

Feed the Future Country Fact Sheet

Online Version: <https://feedthefuture.gov/get-started-0>



FEED THE FUTURE

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

Published on *Feed the Future* (<https://feedthefuture.gov>)

[Home](#) > Get Started

Get Started

Submitted by kdad on October 4, 2012

Description:

Given that Feed the Future is a whole-of-government initiative, there are many points of entry to a public-private partnership. To help you navigate the process, discover opportunities for alignment, and help efficiently get us on the same page, we've developed this Private Sector Engagement Hub.

The Hub provides a common platform by which potential private sector partners can learn about partnership opportunities with Feed the Future. Use our [Opportunity Explorer: Private Sector Engagement](#) ^[1] tool to explore opportunities and register your partnership ideas. This represents your first step toward a potential partnership with the U.S. Government — one that can benefit your business while helping improve global food security.

Use the navigation panel to the right to explore this section and learn more.

Resources:

In a public-private partnership with Feed the Future, the U.S. Government typically puts up part of the money, as well as bringing our considerable power to convene, adjudicate, and monitor commercial enterprises. On your end, private sector investments primarily take two forms: cash or cash and in-kind resources.

Cash

- Partnerships generally require a minimum 1:1 resource match between public and private partners of at least \$250,000 (can be a combination of cash and in-kind).
- Generally, 25% of the resources you bring to the table has to be cash (so \$62,500).

In-Kind Examples

- Commodities such as drugs, foodstuffs and equipment
- Use of training or other purpose-specific facilities
- Value of time donated by technical consultants
- Value of salaries for staff dedicated to project
- Technology, communications and capital assets
- Intellectual property rights

Investment Sectors:

- Science and technology
- Capacity building
- Research and extension services
- Environment and natural resource management
- Financial services
- Risk mitigation
- Policy reform
- Pre-harvest market efficiency
- Improved market function
- Reduced post-harvest loss
- Nutrition services
- Nutrition education

Countries:

- [Bangladesh](#) [2]
- [Cambodia](#) [3]
- [Ethiopia](#) [4]
- [Ghana](#) [5]
- [Guatemala](#) [6]
- [Haiti](#) [7]
- [Honduras](#) [6]
- [Kenya](#) [8]
- [Liberia](#) [9]
- [Malawi](#) [10]
- [Mali](#) [11]
- [Mozambique](#) [12]
- [Nepal](#) [13]
- [Rwanda](#) [14]
- [Senegal](#) [15]
- [Tajikistan](#) [16]
- [Tanzania](#) [17]
- [Uganda](#) [18]
- [Zambia](#) [19]

Description:

We partner with all kinds of companies, large and small, in the areas of food security and nutrition. That being said, we do expect participating companies to bring significant [new resources](#) [20] to a partnership, through innovation, technologies, capital, and/or other partners. Given our focus on development, proposals will be more competitive if they demonstrate a longer-term commitment to the economic viability of the project, even after our support ends.

If you're looking for investment capital, debt or equity, you will most likely be linked to U.S. Government agencies who offer these services, such as the [Department of Commerce](#) [21], [Overseas Private Investment Corporation](#) [22], [USAID Development Credit Authority](#) [23], and [Export-Import Bank](#) [24].

A partnership may be right for you if the intended results include:

- Creating a broad public good that benefits smallholder farmers, particularly women
- Strengthening institutional capacity in a developing country
- Transferring technical skills, methods, and new approaches

- Two-way transfer of technical expertise
- Establishing ongoing intellectual relationships among organizations
- Strengthening relationships between U.S. and host-country entities
- Establishing potential long-term (post-project completion) relations
- Linking local organizations to a wider network of international connections

A partnership may not be right for you if:

- Results requires a tight, fixed schedule
- Results only benefit your immediate company and/or have little impact on our development objectives
- Geographies and crops don't overlap with [Feed the Future's priorities](#) [25]

Additionally, partnerships only work when you:

- Bring significant new resources to the project
- Allocate time to learning about how partnering with the U.S. Government works
- Undergo a formative period to identify intersecting interests
- Understand and adhere to U.S. Government regulations and policies
- Devote a leader in your company to provide active co-involvement

[Learn more about maximizing success in partnerships with Feed the Future.](#) [26]

Description:

Given the wide variety of motivations, companies, and sectors involved, public-private partnerships can take many structures. After years of engaging in them, we've identified a few as the most workable. For all of these partnerships to work, available Feed the Future funding must be identified.

While many partnerships are carried out through USAID and its Missions, opportunities do exist with Feed the Future [partner agencies](#) [27].

