



FEED THE FUTURE

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

Partnering for Innovation

ANNUAL REPORT #3



OCTOBER 31, 2014 -
SEPTEMBER 30, 2015



USAID
FROM THE AMERICAN PEOPLE



FEED THE FUTURE PARTNERING FOR
INNOVATION REACHED **222,654**
SMALLHOLDER FARMERS THROUGH **26**
PARTNERSHIPS IN **14** COUNTRIES THIS YEAR.

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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 provides business acceleration services.

- **222,654 smallholder farmers** are currently using new technologies in 14 countries.
- At least 350,000 farmers will be using new technologies by 2017.
- USAID and partners have committed to an investment of \$71 million in partner funding and leverage to fund new technology and services to improve food security.
- Since 2013, partners have made **\$2.58 million in sales** of new agricultural technologies to smallholder farmers.
- 65 new technologies or management practices are now in place for smallholder farmers.
- FTF-P4I now has 67 partners, with 26 primary and 41 sub-partners.
- FTF-P4I's **AgTechXChange** was viewed **30,000 times** this year, and 1,200 users are engaging in information-sharing around new technologies and scaling for smallholder access and affordability; in addition, 2,000 stakeholders have accessed *From Shareholders to Smallholders: A Guide to Optimizing Partnerships with the Private Sector for Smallholder Impact*, featuring tools and methodologies for private sector engagement.
- The focus of FTF-P4I's AgAccelerator Lab in Lake Naivasha, Kenya was improving business results for selling technologies to smallholder farmers, and 28 private sector partners worked with peers, business experts, and impact investors to develop customized business development strategies.
- Finally, FTF-P4I combined efforts in programs and outreach with at least five other USAID and Feed the Future projects to accelerate technology commercialization.

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With the funding we received from FTF-P4I, we probably managed to accomplish three or four years' worth of work in twelve months.

Heinrich Hanekom, Owner, Surehatch

INTRODUCTION

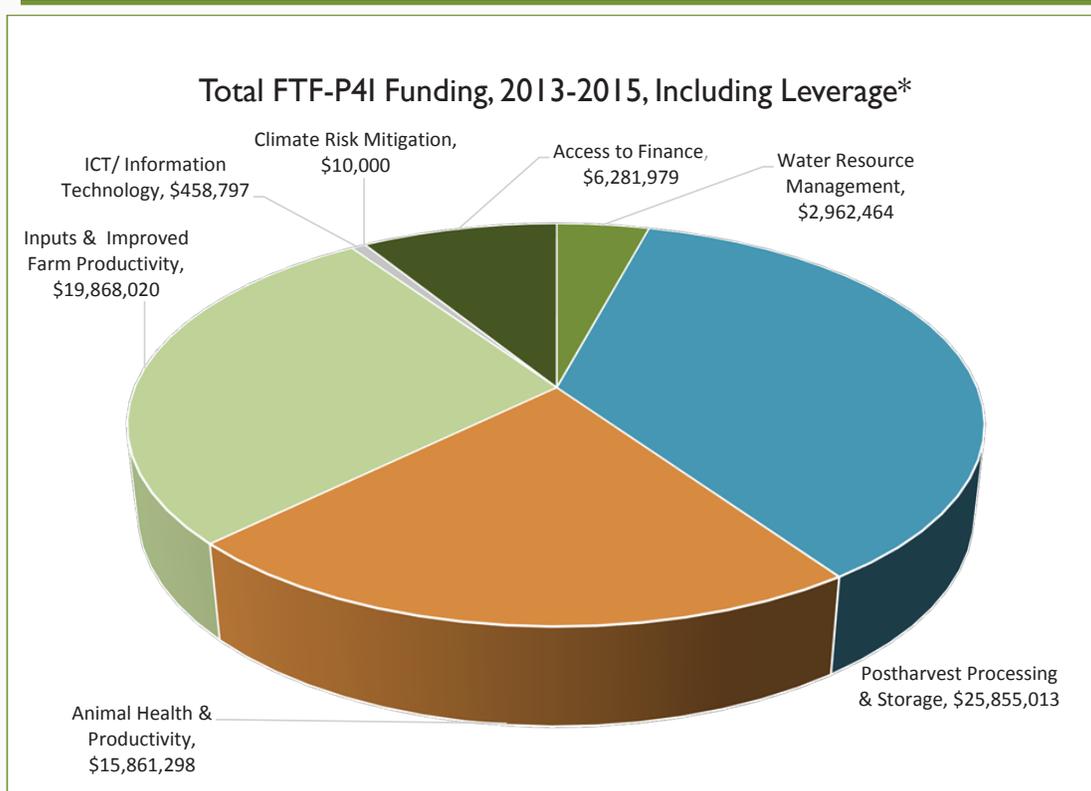
Feed the Future Partnering for Innovation is a USAID-funded program that helps the private sector to scale and market agricultural technologies for smallholder farmers through investing in technology commercialization and knowledge exchange. The program also facilitates partnerships between USAID Missions and the private sector and provides business acceleration tools and services. The program budget is \$66.9 million, of which \$52.5 million is allocated for program investment in 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:

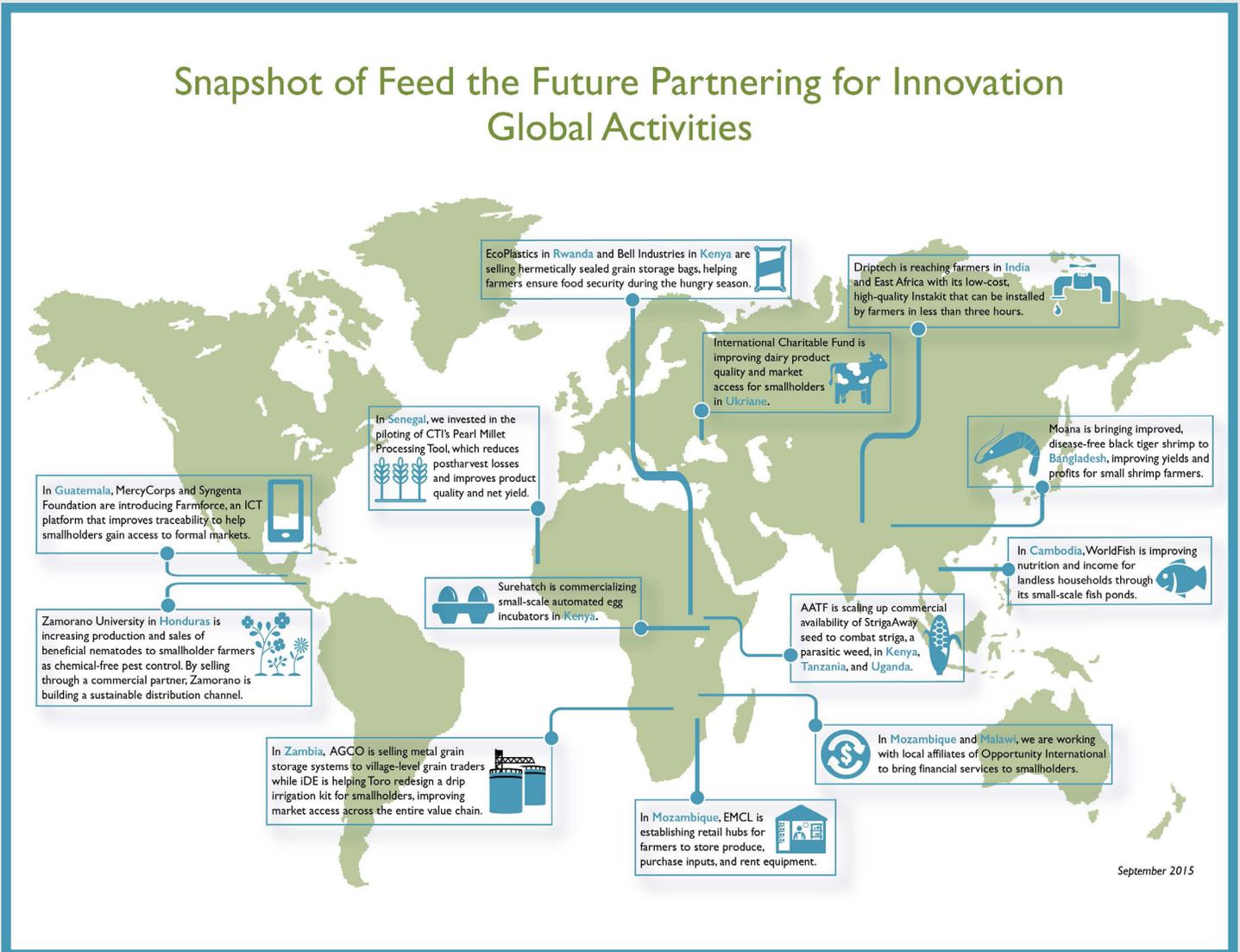
- Making proven agricultural technologies commercially accessible to smallholder farmers.
- Fostering Mission-level partnerships to leverage private sector investment in food security.
- Identifying, evaluating, and profiling effective private sector engagement models for USAID and other practitioners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

This report summarizes activities and accomplishments for Year 3, reporting period FY2015 (October 1, 2014 to September 30, 2015).



