

## PRIVATE SECTOR ENGAGEMENT

Through Feed the Future, the U.S. Government's global hunger and food security initiative, we are engaging the private sector in a meaningful, comprehensive way to meet the global food security challenge of feeding the world's growing population and ending hunger for millions of people.

But the U.S. Government cannot achieve global food security alone. We need government, civil society and private sector partners to help create environments that lead to sustainable, resilient and food-secure local economies that no longer need development assistance. The business community's expertise and desire to expand into new markets is essential to making this happen.



An aggregator's warehouse in Tamale, Ghana.  
Credit: Alda Kauffeld

Feed the Future has established relationships with many U.S. and multinational companies such as Walmart, DuPont and Syngenta, and with Partners in Food Solutions (a nonprofit that partners with General Mills, Cargill, DSM, Bühler, and Hershey) as well as local and regional companies in all 19 Feed the Future focus countries. These relationships expand the initiative's reach into food-insecure regions and leverage millions of dollars in private capital for inclusive agricultural development and nutrition efforts.

Feed the Future also works with partners to empower agricultural entrepreneurs in developing countries with the tools, connections and skills they need to take their ideas and passion and turn them into thriving businesses that reduce poverty, hunger and malnutrition in rural areas.

### **Learn More About Working with Feed the Future**

What does a public-private partnership look like in practice and how do you get one started? Learn more about the process, the types of businesses we partner with, and where we work on Feed the Future's Private Sector Engagement Hub. Visit [www.feedthefuture.gov](http://www.feedthefuture.gov) for more.

### **Partnerships in Action**

Our private sector partners are thought leaders who bring market access, cutting-edge business practices, and innovative insights to the development table. These "win-win" partnerships will advance the impact of sustainable development and foster private sector-led growth in emerging markets. These collaborations are fundamental to reducing poverty, fighting hunger, and improving nutrition across the globe.

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Just a few examples of Feed the Future partnerships with the private sector are listed below.

### **Partnering for Innovation**

The Feed the Future Partnering for Innovation program helps the private sector scale and market agricultural technologies for smallholder farmers through investing in technology commercialization and knowledge exchange. The program also works with USAID Missions to develop and manage private partnerships that improve agricultural productivity and processing. Through its online community, the AgTechXChange, this program facilitates connections and knowledge sharing among entrepreneurs, investors and nonprofit organizations. The program is working in 14 countries with 76 global partners that are making new technologies and agricultural products commercially available to smallholder farmers.

### **DuPont**

Feed the Future and DuPont have a successful partnership in Ethiopia that aims to reach 100,000 farmers by 2018. Smallholder farmers benefiting from the partnership, which provides improved seed varieties along with training on modern agricultural practices, have already boosted their maize yields by an average of 50 percent above those of traditional varieties. The partnership additionally aims to achieve a 35 percent reduction in post-harvest loss, expand smallholders' access to finance and markets, and improve seed systems and extension services. Because its partnership in Ethiopia has been so successful to date, Feed the Future and DuPont are looking for opportunities to establish a similar partnership model in additional countries.

### **The Overseas Private Investment Corporation**

The Overseas Private Investment Corporation (OPIC), the U.S. Government's development finance institution, is a Feed the Future partner agency that mobilizes private sector investment to help address major global development challenges. OPIC has grown its agribusiness portfolio tenfold over the past decade and supports Feed the Future in advancing food security by working with the U.S. private sector to empower rural farmers and agribusinesses in developing countries to reduce hunger and poverty.

- In Senegal, OPIC provided a \$3 million loan to Aventura Investment Farmers to help it purchase more tractors, combine harvesters, and cold storage facilities for local farmers, who have been able to grow more food.
- In Haiti, Seaboard Corporation used OPIC's political risk insurance to rebuild a grain facility that was damaged in the 2010 earthquake. The new facility has helped to increase domestic food production.
- Across Africa, the OPIC-supported Silverlands Fund invests in livestock and produce farms, improving crop and livestock health along with overall output and earnings potential for smallholder farmers. In Zambia, for example, Silverlands' investment in a small cattle farm helped grow the farm's herd by more than 30 percent in just one year.