Label 1:

1. Embed within an Existing Program

Title:

Partnership

Label 2:

2. Competitive Grants Program

Label 3:

3. Application via USAID's Global Development Alliance Annual Program Statement (APS) Summary

Label 4:

4. Loan Guarantees

Label 5:

5. Joint Solicitation (Request for Applications or Proposals)

Label 6:

6. Collaboration Agreement

Description 1:

Private sector contributes funding and/or in-kind resources for an existing Feed the Future project. Modifications to programs may or may not be an option.

Description 2:

Private sector submits proposal to implementing partners (i.e. NGOs) in response to a request for a sub-award, which will address a specific aspect of a larger activity. This is not considered a new award and is handled entirely by the primary implementer of the overall partnership. The sub-award provides initial funding to get a new partnership with the private sector started quickly.

Description 3:

USAID [invites](#) [28] private sector actors to identify and suggest ways we can work together to address key challenges in the developing world in ways that advance our respective interests and objectives. The APS provides USAID a means of supporting and funding activities that are developed in collaboration with the private sector and implemented by a third party.

Description 4:

Loan guarantees allow the U.S. Government to assume a percentage of a private debt obligation if the borrower defaults. Feed the Future loan guarantee programs are established to correct some type of perceived market failure by which borrowers, often smallholder farmers regardless of their creditworthiness, lack access to the credit resources available to large borrowers.

Description 5:

U.S. Government and private sector partners co-design a request for applications (RFA) or proposals (RFP) to secure a third-party implementing partner for a project. Private sector partner enjoys full participation in applicant review process. Private and public sectors pool funding, with private sector partner putting in a large amount of funding.

Description 6:

The collaboration agreement is a flexible tool used by USAID to reach out to all non-traditional partners, including the private sector. This tool allows USAID to enter into "other transactions" beyond traditional contracts, grants and cooperative agreements. Resource partners—including corporations and foundations—can offer expertise in research and development, marketing and distribution, market, and intellectual property. Funding goes directly to private sector company.

Description 1:

- Feed the Future already has approved funding, so process is accelerated
- Project offers existing infrastructure
- Results evident in less time

Description 2:

- Allows for more rapid assessment and start-up of program
- Satisfies public sector's required competitive process
- Feed the Future personnel bring technical expertise to the table and are engaged in decisions on program design, objectives and activities of the sub-awarded work
- Accommodates flexible level of involvement by company
- Requires limited logistical burden

Description 3:

- Satisfies public sector's required competitive process
- Allows flexible corporate involvement
- Allows for innovative proposals with new ideas

- Affords opportunity for high level of engagement in program design, objectives and activities

Description 4:

- Banks more willing to make agriculture loans
- Government backs 50% or more of loan, depending on agency
- Can explore new markets under safety of a credit guarantee
- Historical default rate on USAID Development Credit Authority portfolio only 1.75%
- Guarantees are backed by the full faith and credit of the U.S. Treasury

Description 5:

- Opportunity to choose implementer from group of applicants based on their capacity and project idea
- High level of input and engagement in design and direction of project

Description 6:

- Private sector retains program and administrative control
- Fewer regulatory requirements than a traditional award
- Joint planning and strategic design

Description 1:

[USAID and Dupont - The Advanced Maize Seed Adoption Program](#) [29]

[USAID and Walmart](#) [30] - [Empowering Women Farmers in Asia and Africa](#) [31]

Description 1:

- Project activities may be largely predetermined, limiting strategic linkage to company's objectives

Description 2:

- Once grant awarded, U.S. Government and private sector partners have less influence and control over implementers and project direction

Description 3:

- Lengthy start-up time since a new procurement (often almost a year)
- Potential for limited private sector control over objectives and activities
- Limited control over technical direction of implementers using U.S. Government funding once grant is issued

Description 4:

- Can take up to 6 to 12 months to establish

Description 5:

- Lengthy and potentially complex and highly-regulated process
- Significant advance planning required

Description 6:

- Extremely long process
- Extensive logistical burden
- Rarely used by the U.S. Government

- Legal requirements and reviews can be time consuming to process

Description 2:

[USDA Food for Progress Program](#) [32]

[Feed the Future Partnering for Innovation Program](#) [33]

Description 3:

[World Cocoa Foundation African Cocoa Initiative \(WCF/ACI\)](#) [34]

[Root Capital Coffee Farmer Resilience Fund](#) [35]

Description 4:

[African Agricultural Capital Fund](#) [36]

[Overseas Private Investment Corporation](#) [37]

Description 5:

There are no active Joint Solicitation Agreements in effect at this time. This type of partnership is relatively rare.

Description 6:

There are no active collaboration agreements in effect at this time. This type of partnership is relatively rare.

Description Ensuring Success info:

Proper planning is necessary for the creation and success of any business venture. It's no different with a public-private partnership. Here are some questions to ask yourself as you [explore a partnership](#) [1] with us.

