

TechnoServe: Business Solutions to Poverty

## TechnoServe Zambia:

Catalyzing Pro-Poor Economic Growth and Improved Nutrition through Agriculture, Food Processing and other Key Industries



**Despite Zambia's steady economic growth, inequality still continues to rise**, with 61% of the population living below the poverty line. Economic diversification is a top national priority, but the country continues to depend heavily on revenue from copper exports that do not largely benefit the nation's poor. The nation also suffers from high malnutrition rates, with poor health outcomes serving to exacerbate the financial struggles of poor households.

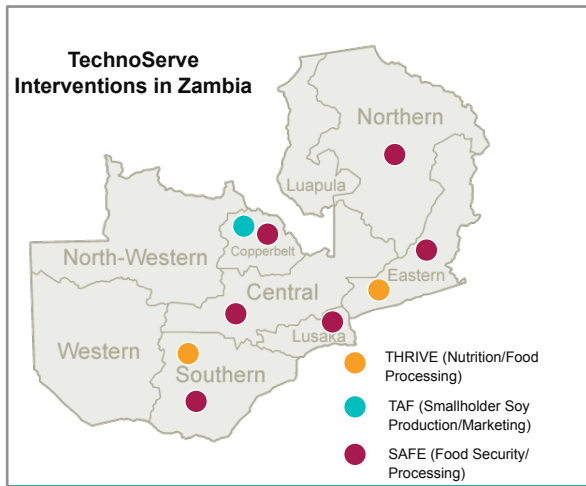
TechnoServe is supporting key businesses and industries across the agricultural supply chain to achieve inclusive economic growth, working for example to integrate more smallholder farmers into Zambia's growing soy and food processing industries. To date, TechnoServe has supported more than 9,000 smallholder farmers, 60 small businesses and three agribusiness companies in developing an inclusive soy industry and increasing productivity and efficiency along the soy value chain.

TechnoServe's work with food processors is working to address the nexus of nutrition, agriculture and livelihoods. A member of the nation's affordable nutrition forum, TechnoServe is helping to commercialize affordable processed products like high-energy protein supplements to help reduce malnutrition. TechnoServe is also working with Partners in Food Solutions to transfer state-of-the-art technology and knowledge to Zambian food processors.



*When used in rotation with other commonly grown crops such as maize and cotton, soy contributes to revenue and risk diversification, additional income and yield increases. Through a four-year program funded by the Gates Foundation, TechnoServe has helped 9,795 smallholder farmers in Zambia double their incomes and access markets through soy, while helping 51 farmer-dealers grow their businesses through soy aggregation and reduce price risk through forward contracts with buyers. In the program's final season, participating farmers produced nearly 15,000 MT of soy — up from just 764 MT when the program began.*

*The legume is also a key ingredient in corn-soya blend (enjoyed by the man on the right), a nutritional supplement TechnoServe is helping local food processors to commercialize.*



In Zambia, SAFE is providing state-of-the-art technical assistance to small- and medium-scale food processors, including product formulation/improvement, market testing, product certification and distribution strategy. Participating processors make a wide range of products, including Corn Soya Blend, vegetable oil, jams and sauces, baked goods, fish feed and snacks. TechnoServe has trained 100 participants in food quality and safety management systems, access to finance, mycotoxin control, and flour fortification.

## CREATING MARKETS FOR SMALLHOLDER SOYA FARMERS

Through a grant made by the Technical Assistance Facility of the Africa Agriculture Fund, TechnoServe is helping 500 smallholder farmers integrate into the supply chain of Goldenlay, a poultry layer company located in Zambia's Copperbelt province. The program is facilitating the adoption of good agricultural practices and access to finance for local soy farmers selling to Goldenlay. The project is also exploring the introduction of de-hulling and harvesting equipment for local soya producers. The program's ultimate goal is to demonstrate that soy outgrowing models can be economically competitive, while also increasing household income and food security.

## IMPROVING FOOD SECURITY THROUGH FOOD PROCESSING

With the support of USAID and in partnership with Partners in Food Solutions, a consortium of global food manufacturers Cargill, General Mills, DSM and Buhler, TechnoServe designed and implements SAFE (Solutions for African Food Enterprises), a three-country initiative to improve the availability of safe, nutritious processed food.

## COMMERCIALIZING HIGH-NUTRITION FOOD PRODUCTS

As an implementing partner of the THRIVE program, TechnoServe is helping to support an innovative program to improve the nutritional status of OVCs and people living with HIV and developing new market opportunities for local food processors and retailers. TechnoServe is working with selected Zambian food processors to commercialize affordable fortified food products (corn-soya blend and high-energy protein supplements) through both clinical settings and private retail outlets.

### TechnoServe Zambia: 2013 Impact

**12 businesses capacitated** by TechnoServe sourcing from **64,692 farmers**

**8,865 soy farmers trained** and linked with markets, leading to **\$2.8 million in added revenues**

**164 entrepreneurs trained** in the soy and food processing industries

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