1/15/2014	\$3,287,405	\$976,284	Ongoing 3/31/2017
<b>Compatible Technology International</b>	N/A	Pearl millet processing suite comprised of 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	7/29/2013	\$387,911	\$41,439	Completed 7/28/2014
<b>Driptech</b>	N/A	Customizable 1 acre, drip irrigation in a box	1,000 farmers purchase customizable, drip irrigation kit	Nearly \$400,000 in sales including 1,398 Instakits sold to date with over 100 different distributors in India and export sales	India	7/5/2013	\$400,000	\$327,350	Completed 11/4/2014
<b>IDE</b>	Toro Irrigation	500 m2 smallholder drip irrigation kit	100 farmers purchase Toro drip irrigation system, available in Africa for the first time	375,000 in sales of 100 kits achieved, with additional orders pending delivery	Zambia	Completed 9/19/2013	\$216,248	\$72,878	Completed 2/6/2015

Technology Commercialization Round I									
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage	Partnership End Date
<b>Netafim</b>	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 193 drip irrigation systems to smallholders in Kenya	Kenya	9/10/2013	\$993,940	\$952,048	Ongoing 9/8/2015
<b>PortaScience</b>	African Breeder Services Total Cattle Management, local agrovet	Dip stick detecting mastitis in cows	\$25,000 worth of UdderCheck and related products sold benefitting more than 6,000 farmers with potential to increase profitability in Rwandan milk industry by \$6 million	Nearly \$6,000 worth of sales equaling 4,268 units of UdderCheck a distributed through milk collection centers	Rwanda	8/22/2013	\$399,371	\$28,290	Completed 11/28/2014
<b>Purdue (Kenya)</b>	Bell Industries, WonderPack, USAID-KAVES	Hermetic grain storage bags	22,500 grain storage bags purchased, reducing postharvest losses for over 4,000 farmers	More than 102,000 bags sold, benefitting over 14,500 farmers. Over 47,000 farmers attended open bag ceremonies	Kenya	9/27/2013	\$386,201	\$34,464	Completed 9/26/2014

## Technology Commercialization Round 2

Technology Commercialization Round 2									
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage	Partnership End Date
<b>AGCO</b>	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	5/7/2014	\$399,467	\$658,362	Ongoing 11/30/2015
<b>MEA Limited</b>	University of Nairobi, WeRate	Rhizobial inoculants for legumes	MEA will sell over \$40,000 comprised of 73,000 BIOFIX® packets ranging from 10, 20, and 50-gram packets to 51,000 farmers	N/A	Kenya	10/15/2014	\$413,041	\$95,172	Ongoing 12/15/2016
<b>Mercy Corps</b>	Syngenta Foundation for Sustainable Agriculture, ADISAGUA/ Fair Fruit	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)	Three exporters purchased system providing farm-level traceability for pilot groups of farmers; Fair Fruit operationalized Farmforce with 1,088 smallholders covering 333 hectares	Guatemala	7/7/2014	\$388,100	\$70,698	Ongoing 7/6/2015
<b>Moana</b>	Bangladesh Shrimp and Fish Foundation, MKA Hatchery	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	900 broodstock and 4,000 parent post larvae introduced	Bangladesh	3/10/2014	\$398,286	\$171,070	Ongoing 8/27/2015

Technology Commercialization Round 2									
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage	Partnership End Date
<b>Surehatch</b>	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	100 incubators sold; 424 farmers attended technology demonstration trainings	Kenya	7/28/2014	\$260,289	\$86,485	Ongoing 7/27/2015

### Technology Commercialization Round 3

Technology Commercialization Round 3									
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount	Estimated Leverage	Partnership End Date
<b>Flow Equity</b>	Mekelle Farms	Improved chicken breed	2,235,000 million day-old chicks sold to 400,000 smallholders; 2,600 MT feed sold	N/A	Ethiopia	3/16/2015	\$396,158	\$4,121,349	Ongoing 6/15/2016
<b>Zamorano</b>	N/A	Beneficial nematode for pest control	9,000 doses sold to smallholder farmers	Award pending approval	Honduras	Pending approval	\$393,932	\$258,266	Est. 1/26/2017