- Do your objectives align with the strategic goals of [Feed the Future](#) [38] and the [host country](#) [39]?
- Is there is strong enough demand to make the venture economically viable?
- Is there enthusiastic buy-in from host-country government agencies?
- Have you built understanding and buy-in for the project among local communities who will be impacted by the partnership—and taken their needs and input into account?
- Are there other relevant partners that could enhance the outcomes and success of the venture, such as a university that has an interest in the outcome or has researched the venture?
- Have all parties have made sufficient capital commitments to ensure adequate funding throughout the life of the partnership?
- Is there is enough collective experience among the partners to anticipate and effectively manage day-to-day decision making?
- Do local cultural customs allow adequate flexibility in making adjustments over time?
- Is there a provision for technical assistance to growers? Is vocational training available?
- Does the project involve enough capacity building to ensure long-term sustainability of the venture?
- How could/should Feed the Future agencies apply their specific expertise to the goals of this venture?

Description:

Feed the Future is looking to partner with private sector companies that:

- Work in an area pertinent to improving food security and nutrition
- Work or want to work in Feed the Future countries and sectors
- Can bring new resources that meet minimum resource requirements (typically \$250,000 or more)
- Bring a win-win mentality to achieving business and development goals

We engage the private sector in meaningful, comprehensive ways to develop models that are integral to core business strategies and global food security. Shared value goes beyond corporate social responsibility. We want to work with companies who see partnerships as making good business sense. You help us achieve our objectives, while achieving your own, and together we have a greater impact than if we worked alone.

Description:

Use our new [Opportunity Explorer: Private Sector Engagement](#) [1] tool to:

- Understand if a partnership with Feed the Future is right for you
- Register your specific interests
- Help Feed the Future understand what your business brings to the table

Link to Decision Tree:

[Click here to visit our Opportunity Explorer: Private Sector Engagement tool](#) [1]

Description:

No matter how it starts, every partnership under consideration goes through the same due-diligence process that ultimately produces a “go” or “no-go” decision. While partnerships don’t always follow a linear path from the due diligence process to implementation and completion, here are a few common “pieces” of public-private partnerships you can expect.

EXPLORATION

Our [Opportunity Explorer: Private Sector Engagement](#) [1] tool provides an initial exploration for businesses into the world of public-private partnerships with Feed the Future. A private sector team, located within the USAID Bureau for Food Security, supports the tool and will be your first personal point of contact in helping connect you to the right people to initiate a partnership. Sometimes, businesses may reach out directly to USAID Missions or other partnering government agencies to explore partnership opportunities.

Maximizing success:

- Use our [Opportunity Explorer: Private Sector Engagement](#) [1] tool to register your interest quickly and efficiently
- Review and answer all questions in our “Ensuring Success” section

PARTNERSHIP DESIGN

The creation phase, also known as co-designing of a partnership, is often the longest and most complicated piece of a partnership. Unlocking U.S. Government resources for a partnership, while following regulations that govern the process, can take time. This may require modifying an existing program and/or developing a new one. If public and private partners find alignment in their goals, a

partnership agreement may be signed after choosing a [type of partnership](#) [40] and project. Please be prepared for the process of starting a partnership to take anywhere from 6 months to a year, depending on the type.

Maximizing success:

- *Familiarize yourself with U.S. Government regulations regarding partnerships*
- *Designate an inspired leader in your company with passion and commitment to spearhead the creation of the partnership*
- *Allocate enough time and resources to get through the co-designing phase*
- *Schedule an adequate timeline for the project to evolve into a sustainable operation*

GOVERNANCE

Once partners co-design the project, public and private sector partners sign a Memorandum of Understanding (MOU) to formalize the relationship. The MOU, while not legally binding, helps define expectations of performance, including roles and responsibilities, helping all parties get on the same page in a formal, written document. Implementing partners, who are often brought in to help operate the project, sign a grant and/or contract with the relevant Feed the Future agency. Resource partners (the private sector) and implementing partners may have their own MOU or contractual relationship outside of the U.S. Government's relationship with either partner.

Maximizing success:

- *Understand that MOUs generally define the roles and responsibilities of each party, but often do not commit specific resources*
- *Define and ensure all parties understand their respective roles and responsibilities*

IMPLEMENTATION

Partnerships usually last from two to five years. In most cases, partnerships are implemented by a third party, also called an implementing partner. Most projects have annual work plans. Recognizing that U.S. Government and private sector priorities shift over time, partners should meet annually to review the work plan and make sure they are all on the same page.

Maximizing success:

- *Align reporting requirements across all partners involved to respond to U.S. Government-required targets and indicators for tracking results, as well as business ones*
- *Create regular, formal communication rhythms among partners*
- *Be flexible to adjust to shifting U.S. Government priorities (and ensure there is adequate funding to allow for flexibility)*
- *Prepare in advance for the day donor funding will end*

MONITORING AND EVALUATION

The U.S. Government provides robust monitoring and evaluation (M&E) on all Feed the Future projects, including public-private partnerships. M&E helps determine if each participant is conducting business according to the goals of the project and achieving results. At times, there may be alignment between [Feed the Future indicators](#) [38] and business ones, which helps enhance the overall partnership and makes it easier to track and report success.