Total funding = \$71 million. Leverage includes all partner contributions.

Snapshot of Feed the Future Partnering for Innovation Global Activities



COMPONENT ONE: TECHNOLOGY COMMERCIALIZATION

Partnering for Innovation has 15 technology commercialization partnerships that are in progress or completed. Another five are in negotiation for the fourth round of commercialization grants. Through these partnerships, the program is commercializing technologies in 11 countries for a total of \$16.8 million in funding, including \$7.9 million in total partner leverage, with an estimated \$2 million of new partnerships in negotiation. During the reporting period, Partnering for Innovation signed three new partnerships, managed eight ongoing partnerships, and graduated one partner. For details on all partners, see Annex II.

NEW PARTNERSHIPS

Due diligence and negotiations culminated in signed agreements with three new partners. These partnerships will improve poultry breeds in Ethiopia, increase production of legume inoculant in Kenya, and offer an affordable natural alternative to pesticides in Honduras.

Flow Equity (EthioChicken) is selling improved breeds of poultry, quality blended feed, and vaccines and medicines necessary for healthy birds to smallholder farmers in Ethiopia. EthioChicken has already sold 31,134 day-old chicks as improved parent stock. These breeds produce more than four times as many eggs per year and, in the first three months, grow to be 250 percent larger than local breeds. EthioChicken also held sales training for more than 150 field agents.

Zamorano University is promoting the use of beneficial nematodes, with a product called NemaPower, instead of traditional pesticides to control insect infestations in select horticultural crops. By expanding its biocontrol laboratory, Zamorano will produce and sell 20 times as many doses of beneficial nematodes than previous years. Farmers will be able to purchase this biocontrol at a lower cost than synthetic chemical products and will be able to reduce pest infestations by as much as 98 percent in six months. By enlisting a commercial partner for sales and distribution, Zamorano expects to target its sales of NemaPower to more than 9,000 smallholders farming 25,000 hectares of land in Honduras by 2017.

Kenyan company MEA Ltd. is increasing the amount of BIOFIX on the market by 50 percent through a scale-up of factory operations. The result will be a decrease in production time from 21 to seven days, allowing the company to fulfill and further generate demand for the legume inoculant. MEA sells BIOFIX in a variety of sizes to accommodate small-scale farmers.



Farmers Increase Yields with StrigAway

Khamis Nyamwara, a 45-year-old farmer from Tanzania, has been farming maize for more than 20 years. His maize yield has been declining each year as a result of striga infestations. Taseed International Ltd., (one of the seven seed companies partnering with AATF), gave Khamis StrigAway samples and training to plant with imazapyr-resistant maize seed. Despite a drought, his yield doubled. One of several farmers reporting success with StrigAway, he is eager to purchase it for the next growing season.

ONGOING PARTNER ACHIEVEMENTS

Syngenta Foundation for Sustainable Agriculture and Mercy Corps are encouraging adoption of the Farmforce system in Guatemala. The software platform helps exporters comply with forthcoming electronic traceability requirements of the US Food Safety Modernization Act. Five exporters have purchased and implemented this digital traceability system, providing them with detailed records and product tracking data for more than 2,700 smallholders. Also, FTF-P4I hosted a webinar for the USAID LAC Bureau staff from USAID Missions in Latin America to introduce Farmforce's services and its potential for other Latin American countries.

Moana Technologies provided technical expertise and training to MKA Hatchery in algal culturing, biosecurity guidelines, larval rearing, maturation, and artificial insemination. The result was a system that achieved consistent production of three to four million larvae per day and enabled MKA to operate its commercial-size hatchery tanks at full capacity. As a result, MKA has sold more than 30 million post-parent larvae.

The African Agricultural Technology Foundation (AATF) and its seven seed company partners have sold more than 170 tons of imazapyr resistant maize seed, StrigAway, to smallholder farmers in Kenya, Uganda, and Tanzania. They also held 92 trainings with more than 5,500 farmers and have established more than 1,200 demonstration plots in these three countries.

GRADUATED PARTNERS

South Africa-based Surehatch sold 250 small-scale egg incubators to individual farmers and farmer cooperatives and has established a trained salesforce in Kenya. More than a third of its Kenyan customers are women, and the company is now looking to expand into the smallholder market in Malawi and Zambia.

Driptech has sold 1,779 Instakits in India and sub-Saharan Africa with \$410,219 in sales to 100 distributors.

SUMMARY OF ROUND FOUR

Partnering for Innovation launched an open call for Expressions of Interest in April and received 112 applications for round four of its technology commercialization grants. The Internal Review Committee selected 12 to submit full applications. In June, the Commercialization Review Committee met in Lake Naivasha, Kenya and selected five applicants for due diligence: (1) AISL for Nitrofix, (2) The Metal for the Reaper, (3) Grameen Foundation for Kilimo Booster, (4) Store-it-Cold for CoolBot, and (5) Steward's Globe for AFRISEED.



Partners Introduce Biological Controls

As consumers become more aware of the downsides of chemical pesticides and fertilizers, they demand more organic and sustainably grown food. For many smallholder farmers, this can present a challenge, as non-chemical alternatives are often not available. A number of companies are seeking to address this market gap by producing biological solutions suitable for smallholders. MEA Fertilizers is commercializing BIOFIX, a legume inoculant that reduces the need for nitrogen fertilizers in Kenya. In Guatemala and Honduras, Popoyán and Zamorano University, respectively, are commercializing biological pest control products that replace chemical pesticides and are lower cost and more efficient than chemicals.

COMPONENT TWO: MISSION PARTNERSHIPS

Partnering for Innovation works with USAID Missions to address pressing agricultural challenges by designing partnership solicitations, developing the solicitation process, providing analysis and other technical assistance, and managing public private partnerships through performance-based grants based on business metrics. Through this process, Partnering for Innovation provides USAID Missions with a more efficient way to engage the private sector. The private sector leverage ratio has, to date, exceeded one to one.

Partnering for Innovation is currently managing 12 partnerships in four countries with \$21 million of Mission buy-in and \$34 million in total leverage from partners. Partnerships in these countries will provide new agricultural technologies and markets to nearly 107,000 smallholder farmers. The program is also establishing partnerships with four additional Missions, which have committed \$15 million in additional funding for up to 16 new partnerships.

USAID/GUATEMALA

USAID/Guatemala and Partnering for Innovation completed a solicitation that closed in October 2014 to diversify products and markets and improve horticultural crop productivity. Out of four applications, the review committee selected two companies for due diligence and one for funding.

In June, FTF-P4I signed an award with Popoyán for more than \$4 million in combined USAID funding and company leverage. With its subsidiary MIC and sub-partner Universidad del Valle, Popoyán will scale up production of beneficial insects and fungicides with the potential to reduce or eliminate chemical pesticide use on more than 1,000 hectares in the Western Highlands. Since June, Popoyán has trained 22 lead farmers and established 44 demonstration sites.