## Other Grants

Other Grants							
P4I Partner/Source	Sub-Partners	Technology	Outcomes	Progress Update	Country	Date of Award	FTF-P4I Grant Amount
<b>Catholic Relief Services/AgInvestor Lab</b>	Compatible Technology International	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	8/9/2013	\$10,000
<b>Purdue (Rwanda)/Pilot grant</b>	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	3/27/2013	\$149,500
<b>Sistema Biobolsa/AgInvestor Lab</b>	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	8/2/2013	\$10,000
<b>WorldFish/AgInvestor Lab</b>		Individual fish ponds	Farmers benefit from individual fish ponds and water that can be used for kitchen gardens	51 WishPonds installed, benefitting 214 household members of which 108 are women	Cambodia	8/1/2013	\$10,000

**Mission Partnerships – Mozambique**

Mission Partnership - Mozambique							
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
<b>iDE</b>	Lusosem Mocambique, Lda, HUB Assistancia Technica e Formacao	Provision of inputs via private sector-led distribution models	10,000 smallholder farmers will access agriculture inputs, technical advice and output markets through private sector lead distribution models	Workplan developed; AgTechXChange profile created; approved recruitment and training	11/18/2014	\$1,098,149	\$1,131,013
<b>NCBA CLUSA</b>	Oruweru, Phoenix Seeds	Provision of inputs and value-added services through private sector-led models	10,000 smallholder farmers will access agriculture inputs and value added services through private sector led distribution models	Workplan developed and AgTechXChange profile created; approved training plan	11/24/2014	\$1,705,067	\$1,813,269
<b>Opportunity International</b>	Banco Oportunidade de Mocambique	Access to finance	5,000 smallholder farmers will be trained in good agriculture practices and access agriculture loans and 3,000 smallholder farmers will open savings accounts or access MPESA mobile money services	Workplan developed and AgTechXChange profile created; approved value chain analysis and ESP partner review	11/18/2014	\$1,754,072	\$1,959,642

Mission Partnerships – Malawi

Mission Partnership - Malawi							
P4I Partner	Sub-Partners	Technology	Outcomes	Progress Update	Date of Award	FTF-P4I Grant Amount	Estimated Leverage
<b>Opportunity International Bank of Malawi</b>	Opportunity International, Catholic Relief Services	Access to finance	10,000 smallholders trained in good agriculture practices, 5,000 of which will access agriculture loans, 7,000 will open savings accounts	Workplan developed and AgTechXChange profile created	3/2/2015	\$1,245,351	\$1,322,914
<b>Rab Processors</b>	Agriculture Commodity Exchange	Warehouse receipts	15,000 smallholder farmers trained on the warehouse receipts program and 9,000 new smallholder farmers using Srams storage services	Workplan developed and AgTechXChange profile created	3/3/2015	\$732,952	\$732,953
<b>Universal Industries</b>	International Potato Center	Commercialization of orange-fleshed sweet potato (OFSP) products	4 OFSP products commercially launched to market; 8,000 new smallholder farmers selling 500MT of OFSP to Universal	Workplan developed and AgTechXChange profile created	2/20/2015	\$1,072,496	\$1,156,862

## **ANNEX III: BUDGET AND EXPENDITURES**

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## ANNEX IV: SUPPLEMENTAL DOCUMENTS

Available on Feed the Future Partnering for Innovation Intranet: (<https://intranet.fintrac.com/ftf-pi/ftf-pi-home>; password required).

- Grant agreements
- Monthly updates
- Previous semiannual and annual reports
- Partner Portfolio, also available on the [AgTechXChange](#).