

# Cargill and TechnoServe

## Partnering to support rural development around the world

Cargill has been working with TechnoServe since 2000, providing \$6.6 million to build farmer capacity and improve the livelihoods of agricultural communities. In addition to funding, Cargill provides technical expertise to the programs, which have supported farmers and enterprises across Latin America, Africa and Asia.



### Our work together includes:

**Helping farmers** improve their agricultural practices and increase access to inputs and markets

**Developing management skills** among leaders of farmer cooperatives

**Providing technical and business expertise** to small and medium food processors and enterprises

### Building a strong partnership for farmers

In 2014, Cargill and TechnoServe in Nicaragua joined up to develop IMPULSOR (Spanish for “driver or booster”), a four-year initiative to provide improved inputs, technical assistance and market access to 440 farmers that produce around half of the country’s sorghum harvest. A cereal grain, sorghum is widely used in Central America as an alternative to maize; it responds better to drought and is used for feeding poultry and, in some cases, as an ingredient in tortillas and other staples. To date the

project has exceeded the targeted number of farmers participating in the training and average costs for the farmers have reduced by 10 percent, despite recent drought conditions and instability in the country. Cargill and TechnoServe are in discussions to determine the best way to sustain this impact.



## Improving livelihoods and empowering communities

Cargill and TechnoServe partner on a four-year program in India's southwestern state of Karnataka, where Cargill recently opened a state-of-the-art corn milling facility. The program, which commenced in 2015, expects to support agricultural development for 5,000 farming households, build economic empowerment opportunities for women, engage young people in the Cargill Agri-Fellow Program and support community development through interventions in schools and Anganwadis in the program.

The program has:

**Trained 4,914 farmers** on agronomic and business aspects of farming, so they can grow more high-quality crops, reduce crop damage from pests and disease, reduce expenditure in farming and increase their incomes.

**Provided training in nutrition**, financial literacy and entrepreneurship directly to women's groups in the area. Over 2,500 women have been registered into this program and 389 kitchen gardens have been established.

**Provided learning material**, installed reverse osmosis water filters and constructed toilets in 16 schools and 30 Anganwadis benefiting 3,649 children.

**Strengthened the water supply** network for 1,200 farming households in Bannikodu village, Karnataka, India, by installing a 1,000-meter water supply pipeline, ensuring a more reliable water supply to the community.

**Supported two groups of Cargill Agri-Fellows** to complete their classroom training and internship with TechnoServe, in collaboration with the state agricultural university, University of Agricultural Sciences, Dharwad.

**Resulted in 40 percent increase in farmer income to date.** Of the registered farmers, 10 percent introduced an additional crop in their farming portfolio.

## Building strong cocoa cooperative leaders

Farmer organizations make vital contributions to the prosperity of farmers and their communities; our objective is to improve the competitiveness and long-term sustainability of the farmer organizations involved in our programs. The Coop Academy, launched in Côte d'Ivoire in 2013 in partnership with the

International Finance Corporation, is an industry-first cooperative management program. Endorsed by the government, it combines 28 days of intensive classroom training with a year of personalized on-the-ground coaching. Its aim is to help farmers develop the financial and management knowledge and skills to enable them to improve the day-to-day running of their organizations and support the long-term success and growth of their cooperatives. The Coop Academy has been run in collaboration with TechnoServe as well as IDH – the Sustainable Trade Initiative. Since its launch, 320 leaders from 85 cooperatives have completed the program. The success of the Coop Academy has paved the way for other practical solutions such as Doni Doni, a credit facility in Côte d'Ivoire which allows cooperatives to lease collection trucks.

## Supporting business development for small and medium sized enterprises

Cargill supported TechnoServe's IDEA TU EMPRESA program in Venezuela from 2010-2012. A total of 105 entrepreneurs participated in the Business Plan Training, 93 graduated successfully from the program and 61 were chosen for further support. The program helped entrepreneurs through workshops to develop their business plans and grow their enterprises by adding product lines, reaching new markets, accessing financial resources and expanding with franchises or subsidiaries.

## Partners in Food Solutions

Cargill is a participating company of Partners in Food Solutions (PFS), which connects corporate volunteers with more than 900 small and growing food processors in Africa to share knowledge and expertise to improve their local food value chain. PFS is a consortium of companies – including General Mills, Bühler, DSM, The Hershey Company and Ardent Mills – and works closely with TechnoServe, USAID and Root Capital to improve the impact of the PFS model. TechnoServe business analysts and food technologists work directly in the field with food processors and help facilitate work with PFS volunteer experts. Together, we are helping small- and medium-sized food processors to produce high-quality, safe, nutritious and affordable food, generating jobs and impacting the livelihoods of one million smallholder farmers in Côte d'Ivoire, Ethiopia, Ghana, Kenya, Malawi, Nigeria, Tanzania and Zambia.

For more information, please visit [Cargill.com](http://Cargill.com) or [technoserve.org](http://technoserve.org)