Current Mission Partnerships					
Country	Number of Projects	Number of Smallholder Farmers	USAID Funding	Leveraged Funding	Total Funding
Mozambique #1	4	47,900	\$ 11,015,772	\$ 18,547,346	\$ 29,563,118
Malawi	3	33,000	\$ 3,050,799	\$ 3,212,729	\$ 6,263,528
Ukraine	4	23,055	\$ 4,095,413	\$ 10,050,840	\$ 14,146,253
Guatemala #1	1	3,000	\$ 2,107,384	\$ 2,142,301	\$ 4,249,685
Sub-total	12	106,955	\$ 20,269,368	\$ 33,953,216	\$ 54,222,584
Pending Mission Partnerships					
Guatemala #2	5	n/a	\$ 5,000,000	\$ 5,000,000	\$ 10,000,000
Guatemala MCI	1	n/a	\$ 200,000	\$ -	\$ 200,000
Benin	2	n/a	\$ 1,100,000	\$ 1,100,000	\$ 2,200,000
Nigeria	4	n/a	\$ 3,000,000	\$ 3,000,000	\$ 6,000,000
Mozambique #2	4	n/a	\$ 6,000,000	\$ 6,000,000	\$ 12,000,000
Sub-total	16	n/a	\$ 15,300,000	\$ 15,100,000	\$ 30,400,000
Total	28	106,955	\$35,569,368	\$ 49,053,216	\$ 84,622,584

USAID/MOZAMBIQUE

USAID/Mozambique began implementation of four projects valued at almost \$30 million, with 60 percent of the total funding provided as applicant leverage. Projects will run from November 2014 to July 2017.

Opportunity International with Banco Oportunidade de Moçambique will provide 5,000 smallholder farmers training in good agricultural practices as well as access to loans and other banking services, such as savings accounts or mobile money services.

iDE with Portuguese seed company Lusosem and HUB will provide 10,000 smallholder farmers access to agricultural inputs, technical advice, and output markets through private sector-led distribution models.

NCBA CLUSA with local seed companies Oruweru and Phoenix Seeds will provide 10,000 smallholder farmers commercial access to agricultural inputs and value-added services through private sector-led distribution models.

Export Marketing Company Limited will provide 22,900 smallholder farmers access to storage facilities, market opportunities, quality agro inputs, mechanization services, and market and production information via a mobile platform. In addition, 23 entrepreneurs will be hired and trained to manage retail outlets.

These new partners have been setting up their programs during their first year of operations, including creating workplans, conducting trainings, upgrading facilities, and securing supplies.

USAID/MALAWI

USAID/Malawi and Partnering for Innovation are funding three private sector-led partnerships valued at more than \$6 million with 50 percent in leverage from the private sector. Projects will run from January 2015 through July 2017.

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 banking services including loans, savings accounts, and mobile money services. Nearly 10,000 smallholder farmers will also be trained in good agricultural practices; 5,000 farmers will receive loans and access mobile money services; and 7,000 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 vines, and new market opportunities for 8,000 smallholder farmers. UIL has developed three of six OFSP products at its pilot plant and will ultimately commercialize four of these products in the market.

Rab Processors Ltd. is working with the 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. Through these facilities, Rab will procure more than 10,000 metric tons of agricultural commodities. Nine thousand smallholder farmers will benefit from this market opportunity and access to storage, and 15,000 will be trained on the warehouse receipts program.



Financing Options

One of the biggest challenges smallholder farmers face is lack of access to affordable financing. Without financing, they are unable to buy quality inputs, utilize mechanization, and access end market opportunities thus limiting their yield and productivity potential. FTF-P4I is supporting Opportunity International Bank in both Malawi and Mozambique to increase access to loans coupled with training.

USAID/UKRAINE

USAID/Ukraine and Partnering for Innovation designed and managed a solicitation targeting small- and medium-sized enterprises. Out of 53 eligible applications, four awards were made totaling \$14 million, including grantee leverage of more than \$10 million. Projects will run from July 2015 through July 2017.



Mission Impact

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.

International Charitable Fund–Community Wellbeing (ICF CW) and its partners, including Danone Ukraine, are upgrading farms with herds of at least seven cows to improve management and increase milk quality. ICF CW will provide improved breeds, cooling tanks, milking machines, and other modern equipment and will train the farmers in state-of-the-art milk production. An estimated 170 farms will receive new equipment and training to increase milk production and income by 40 percent. An additional 1,000 smallholder dairy farmers with one to three cows will be able to use new milk-cooling tanks, which will improve product quality and increase incomes by up to 20 percent.

Agrico Ukraine is producing and storing high-quality potato seeds for sale to small- and medium-size farms. Agrico also provides training and technical support in potato planting, cultivating, and harvesting. As a result, Agrico will triple its storage capacity to 3,000 MT of high-quality seed potatoes leading to a 50 percent increase in sales revenue. In addition, 450 farms will be using improved seeds, resulting in a 30 percent increase in yields and a 43 percent increase in revenue.

Agrobonus is expanding its services to include soil, plant, and water analysis. Aimed at improving farmers' income and productivity, the new services will be provided through a central laboratory near Kyiv and 16 mobile laboratories. Based on laboratory analysis, Agrobonus will provide 1,435 small- and medium-size farms with fertilization and field management expertise aimed at achieving a 30 percent increase in income from input cost reductions and crop yield increases.

Bayer has partnered with International Finance Corporation to design, field test, and implement 11 new agro extension solutions in areas such as human resources, precision farming, and financial management through trainings provided by 20 partners to more than 840 distributors. The trainings will result in a 10 percent increase in distributor sales.

During this reporting period, workplans were completed and projects started trainings and procurement.

NEW PARTNERSHIPS

In addition, Partnering for Innovation secured buy-in and began the partnership process for the following Missions:

USAID/Benin bought in to FTF-P4I for \$1.1 million. FTF-P4I ran a solicitation from June through August targeting private companies in the cashew, shea, aquaculture, and packaging sectors, resulting in 16 proposals. A technical evaluation committee will meet in October to review and rank the proposals.

USAID/Guatemala bought in at \$5 million. FTF-P4I ran a solicitation from August to October for partnerships to create economic opportunities for youth in agribusiness and for commercializing agricultural technologies.

USAID/Mozambique is considering a second buy-in to FTF-P4I for up to \$6 million. A team will be conducting a scoping mission with the Mission in October to finalize the design.

USAID/Nigeria bought in to FTF-P4I at \$3 million. FTF-P4I conducted a scoping mission, meeting with 42 agribusinesses and other partners. A solicitation will be released in October.



New Storage Options Reduce Postharvest Loss

About 15 percent of crops are lost postharvest, yet many smallholder farmers lack access to reliable and affordable storage options. New technologies that address this challenge are emerging, though. AGCO has developed small-scale metal silos for traders that source from smallholder farmers. PICS bags are rapidly gaining popularity in East Africa. In Mozambique, Export Marketing Group Limited is developing rural hubs that will sell inputs and rent equipment as well as provide storage facilities for smallholders. Rab Processors in Malawi is expanding a warehouse receipts program that will allow smallholders to store and sell grain. With effective, accessible storage options for smallholders, less food is lost, and farmers can wait to sell their goods until prices are favorable.

COMPONENT THREE: ACCELERATION SERVICES

This component captures and shares effective business models and practices for reaching smallholder markets with agricultural technologies through case studies, educational programs, and direct technical assistance to partners.

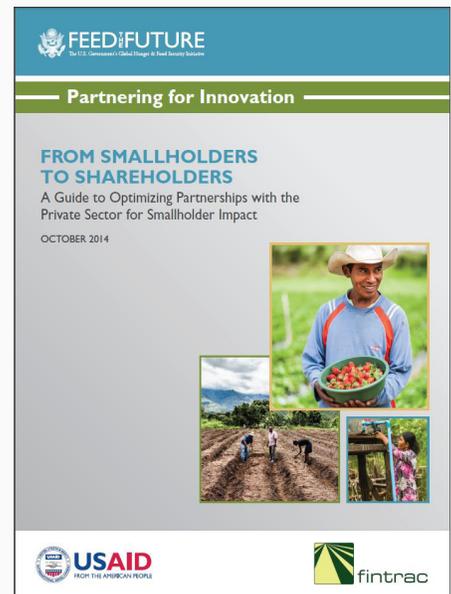
FROM SMALLHOLDERS TO SHAREHOLDERS

Partnering for Innovation kicked off the third year of the program with the launch 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 developing markets. It helps readers to evaluate risk, reward, and effectiveness in order to choose the best model for their environment.

