

## SMALL FARMERS, BIG IMPACT

### Insights from the Working with Smallholders in Livestock Webinar

Working with smallholders comes with challenges, but through experience, our experts have learned how to engage with smallholders most effectively. Their techniques that have created extraordinary results, like making Seguna the largest poultry company in India and making Uganda the only country in Africa with a self-sufficient milk industry.

Building off ALP's Working with Smallholders Handbook, we held a webinar where expert panelists delved into the challenges and opportunities present when engaging with smallholders in the livestock sector. Here are some of their key insights:

**Building Capacity Matters:**



Small improvements in animal nutrition, disease management, market access, etc. can lead to massive productivity increases.

### Collaboration is Key:



Creating a symbiotic relationship between private sector players, governments, and smallholders achieves sustainable and effective development outcomes.

### Technology is a Game-Changer:



Digital payments and loans are more prompt and transparent, and automatic AI data analysis and advising is faster and easier. Leveraging technology, improvement happens faster and more easily.

### Don't forget about financing:



The biggest challenge to smallholders continues to be the cost of capital. Governments and financial institutions need to be involved in capacity-building projects to make access to capital more inclusive and stable.

To dive deeper into the topics covered in our livestock webinar, explore the [Smallholder Livestock Handbook](#), filled with practical insights and strategies. If you missed the session, the recording is available [here](#) to watch at your convenience.



## CARGILL 2.0

### A Success Story in Agricultural Development

The ALP collaboration with the cocoa company Cargill, a project known as Cargill 2.0, has been a transformative success. Through its targeted approach, ALP assessed, trained and coached participants to enhance their professionalism and enable greater access to digital finance.

The Cargill 2.0 project has trained and coached 139 coops and achieved a massive improvement in cooperative professionalism, with coops' scores increasing from an average of 3.1 to 4.15 on a five point scale. The project also advanced digital financial inclusion, with 151 cooperatives and over 30,000 farmers enrolled in digital payment systems, as well partnerships established with multiple banks to ensure improved access to credit and reduced financial vulnerability.

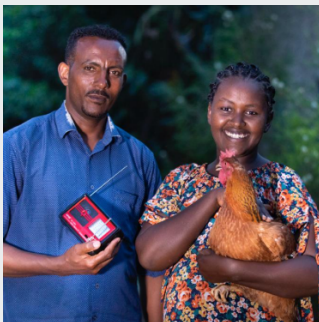
According to Gervais Aka, a Sustainable Sourcing Supervisor at Cargill, cooperatives saw significant improvements in management after participating in the ALP. Coops became better at understanding administrative functions, managing expenses, and gaining financial and operational knowledge, improving logistics and efficiency across the board.

Crucially, trust increased between Cargill and its smallholders, and priorities aligned. Coops enhanced their sustainability efforts, including improving traceability standards. Consistently, they excluded farms in protected areas, even if it meant delivering slightly lower volumes of cocoa.

Despite challenges like the COVID-19 pandemic and political instability, Cargill 2.0 adapted quickly by incorporating remote training and restructuring project timelines. The results speak for themselves—enhanced agricultural practices, financial inclusion, and stronger cooperatives.

Cargill 2.0 demonstrates how, even in the face of adversity, innovation and collaboration can transform agriculture and empower smallholder farmers.

*To learn more about the project, click [here](#).*



## LEVERAGING AGTECH

### Experimenting with Digital Solution for Smallholder Farmers in Ethiopia

Over four years (2019–2023), a groundbreaking pilot leveraged digital solutions to boost agricultural productivity and supply chain efficiency in Ethiopia. It focused on increasing efficiency, transparency, and scalability to incentivize clients to utilize digital solutions.

In the first case study, the Development Fund of Norway and Soufflet, an agribusiness, worked with tech vendors to replace paper-based systems of registration, management, and traceability with digital solutions. Streamline farmer registration, data collection, and out-grower management was a priority. This action improved data quality, security, and decision-making, reduced administrative time, and enhanced financial processes—ensuring more efficiency and ultimately freeing resources to strengthen farmer capacity.

In the second case study, Ethiochicken, a poultry company, worked with vendors to digitize learning. Traditionally, Ethiopian poultry farmers rely on in-person training to build capacity, but such methods are struggling to provide timely and up-to-date information. As a response, the AgTech pilot experimented with SMS and radio as

possible digital solutions. ALP training content was redesigned for mobile delivery, using personalized SMS, and as a radio program, offering timely and practical guidance on poultry farming, business planning, disease management, and nutrition.

The pilot provided valuable insights, showing that digital solutions can be both cost-effective and impactful. Despite challenges, it proved that technology can enhance agricultural productivity and empower smallholder farmers.

To learn more about ALP, click [here](#), or explore ALP's digital learning paths on [Open Learning Campus](#).



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