Maximizing success:

- *Set specific goals about what your business wants to achieve*
- *Determine potential alignment between business and development indicators*
- *Build transparency and shared budgetary oversight into management of the project*



Follow Us    

- [Approach](#)
- [Progress](#)
- [Countries](#)
- [Bangladesh](#)
- [Cambodia](#)
- [Ethiopia](#)
- [Ghana](#)
- [Guatemala](#)
- [Haiti](#)
- [Honduras](#)
- [Kenya](#)
- [Liberia](#)
- [Malawi](#)
- [Mali](#)
- [Mozambique](#)
- [Nepal](#)
- [Rwanda](#)
- [Senegal](#)
- [Tajikistan](#)
- [Tanzania](#)
- [Uganda](#)
- [Zambia](#)
- [Partner](#)
- [Civil Society](#)
- [Private Sector](#)
- [Research](#)
- [Partner Highlights](#)
- [Updates](#)
- [News & Events](#)
- [Featured](#)
- [Media Gallery](#)
- [Events](#)
- [In the Press](#)
- [Branding](#)
- [Blog](#)
- [All Articles](#)

Feed the Future is the U.S Government's Global Hunger & Food Security initiative.
[Privacy Policy](#) - [Adobe Reader](#) - [MS PowerPoint viewer](#) - [whitehouse.gov](#) - [usa.gov](#)

[ABOUT](#) | [NEWSLETTER](#) | [CONTACT](#) | [FOLLOW](#)

Source URL: <https://feedthefuture.gov/get-started-0>

Links

[1] <http://www.feedthefuture.gov/partnership#/>

- [2] <http://feedthefuture.gov/country/bangladesh>
- [3] <http://feedthefuture.gov/country/cambodia>
- [4] <http://feedthefuture.gov/country/ethiopia>
- [5] <http://feedthefuture.gov/country/ghana>
- [6] <http://feedthefuture.gov/country/guatemala>
- [7] <http://feedthefuture.gov/country/haiti-0>
- [8] <http://feedthefuture.gov/country/kenya>
- [9] <http://feedthefuture.gov/country/liberia>
- [10] <http://feedthefuture.gov/country/malawi>
- [11] <http://feedthefuture.gov/country/mali>
- [12] <http://feedthefuture.gov/country/mozambique>
- [13] <http://feedthefuture.gov/country/nepal>
- [14] <http://feedthefuture.gov/country/rwanda>
- [15] <http://feedthefuture.gov/country/senegal>
- [16] <http://feedthefuture.gov/country/tajikistan-0>
- [17] <http://feedthefuture.gov/country/tanzania>
- [18] <http://feedthefuture.gov/country/uganda>
- [19] <http://feedthefuture.gov/country/zambia-0>
- [20] <http://feedthefuture.gov/private-sector-engagement-hub/get-started/eligibility-requirements>
- [21] <http://www.commerce.gov/>
- [22] <http://www.opic.gov/>
- [23] http://transition.usaid.gov/our_work/economic_growth_and_trade/development_credit/
- [24] <http://www.exim.gov/>
- [25] <http://feedthefuture.gov/resource/feed-future-value-chain-charts>
- [26] <http://feedthefuture.gov/private-sector-engagement-hub/get-started/planning-your-partnerships>
- [27] <http://feedthefuture.gov/about#Government%20Agencies>
- [28] <http://idea.usaid.gov/gp/aps>
- [29] <https://www.usaid.gov/news-information/press-releases/jan-23-2014-usaid-and-dupont-announce-commitment-increase-farmer-productivity>
- [30] <https://blog.usaid.gov/2013/09/what-do-walmart-and-usaid-have-in-common/>
- [31] <http://foundation.walmart.com/our-focus/womens-empowerment/>
- [32] <http://www.fas.usda.gov/excredits/foodaid/ffp/foodforprogress.asp>
- [33] <http://partneringforinnovation.org/>
- [34] <http://feedthefuture.gov/article/world-cocoa-foundation-african-cocoa-initiative-benefit-100000-cocoa-farm-families>
- [35] <http://blog.rootcapital.org/back-roads-to-boardrooms/root-capital-and-partners-launch-4m-coffee-farmer-resilience-fund>
- [36] <http://feedthefuture.gov/model/african-agricultural-capital-fund>
- [37] <http://www.opic.gov/doing-business-us/overview>
- [38] <http://feedthefuture.gov/progress>
- [39] <http://feedthefuture.gov/countries>
- [40] <http://feedthefuture.gov/private-sector-engagement-hub/get-started/types-of-partnerships>