From Smallholders to Shareholders was officially launched at the Borlaug Dialogue and World Food Prize in Des Moines, Iowa on October 15, 2014. USAID also featured the guide at its October 22, 2014 Ag Sector Council Seminar, which included more than 80 participants from around the world through the accompanying webinar.

FTF-P4I disseminated the guide in print and digitally. In addition to distributing 500 print copies, almost 2,000 people have viewed and downloaded the guide via the Partnering for Innovation website, the AgTechXChange, Agrilinks, Microlinks, and Facebook.

Finally, four new case studies featuring completed partnerships were added to the guide. They include CTI's pearl millet thresher (Senegal), PortaScience's UdderCheck mastitis test kit (Rwanda), Toro's smallholder drip kit (Zambia), and PICS's hermetic grain storage bags (Kenya). These are available on the [AgTechXChange](#).



ACCELERATION SERVICES

Partnering for Innovation continued to develop its business acceleration services to connect its most promising partners with investors, business advisors, and other funders who provide financing options and management assistance to sustain these companies post-partnership. To inform the development of these services, the team initially conducted a detailed needs assessment of 19 partners and sub-partners. These interviews identified partners' gaps in understanding of critical success factors that cut across geography, product type, and culture, including:

- Understanding the customer and the business opportunity
- Defining and communicating a value proposition for smallholder customers
- Providing assistance with financing to help smallholders to purchase a product
- Finding ways to lower the product's cost to increase smallholder customer uptake
- Identifying which markets to enter and how
- Adapting existing products to fit smallholder needs

Using the findings from this assessment, program staff designed an interactive curriculum for the AgAccelerator Lab, a three-day workshop that combined practical hands-on skill building, creative problem solving, and idea generation. Held in Lake Naivasha, Kenya, the workshop brought together 28 companies from 10 countries and a cadre of expert faculty and advisors to share agribusiness expertise and experience, analyze market and customer characteristics, improve product affordability, and expand access to investors and partners. FTF-P4I jointly planned and implemented the workshop with the Kenya Feed the Future Innovation Engine (KFIE) and included six of its grantees. KFIE chief of party Milton Lore was a key faculty member. Representatives from Open Capital Advisors and the Initiative for Smallholder Finance, both programs supported by USAID, were also faculty members.

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The AgAccelerator Lab was an eye opener. Learning to pitch was one of the main highlights. However, something greater came out of this workshop. We look forward to not only making an impact with our technologies but also ensuring the smallholder farmer gets the best out of this association of powerful individuals!

Louise Labuschagne, Joint Managing Director,
The Real IPM Company

As a result of this event, participants identified more than 30 potential new business partnerships, which was one of the most valuable outcomes. These included opportunities to establish regional distribution channels for seed producers, new markets for local input distributors, and a business incubator for women entrepreneurs in Kenya. In addition, each participant created follow up work plans, and, as a result, Partnering for Innovation will provide eight private sector partners with targeted, customized expertise from local consultants, technical experts, and business mentors on how to address the specific obstacles they face in scaling up their businesses. FTF-P4I prioritized these eight companies based on business need and potential impact of the acceleration support. The program will deploy consultants with expertise working with companies targeting smallholder farmers as members of Fintrac’s Food Analytics practice to assist these companies.

COMPONENT FOUR: KNOWLEDGE EXCHANGE

Partnering for Innovation's knowledge exchange channels are a resource for learning, analysis, dialogue, and interaction on commercializing agricultural technologies for smallholder farmers. Partnering for Innovation actively participates in industry events to exchange information and knowledge as well as to promote its partners. It launched the Tech Talk series of webinars and online discussions, this year, featuring Partnering for Innovation partners and business experts. It also actively collaborates with other USAID programs as a way to exchange information and best practices for technology commercialization, communities of practice, and public private partnerships.

AGTECHXCHANGE

Partnering for Innovation formally launched its online community, the [AgTechXChange](#), in October 2014. Three-quarters of its more than 1,200 users are from the private sector and work predominantly in sub-Saharan Africa, Southeast Asia, and Central America. More than 30,500 people have viewed content on the AgTechXChange, and programs such as the privately-funded Pears Challenge and multi-donor-funded Securing Water for Food are actively using the platform to promote their grant programs.

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For me, the AgTechXChange is working. If you want an answer, you'll get it. It helps to know what is working elsewhere.

Stephanie Angomwile, CEO, Stewards Globe Ltd

EXTERNAL EVENTS

- The Ag Innovation Showcase, September 2015: FTF-P4I with Securing Water for Food and Powering Agriculture, as well as Omnivore Partners, an India-based venture capital fund, jointly planned and implemented a first of its kind pitch session focusing on technologies targeting smallholder farmers at this gathering of agritech investors and national and multinational innovators and agritech companies. Through a competition at the AgAccelerator Lab, FTF-P4I selected MKA Hatchery and Surehatch to pitch their business concepts to 80 investors and advisors.
- The World Food Prize & Borlaug Dialogue, October 2015: FTF-P4I sponsored a side event to launch From Smallholders to Shareholders and featured CTI and Toro with a guest presentation from Syngenta Nigeria.
- Ag Sector Council: Agrilinks and Microlinks co-sponsored a seminar and webcast that also featured From Smallholders to Shareholders with Louisa Parker, director of external relations at AGCO, who introduced the Bags2Bulk program.
- In addition, FTF-P4I attended other major industry events such as the Sankalp Forum in Kenya (February) and the World Agritech Investment Forum in San Francisco (March) and presented at the Association for International Agriculture and Rural Development annual conference in Washington, DC in May. Outcomes from these events included making program connections with investors, donors, and potential private sector and NGO partners.

TECH TALKS

- Building on the Ag Sector Council seminar, FTF-P4I also featured Louisa Parker from AGCO discussing the company's Africa strategy and the Bags2Bulk program in more detail (December).
- FTF-P4I filmed a conversation with Naty Barak of Netafim, which has been viewed with an accompanying blog more than 200 times (March).
- For its spring Tech Talk, FTF-P4I featured Alexandra Spielloch, executive director of CTI, talking about the benefits of investing in mechanized farm tools specifically designed for women (April).
- As a follow-up from the AgAccelerator Lab, FTF-P4I held its fall webinar with David Loew of Open Capital Advisors based in Nairobi, Kenya. Loew expanded his presentation on the keys to seeking investor funding (September).

ARTICLES AND MEDIA COVERAGE

- The program published nine blogs and 10 videos featuring FTF-P4I partners and their business models. These have been viewed almost 2,500 times.
- Feed the Future published articles about Farmforce, StrigAway, CTI, and Toro. In addition, 15 international newspapers and other publications featured FTF-P4I partners.
- The program's social media continues to grow, with a 47 percent increase in Twitter followers to 886, a 174 percent increase in Facebook page likes to 766, and steady growth in LinkedIn members to 800.
- More than a quarter of 3,000 recipients open the program's e-newsletter each month, featuring updates on FTF-P4I partners and their technologies. This is three times higher than the industry average.
- FTF-P4I social media posts about the Ag Innovation Showcase were particularly popular. One tweet about Surehatch yielded 1,718 impressions. Blogs about Surehatch and MKA Hatchery reached more than 500 people.

COLLABORATION

- Partnering for Innovation has been working with the USAID Global Development Lab to cross-post content from the AgTechXChange to the Global Innovation Exchange.
- The program initiated the formation of a collaborative group of USAID programs that includes Securing Water for Food, Powering Agriculture, and Development Innovation Ventures. The group meets quarterly and jointly sponsored a session at the Ag Innovation Showcase.
- FTF-P4I presented at the annual meeting of the USAID Innovation Labs and is working to continue to bridge gaps between technologies developed in universities and the business sector.

