

FEED THE FUTURE AINFP PROGRAM: REGIONAL

The inability to access safe, nutritious, and affordable food is a problem for many people across sub-Saharan Africa. In Kenya and Tanzania, more than a quarter of children under the age of 5 exhibit stunting – evidence of undernutrition – while that figure rises to 40 percent in Ethiopia and Zambia. At the same time, millions of smallholder farmers across the region struggle to find profitable markets for their food crops, and sub-Saharan Africa imports \$50 billion of food every year. A more effective local food processing sector would help to address both challenges, increasing the supply of nutritious food available for consumers and providing a profitable and stable market for the region's farmers.



Staff at AINFP Client Omega factory in Zambia, looking through the day's schedule.

Project Duration

March 2018-March 2024

Budget

\$18,839,967

Geographic Focus Areas

Ethiopia, Kenya, Malawi, Tanzania, Zambia

Implementer

TechnoServe

Partners

Partners in Food Solutions, ISF Advisors, food processing businesses

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Program Overview

Building on previous successful collaboration on food processing programs, USAID, TechnoServe, and Partners in Food Solutions (PFS) launched the Alliance for Inclusive and Nutritious Food Processing (AINFP) in 2018 to improve the competitiveness of Africa's food processing sector.

The partnership seeks to improve inclusive and sustainable agriculture-led economic growth, support a well-nourished population, especially among women and children, and strengthen resilience among people and systems by increasing the capacity and inclusivity of African food processors.

AINFP is a six-year Global Development Alliance (GDA) program under the U.S. Government's Feed the Future initiative working with food processing companies in Ethiopia, Kenya, Malawi, Tanzania, and Zambia, to harness the power of the private sector to create better nutritional outcomes.

Locally based TechnoServe staff collaborate with remotely based employee experts from PFSs' member companies – General Mills, Cargill, DSM, Bühler, The Hershey Company, Ardent Mills, and J.M. Smucker – to apply their knowledge and experience to help over 200 processors of nutritious foods, including supplementary and therapeutic foods, to address the manufacturing and business challenges that limit their growth.

Program Activities

The core activities to build the competitiveness of food processors include:

- Customized technical assistance (CTA) directed to address the unique business and technical challenges of selected food processors. CTA is provided through a combination of on-the-ground support from TechnoServe staff complemented by expertise provided remotely by staff of PFS' corporate partners;
- Sector-wide training (SWT) addressing broader challenges and promoting best practices at a food systems level and open to a wider range of industry stakeholders.

Supporting activities include:

- Strengthened value chain linkages between processors and farmers, developing strategies to profitably source more crops from local suppliers, opening a more stable market for those growers;
- Support to processors to strengthen their investment readiness and assistance in linking them to appropriate sources of finance to fund growth; this activity is implemented in partnership with the Initiative for Smallholder Finance;
- Strengthened distribution channels and marketing strategies with a particular focus on base-of-the-pyramid (BoP) opportunity;
- Expanded Knowledge Management & Learning to inform wider food and nutrition systems approaches to promote agriculture-led economic growth and resilience.

Impact to Date

- CTA provided to 110 food processing companies (50% female-owned/led) towards a target of 215 on areas including good manufacturing practices, quality control systems, improved shelf life, new and improved product development, business plans and marketing strategies;
- Trainings on food safety core behaviors and HACCP food safety management system successfully delivered to 2,320 (41% female) participants, with post-training tracking of behavior change;
- BoP training successfully delivered to 40 Processors with the aim of developing a plan for marketing to the BoP;
- 72% of processors that sought access to finance successfully supported to access finance with \$4.2m new finance mobilized and a further \$2.1m pending;
- Provision of resiliency grants worth over \$300,000 to selected processors to maintain operations during the COVID-19 pandemic;
- Over \$7million new investment by processors resulting from TA provided;
- Piloting of an internship program to provide recent graduates with valuable experience and processors access to additional technical expertise;
- Mobilization of over 18,000 hours of volunteer expert time.