PROGRAM IMPACT

FTF-P4I reports the impact numbers cumulatively as well as by year. Revised numbers will be submitted for USAID approval and resubmitted FTF-P4I M&E plan by December 2015. Please note that FTF-P4I will be preparing an addendum to this annual report with Mission-specific data.

Required FTF Indicator 4.5.2-12								
Number of public-private partnerships formed as a result of FTF assistance								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization *	Component 1	6	13	16	21	21	21	5
2. Partnership Development **	Component 2	-	-	12	30	30	30	18
Mozambique	Component 2 (by mission)	-	-	4	4	4	4	0
Malawi		-	-	3	3	3	3	0
Guatemala		-	-	1	1	1	1	0
Ukraine		-	-	4	4	4	4	0
TBD		-	-	-	18	18	18	18

* Decrease of LOP target from 22 to 21 technology commercialization partnerships due to four rounds of expected funding

** Increase of LOP target from 20 to 30 mission partnerships due to ten rounds of expected mission funding

Required FTF 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 #	Leverage definition	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization *	Reported by Partner	-	772	1,423	4,857	7,897	7,897	6,474
	Reported in FTMS **	-	584	967	5,299	5,393	5,393	4,426
2. Partnership Development	Reported by Partner	-	-	9,199	20,557	33,955	33,955	24,756
	Reported in FTMS **	-	-	7,746	15,081	24,539	24,539	16,793
Mozambique	Component 2 (by mission)	-	-	8,850	15,153	18,547	18,547	9,697
Malawi		-	-	350	2,211	3,212	3,212	2,862
Guatemala		-	-	-	1,500	2,142	2,142	2,142
Ukraine		-	-	-	7,038	10,054	10,054	10,054
TBD		-	-	-	-	-	-	-

* Decrease of LOP target from \$8,482 to \$7,897 from technology commercialization partnerships due to four rounds of expected funding

** Leverage amounts reported in FTMS do not include administrative staff time, non-technical materials, or overhead costs per USAID guidelines

Required FTF Indicator 4.5.2-2								
Number of hectares under improved technologies or management practices as a result of USG assistance								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization	Component 1	30	287	9,336	25,859	45,749	45,749	36,413
2. Partnership Development	Component 2	-	-	-	72,400	144,533	144,553	144,553

Required FTF Indicator 4.5.2-5								
Number of farmers and others who have applied new technologies or management practices as a result of USG assistance.								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization*	Component 1	7,485	35,023	162,448	222,655	242,745	242,745	80,297
2. Partnership Development	Component 2	-	-	-	67,014	107,255	107,255	107,255

* Increase LOP target from 135,136 to 242,745 to better reflect farmer beneficiaries to date

Required FTF Indicator 4.5.2-39								
Number of technologies or management practices made available for transfer as a result of USG assistance.*								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization**	Component 1	2	17	24	32	32	32	8
2. Partnership Development	Component 2	-	-	-	34	58	58	58
Mozambique	Component 2 (by Mission)	-	-	-	11	20	20	20
Malawi		-	-	-	9	9	9	9
Guatemala		-	-	-	3	10	3	3
Ukraine		-	-	-	11	11	11	11
TBD		-	-	-	-	8	8	8

* For a complete list of technologies/management practices, see Annex IV.

** Decrease of LOP target from 38 to 32 available technologies or management practices due to four rounds of expected funding

Required Custom Indicator								
Number of technologies commercialized in FTF countries (counted as number of agreements signed with program partners)								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization*	Component 1	6	13	16	21	21	21	5

2. Partnership Development **	Component 2	-	-	12	30	30	30	18
Mozambique	Component 2 (by mission)	-	-	4	8	8	8	4
Malawi		-	-	3	3	3	3	0
Guatemala		-	-	1	5	5	5	4
Ukraine		-	-	4	4	4	4	0
TBD		-	-	-	10	10	10	10

* Decrease of LOP target from 22 to 21 technology commercialization partnerships due to four rounds of expected funding

** Increase of LOP target from 20 to 30 mission partnerships due to ten rounds of expected mission funding

Required Custom Indicator								
Number of program-funded technologies with initial sales (counted as number of program partners with initial sales)								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
1. Technology Commercialization	Component 1	2	8	14	20	20	20	6
2. Partnership Development	Component 2	-	-	-	16	30	30	30
Mozambique	Component 2 (by mission)	-	-	-	4	8	8	8
Malawi		-	-	-	3	3	3	3
Guatemala		-	-	-	1	5	5	5
Ukraine		-	-	-	4	4	4	4
TBD		-	-	-	4	10	10	10

Required Custom Indicator								
Number of Investment Design/Models Identified								
Component #	Partnerships Reporting	FY 2013 Achieved	FY 2014 Achieved	FY 2015 Achieved	FY 2016 Target	FY 2017 Target	LOP Target	Remaining
3. Investment Models/Case Studies *	Project-Level	-	11	15	19	23	23	8

* Increase of LOP target from 20 to 23 case studies to reflect at least 4 case studies on closing partners per year

CHALLENGES AND SOLUTIONS

As Partnering for Innovation reached its third year, challenges have shifted to managing the largest and most complex cohort of partners yet. Partner challenges generally fall into two categories: (1) extreme weather conditions or (2) internal management limitations. In addition, the program is reviewing its monitoring and evaluation protocols as a result of its mid-term evaluation, conducted by external evaluators.

AATF is a complex partnership involving seven seed companies that produce and market improved striga-resistant maize varieties. Unfortunately, seed production under this partnership is below target due to drought and disease in production areas, as well as management challenges with some of the smaller seed companies. FTF-P4I modified AATF's agreement to allow for more flexibility in meeting the cumulative targets by the end of the award, and also provided external management support and expertise via a local consultant with extensive seed production and marketing experience in the region.

MEA Fertilizers is installing a new seed mixing line, which will make its production of BIOFIX more efficient. A delay in obtaining packaging equipment from the initial supplier required finding a new supplier. Since this equipment was vital to the project's success, FTF-P4I required MEA to find a new supplier and also amended the due date for the delivery of the equipment.

“Partnering for Innovation supported MKA and Moana with not only funding but also with technical help at a time when progress was hard, and failure was possible.”

Main Uddin Ahmad, Owner, MKA Hatchery

Netafim's partnership to sell drip irrigation packages to smallholder farmers with commercial bank loan financing is still in flux as banks are reluctant to take on these high-risk loans. However, Amiran, the local distributor and sub-partner, has developed a buy-back guarantee resulting in four banks—including KCB, the largest commercial bank in the country—to agree to these terms. Because of this development, FTF-P4I helped Netafim to secure a local finance consultant and has extended the partnership by six months.

Moana Technologies' partner, MKA Hatchery, required additional technical assistance and staff capacity building for its biocontrol laboratory to upgrade the technical, hygiene, and management processes for disease-free shrimp production. A program in Bangladesh was supposed to provide this assistance but funding and timing were not optimal. Therefore, FTF-P4I provided additional funding for technical expertise to deploy a team of hatchery experts to deliver the training. As a result, MKA now has the capacity to hatch healthy disease-free black tiger shrimp, and broodstock spawning rates have exceeded the production levels compared to the previous hatching season.

PortaScience did not meet its final sales goals as a result of a number of challenges commercializing UdderCheck in Rwanda, resulting from transporting the product over difficult terrain, finding and managing relationships with distributors, and providing sufficient training and education required to change farmer behavior.

Extreme weather conditions for two seed-related partnerships, iDE and NCBA/CLUSA, required agreement modifications. As a result of droughts and floods, sub-partners in Mozambique were not able to produce enough certified seed to meet year one targets, and farmers are less able to purchase the improved seeds that are available because of declining incomes. Although NCBA/CLUSA purchased some drip irrigation kits for seed multipliers, these were not sufficient to cover the land area affected by the droughts. iDE and its partner, Lusosem, import certified seeds, but are facing challenges as a result of the Mozambican currency devaluation. To help the seed companies meet overall production targets, FTF-P4I is coordinating with the seed companies to provide growing and marketing expertise to ensure that they meet their targets. The program also changed the milestones for Oruwera, Phoenix Seeds, and Lusosem to allow them to receive partial payment for the production and sales they have made in the first year. The remaining production and sales targets have been moved to year two. No changes have been made to the overall partnership targets for seed and input production and sales.

FTF-P4I and USAID/Ukraine awarded two partnerships that required the Mission to submit a PD 15 analysis to comply with the Bumpers Amendment. This delayed the negotiations of the Bayer agreement by two months, and required FTF-P4I to invest time and money in conducting the analysis.

During program design, FTF-P4I's monitoring and evaluation system was purposefully planned to collect high-level award information based on partner sales data; this not only allowed for a lean program implementation team, but also met private sector needs for tracking and reporting systems that matched the data they were already collecting for business purposes. However, the disadvantage of this system is that farmer-level data must be inferred from sales data, and detailed impact information is difficult to verify. As a result of the program's mid-term evaluation, FTF-P4I is exploring ways to collect more in-depth information given its program structure and budget, and is working with its home office support staff to develop a system using data verification surveys, farmer-level studies, and other tracking tools to improve the precision of its reported impact.

Annexes

ANNEX I: YEAR 3 WORK PLAN

NO.	DESCRIPTION	TARGET	TO DATE	BALANCE	DELIVERABLE
1	Technology Commercialization				
1.1	Round 3 Partnership Negotiations and Award				
1.1.1	Conduct due diligence via site assessments	4	4	0	4 Round 3 due diligence site assessments conducted for Flow Equity, Zamorano, Chemexec, and Universidad del Valle
1.1.2	Negotiate milestones and award partnerships	4	2	2	2 Round 3 milestones negotiated and partnerships awarded for Flow Equity and Zamorano; Chemexec and Universidad del Valle were disqualified during due diligence
1.2	Round 4 Partnership Solicitation				
1.2.1	Release EOI for Round 4 partner funding	1	1	0	1 Round 4 EOI released on March 5, 2015
1.2.2	Convene IRC meeting for Round 4 partner funding	1	1	0	1 Round 4 IRC meeting convened on April 23-24, 2015
1.2.3	Release RFA for Round 4 partner funding	1	1	0	1 Round 4 RFA released on May 1, 2015
1.2.4	Convene CRC for Round 4 partner funding	1	1	0	1 Round 4 CRC meeting convened on June 5-6, 2015
1.2.5	Conduct due diligence via site assessments	0	4	-4	4 Round 4 due diligence site assessments conducted for Agro-Input Suppliers, Grameen Foundation, Store It Cold, The Metal
1.3	Ongoing Partnership Management				
1.3.1	Provide ongoing technical assistance and capacity building support to partners	12	12	0	12 monthly check-ins per partner, incl. status report, progress updates, success stories
1.3.2	SMOG 01-02 Driptech	1,000	1,229	-229	1,229 Instates sold (plus 550 kits sold in post-award sales)
1.3.3	SMOG 01-03 PortaScience *	25,000	6,203	18,797	US \$6,203 of Udder check sold; under target due to delay in government implementation of milk quality regulations to drive sales
1.3.4	SMOG 01-05 Netafim *	10	0.41	9.59	US \$0.41M of smallholder drip irrigation kits sold; under target due to issues with Netafim's financing sub partner

1.3.5	SMOG 01-07 iDE	100	200	-100	200 drip irrigation kits have been sold to end users (plus 308 additional kits sold to MRI/Syngenta for distribution)
1.3.6	SMOG 01-08 AATF *	955	225	730	225 MT of IR maize sold in Kenya, Tanzania, and Uganda benefitting 56,000 smallholder farmers; under target due to drought, disease, and multiplication challenges
1.3.7	SMOG 02-01 Moana *	50	30.82	19.18	30.82M post larvae, in millions, produced and sold to farmers; under target due to capacity building issues at MKA Hatchery
1.3.8	SMOG 02-02 AGCO **	20	0	20	No grain storage silos have been sold due to local currency devaluation forcing an increase in price and management challenges with the local distributor
1.3.9	SMOG 02-03 Mercy Corps	7	5	2	5 signed contracts for Farmforce; under target due to political instability causing delays in signing the final two companies
1.3.10	SMOG 02-04 Surehatch	250	250	0	250 incubators sold to smallholder farmers in Kenya
1.3.11	SMOG 02-06 MEA *	1	0	1	Factory scale-up incomplete; under target due to shipping and customs delays on critical machinery for factory scale-up
1.3.12	SMOG-03-01 Flow Equity	31,134	31,134	0	31,134 improved parent stock day old chicks purchased and delivered for chicken breeding program
1.3.13	SMOG-03-02 Zamorano	1	1	0	1 workplan for scaling up production, distribution, and sales of beneficial nematodes
1.4	Ongoing M&E on Impact				
1.4.1	Submit semiannual reports on progress against program indicators	2	2	0	2 semiannual reports on program impact submitted on October 31, 2014 and April 29, 2015
1.4.2	Conduct periodic field visits for information verification and reporting	1	15	-14	30 field visits to AATF (Kenya, Tanzania, Uganda), iDE, MEA, Mercy Corps, Moana, Netafim, PICS Kenya, Popoyán, Surehatch, Zamorano
1.5	Partner Support Services				
1.5.1	Develop a guide of after-care services, tools, and resources to be provided to partners during and post-award	7	22	-15	22 partners and sub partners received business acceleration tools and support as part of FTF-P4I's AgLab event in June 2015
1.5.2	Provide after-care services to partners during and post-award to facilitate impact after investment	7	6	1	6 partners (CTI, Netafim, AATF, AGCO, Moana, and Surehatch) receiving business and technical support during and post-award
1.6	Private Sector Capacity Building for USAID Missions				
1.6.1	Facilitate USAID Mission buy-in to existing commercialization partnership	2	1	1	Mercy Corps/FarmForce (Guatemala) is negotiating mission buy-in funds to scale up activities; CTI (Senegal) is initiating discussion for mission buy-in funds

2	Mission Partnerships				
2.1	Current Partner Mission Management				
2.1.1	Provide ongoing technical assistance and capacity building support to current partner missions	6	12	-6	2 scoping trips (Ukraine, Nigeria), 2 bidder's conferences (Guatemala, Ukraine), 4 public consultations (Guatemala), and 4 TECs (Malawi, Guatemala, Ukraine, Benin)
2.1.2	Provide ongoing management of current partners through partner missions	10	12	-2	4 USAID/Mozambique partners; 3 USAID/Malawi partners; 1 USAID/Guatemala partner; 4 USAID/Ukraine partners achieving scheduled milestones listed in individual work plans
2.2	Ongoing Partnership Management				
2.2.1	SMOG-MOZ-01-01 BOM	9	9	0	9 agricultural loan officers selected, hired, and trained for disbursement of 5,000 loans to smallholder farmers
2.2.2	SMOG-MOZ-01-02 iDE *	40	40	0	40 agro dealers mapped and profiled in targeted districts for improved access to inputs for 10,000 smallholder farmers
2.2.3	SMOG-MOZ-01-03 NCBA CLUSA *	10	10	0	10 outgrower and seed farm staff trained in seed multiplication for sale of 670 MT of improved seed to 4,000 smallholder farmers
2.2.4	SMOG-MOZ-01-04 EMCL	1	1	0	1 workplan for the construction and development of 23 retail hubs that increase access to inputs for 22,900 farmers
2.2.5	SMOG-MAL-01-01 OIBM	8	8	0	8 staff (agricultural loan and training officers) hired and trained for developing financial services for 10,000 smallholder farmers
2.2.6	SMOG-MAL-01-02 Universal Industries	3	3	0	3 new OFSP products developed and piloted that will source from an outgrower network of 8,000 smallholder farmers
2.2.7	SMOG-MAL-01-03 RAB Processors	1	1	0	1 workplan for the construction and development of 3 warehouses providing storage and purchasing to 3,000 smallholder farmers
2.2.8	SMOG-GUAT-01-01 Popayan	1	1	0	1 workplan for the development, distribution, and sales of biological control products to smallholder farmers
2.2.9	SMOG-UKR-01-01 ICF	1	1	0	1 workplan for training, markets, and support services to 1,000 smallholder dairy farmers
2.2.10	SMOG-UKR-01-02 Agrobonus	1	1	0	1 workplan for the development of a national soil testing service that will test and map 1,435 smallholder farms
2.2.11	SMOG-UKR-01-03 Bayer	TBD	0	0	Award currently pending negotiation (signed October 2015)

2.2.12	SMOG-UKR-01-04 Agrico	1	1	0	1 workplan for the development, distribution, and sales of improved 1,250 MT potato seed to 450 smallholder farmers
2.3	Ongoing M&E on Impact				
2.3.1	Submit semiannual reports on progress against program indicators	2	2	0	2 semiannual reports on program impact submitted on October 31, 2014 and April 29, 2015
2.3.2	Conduct periodic field visits for information verification and reporting	1	4	-3	4 field visits to iDE (Zambia) and Opportunity International, Universal Industries, and RAB Processors (Malawi)
2.4	New Mission Partnership Outreach				
2.4.1	Develop a proactive mission outreach plan for new mission partnerships according to USAID FTF priorities	4	4	0	4 new Missions (Guatemala, Ukraine, Benin, Nigeria) identified for USAID/BFS initial contact
2.4.2	With USAID, identify new USAID Mission partnership opportunities and buy-in capabilities	2	4	-2	4 initial Mission visits (Guatemala, Ukraine, Benin, and Nigeria) completed
3	Investment Models and Tools				
3.1	FTF-P4I Models Guide Launch				
3.1.1	Launch the FTF-P4I models guide via high-profile external events	4	4	0	4 events and webinars launching FTF-P4I models guide, incl. WFP, Ag Sector Council webinar, Sankalp Africa Forum, and FTF-P4I Tech Talk
3.2	FTF-P4I Models Updates				
3.2.1	Update the partnership guide and incorporate additional models from program case studies	4	4	0	4 new partner case studies added to the guide (CTI, PortaScience, Purdue Kenya, and Toro)
3.3	Acceleration Services				
3.3.1	Provide support to link selected non-partner companies with information, resources, and investment opportunities.	10	10	0	6 non-partners received support through participation in FTF-P4I's AgLab event in June 2015; additional non-partners connected on the AgTechXChange and through staff introductions
4	Knowledge Exchange				
4.1	Information Exchange Outlets and Resources				
4.1.1	Build FTF-P4I's reputation and visibility with new audiences in both the donor community and private sector				Ongoing development of outreach and PR materials for partner, mission, and non-partner audiences
4.1.2	Build external content and participation on the AgTechXChange	700	1,204	-504	1,204 total AgTechXChange members
4.1.3	Develop new approaches for facilitating connections and knowledge transfer through the AgTechXChange	250	510	-260	510 total private sector users on the AgTechXChange
4.2	Partner Information Exchange				

4.2.1	Host AgAccelerator Lab to catalyze innovation around specific technologies	1	1	0	1 AgAccelerator Lab hosted for 28 participants in Lake Naivasha, Kenya on June 7-10, 2015
4.2.2	Participate in targeted outreach activities and events to engage the private sector and increase program visibility	2	3	-1	3 outreach events with staff participation (World Food Prize, World Agri-Tech Investment Summit, AgInnovation Showcase)
5	Program Reporting				
5.1	Progress Reporting				
5.1.1	Submit monthly updates	12	12	0	12 monthly updates submitted to USAID
5.1.2	Submit bi-monthly technical articles and spotlights for possible submission in USAID publications	6	5	1	5 technical articles submitted to USAID; also 9 technical articles posted on AgTechXChange and 15 journals featured partner technologies
5.1.3	Submit progress reports semiannually	2	2	0	2 semiannual reports on program impact submitted on October 31, 2014 and April 29, 2015
5.1.4	Submit quarterly financial reports	4	4	0	4 quarterly financial reports submitted to USAID on January 29, April 15, July 13, and October 1, 2015
5.2	Mission Reporting				
5.2.1	Submit progress reports to Missions	4	0	4	M&E reports, milestone updates, and grantee progress reports are submitted to missions as requested; all milestones are provided to missions for feedback before payment
5.2.2	Conduct monthly phone calls with Missions	12	0	12	Monthly calls are not conducted directly with missions, but mission staff have been invited to participate in 43 calls with partners from Mozambique, Malawi, and Guatemala
5.2.3	Submit semiannual M&E reports	2	0	2	M&E reports, milestone updates, and grantee progress reports are submitted to missions as requested; all milestones are provided to missions for feedback before payment

* For more information on how FTF-P4I is helping partners address issues in meeting milestones, please see the Challenges and Solutions section of this report.

** AGCO faces challenges due to increasing product costs as a result of rapid devaluation of Zambian currency; FTF-P4I is working with the partner to address these issues, and expected to have a solution in place by November 2015.

ANNEX II: OVERVIEW OF PARTNERSHIPS

Partner	Sub-Partners	Technology	Expected Outcome	Location	Start Date	End Date	P4I Amount	Partner Amount	Total Grant Amount
Technology Commercialization									
Ongoing Awards									
AGCO	GSI Africa, Yabema Grain, Musika	Metal grain storage system for smallholders	40 metal grain silos sold, benefitting 12,000 farmers	Zambia	05/07/14	11/30/15	\$399,467	\$658,362	\$1,057,829
AATF	CIMMYT, BASF, 6 Local Seed Companies	Strigaway, a striga-resistant maize variety	955 MT of StrigAway sold to 20,000 farmers in Kenya, Tanzania, Uganda	Kenya, Uganda, Tanzania	01/16/14	01/15/16	\$3,287,405	\$976,284	\$4,263,689
Flow Equity	Mekelle Farms	Improved breed day-old chicks and feed	2.2M day-old chicks and 2,600 MT feed sold to 400,000 farmers	Ethiopia	03/16/15	06/15/16	\$396,518	\$4,121,349	\$4,517,867
MEA	University of Nairobi, WeRate	Biofix, a rhizobial inoculants for legumes	\$40,000 in sales of Biofix packets to 51,000 farmers	Kenya	10/15/14	05/30/17	\$432,131	\$119,908	\$552,039
Mercy Corps	Syngenta Foundation for Sustainable Agriculture, ADISAGUA (Fair Fruit)	Farmforce, a traceability management software	6 subscriptions sold, opening export markets for 4,000 farmers	Guatemala	07/07/14	09/06/15	\$388,099	\$70,698	\$458,797
Moana	Bangladesh Shrimp and Fish Foundation, MKA Hatchery	Pathogen-free shrimp variety	50M pathogen-free shrimp sold to 1,000 farmers	Bangladesh	03/03/14	03/02/16	\$398,286	\$171,070	\$569,356
Netafim	Amiran Kenya, Connexus	1- and 1/2-acre smallholder drip irrigation kits	\$10M in sales of drip irrigation, seeds, fertilizer to 4,600 farmers	Kenya	09/09/13	03/09/16	\$993,940	\$952,048	\$1,945,988
Zamorano	None	Beneficial nematodes for pest control	9,000 biological doses sold to up to 6,000 farmers	Honduras	04/27/15	01/26/17	\$393,932	\$258,266	\$652,198

Partner	Sub-Partners	Technology	Expected Outcome	Location	Start Date	End Date	P4I Amount	Partner Amount	Total Grant Amount
Completed Awards									
CTI	None	Suite of pearl millet processing tools	86 threshers and 102 grinders sold for total sales of \$64,791 (\$42,029 in post-award sales)	Senegal	07/29/13	07/28/14	\$387,911	\$20,196	\$408,107
Driptech, inc.	None	1- and ½-acre smallholder drip irrigation kits	\$410,219 in sales, including 1,779 Instakits sold to 100 distributors for local and export sales	India	07/05/13	11/04/14	\$400,000	\$327,350	\$727,350
iDE	Toro Irrigation	500 m ² smallholder drip irrigation kits	508 kits have been sold to MRI/Syngenta, of which 200 have been sold on to product end users	Zambia	09/19/13	02/28/15	\$178,061	\$72,878	\$250,939
PortaScience	ABS-TCM	Dipstick for detecting mastitis in dairy cows	\$6,203 in sales of animal hygiene products, including 4,479 units of UdderCheck distributed	Rwanda	08/22/13	08/21/14	\$399,371	\$28,290	\$427,661
Purdue Rwanda	EcoPlastics	Hermetic grain storage bags	105,481 bags sold (including 81,360 post award), benefitting 52,000 farmers	Rwanda	03/27/13	03/26/14	\$149,500	\$ -	\$149,500
Purdue Kenya	Bell Industries	Hermetic grain storage bags	186,337 bags sold (including 126,160 sold post award), benefitting 46,000 farmers	Kenya	09/27/13	09/26/14	\$386,201	\$34,464	\$420,665
Surehatch	None	Small-scale egg incubators	250 incubators sold, and more than 400 farmers attended demonstrations and trainings	Kenya	07/28/14	07/27/15	\$260,289	\$86,485	\$346,774
Mission Partnerships									
Ongoing Awards: Mozambique									
Opportunity Int'l	Banco Oportunidade de Moçambique	Access to financial services	8,000 farmers receiving loans and other financial services	Mozambique	11/18/14	07/31/17	\$1,754,072	\$1,959,642	\$3,713,714
iDE	Lusosem, HUB	Provision of inputs via private sector-led distribution models	10,000 farmers with access to inputs, technical assistance, and markets	Mozambique	11/18/14	07/31/17	\$1,098,149	\$1,131,013	\$2,229,162
CLUSA	Oruwera, Phoenix Seeds	Provision of inputs and services through private sector-led models	10,000 farmers with access to inputs and value added services	Mozambique	11/24/14	07/31/17	\$1,705,067	\$1,813,269	\$3,518,336
EMCL	Agro Tractors Limited, TechnoBrain Limited	Access to end markets, improved inputs, and warehouse facilities	23,000 farmers with access to inputs, markets, and storage	Mozambique	01/15/15	07/31/17	\$6,458,484	\$13,643,422	\$20,101,906

Partner	Sub-Partners	Technology	Expected Outcome	Location	Start Date	End Date	P4I Amount	Partner Amount	Total Grant Amount
Ongoing Awards: Malawi									
Opportunity Int'l Bank Malawi	Opportunity International, CRS	Access to financial services	13,000 farmers receiving loans and other financial services	Malawi	01/15/15	07/31/17	\$1,245,351	\$1,322,914	\$2,568,265
Universal Industries	International Potato Center	Commercialization of OFSP products	500 MT OFSP sourced from 8,000 farmers for 4 new OFSP products	Malawi	02/20/15	07/31/17	\$1,072,496	\$1,156,862	\$2,229,358
Rab Processors	Agriculture Commodity Exchange	Warehouse facilities and receipts	9,000 farmers with access to warehouse storage facilities	Malawi	02/01/15	07/31/17	\$732,952	\$732,953	\$1,465,905
Ongoing Awards: Guatemala									
Popoyán	MIC, Univ. del Valle	IPM with biological control products	\$130,000 in sales of biological controls to 3,000 farmers	Guatemala	06/01/15	07/31/17	\$2,107,384	\$2,142,301	\$4,249,685
Ongoing Awards: Ukraine									
ICF	Danone Ukraine, Danone Ecosystem Fund, DAAS, Hospodar Coop. Union	Technical assistance for the dairy value chain	20% increase in income for 1,170 dairy farmers receiving services	Ukraine	07/01/15	07/31/17	\$1,369,745	\$1,923,582	\$3,293,327
Agrobonus	None	Soil testing and analysis services	30% increase in income for 1,435 farmers receiving services	Ukraine	07/01/15	07/31/17	\$1,006,843	\$1,216,353	\$2,223,196
Bayer	IFC	Business, marketing, and crop management training	20,000 farmers trained, resulting in 8% increased inputs sales for partner	Ukraine	07/15/15	07/31/17	\$1,046,757	\$5,363,032	\$6,409,789
Agrico	None	Improved potato seed and storage	30% increase in income for 450 farmers receiving services, improved seed	Ukraine	07/15/15	07/31/17	\$672,068	\$1,551,473	\$2,223,541
Special Awards									
Completed Awards									
WorldFish	None	Individual fish ponds	Installation of 49 WishPonds benefitting 200 household members	Cambodia	08/01/13	01/31/14	\$10,000	\$ -	\$10,000
CRS	CTI	Ground nut processing technology suite	Completion of commercialization strategy and report	Zambia	08/09/13	02/09/14	\$10,000	\$ -	\$10,000
Buen Manejo del Campo	None	Small-scale biodigesters	176 farmers trained, 5 digesters sold, and 86 sales pending financing	Mexico	08/02/13	02/02/14	\$10,000	\$ -	\$10,000

ANNEX III: BUDGET AND EXPENDITURES

REDACTED

ANNEX IV: TECHNOLOGIES COMMERCIALIZED

Year		Country	# Technologies	Type of Technology
Y1	PI-SMOG-00-01	Purdue Rwanda	1	1 tech (bags)
Y1	PI-SMOG-01-02	Driptech, inc.	1	1 tech (drip)
Y2	PI-SMOG-01-03	PortaScience	3	2 techs (hygiene kit, udder check), 1 management (training)
Y2	PI-SMOG-01-04	CTI	4	4 techs (winnowing, grinder, thresher, stripper)
Y2	PI-SMOG-01-06	Purdue Kenya	2	1 tech (bags), 1 management (demos)
Y2	PI-SMOG-01-07	iDE	1	1 tech (storage)
Y2	PI-SMOG-01-08	AATF	3	1 tech (seed), 2 management (environmental training, demos)
Y2	PI-SMOG-02-03	Mercy Corps	2	1 tech (traceability), 1 management (training)
Y3	PI-SMOG-01-05	Netafim	3	1 tech (drip), 2 management (financing, technical assistance)
Y3	PI-SMOG-02-01	Moana	1	1 tech (shrimp)
Y3	PI-SMOG-02-04	Surehatch	1	1 tech (incubators)
Y3	PI-SMOG-03-01	Flow Equity	2	2 techs (chicks, feed)
Y4	PI-SMOG-02-05	MEA	2	1 tech (biofix), 1 management (farmer training)
Y4	PI-SMOG-03-02	Zamorano	1	1 tech (nematodes)
Y4	PI-SMOG-MOZ-01-01	Opportunity International	2	1 input, 1 financing
Y4	PI-SMOG-MOZ-01-02	iDE	2	1 input, 1 training
Y4	PI-SMOG-MOZ-01-03	CLUSA	3	1 input, 1 training, 1 equipment
Y4	PI-SMOG-MOZ-01-04	Export Marketing Company Limited (EMCL)	4	1 input, 1 storage, 1 end market, 1 equipment
Y4	PI-SMOG-MAL-01-01	Opportunity International Bank Malawi	3	1 input, 1 financing, 1 training
Y4	PI-SMOG-MAL-01-02	Universal Industries	3	1 input, 1 product/processing
Y4	PI-SMOG-MAL-01-03	Rab Processors	3	1 storage, 1 financing, 1 training
Y4	PI-SMOG-GUAT-01-01	Popoyan	3	1 input, 1 training, 1 equipment
Y4	PI-SMOG-UKR-01-01	ICF/Danone	5	1 input, 1 storage, 1 end market, 1 training, 1 equipment
Y4	PI-SMOG-UKR-01-02	Agrobonus	2	1 training, 1 equipment
Y4	PI-SMOG-UKR-01-03	Bayer	1	1 training
Y4	PI-SMOG-UKR-01-04	Agrico	3	1 input, 1 storage, 1 training
Total			65	

ANNEX V: 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
- PARTNERSHIP PORTFOLIO, ALSO AVAILABLE ON THE [AgTechXChange](#).

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