

# ACDI agribusinesssystems VOCA

At the heart of **ACDI/VOCA**'s work is the goal of raising the incomes of farmers and other rural entrepreneurs.

To improve productivity and profit margins and ultimately create sustainable wealth, we employ a range of methodologies, from improving household production to implementing a value chain approach. We help individual firms identify new market niches and maximize their participation in the market chain. Increasingly, our interventions affect entire industries. We help stakeholders recognize the value of interfirm cooperation and coordination within an industry, which leads to improved productivity and higher profits for everyone.

## Improving Household Food Security

Because basic household needs must be met before farmers can participate in the broader economy, we work to reduce vulnerability for at-risk populations. While we distribute rations directly to the most food insecure, we also use food aid monetization proceeds, cash and in-kind resources to improve crop production, increase incomes and enhance dietary diversity.



# tools

## Agribusiness Systems Tools



- **Technical Assistance:** Our agribusiness capabilities lead the industry. Our in-house technical staff and a database of 11,000 specialized volunteers and consultants enable us to provide a range of services in almost any area of specialization.
- **Value Chain Approach:** Our value chain methodology, which we have honed under a major USAID contract, focuses on examining agribusiness market chains to address challenges and capitalize on opportunities.
- **Farming as a Business Training:** **ACDI/VOCA** trains farmers to view agriculture as a profitable business. We have successfully educated smallholder farmers on business management skills in diverse environments such as Ecuador, Uganda, Indonesia and the West Bank.
- **Cooperative & Association Development:** True to our cooperative roots, we assist producer groups in lowering input costs, negotiating higher sales prices, accessing business services, increasing profits and competing in regional and international markets.
- **Innovative Financial Services Solutions:** Where traditional financing is unavailable, we provide market-based solutions, such as warehouse receipts, that allow rural entrepreneurs to invest in and expand their businesses.
- **Public/Private Alliances:** Drawing upon corporate relationships and our own volunteer resources to leverage donor and private sector resources, we have worked with companies like BP, Heinz and Mars to increase direct investment and sustainability, and promote household wealth.
- **Policy, Legal & Regulatory Reform:** We work with host governments to effect changes favorable to our beneficiaries. We also help producers and marketers obtain necessary ISO, HACCP, GLOBALGAP, USDA Organic and Fair Trade certifications.
- **Commodity Management:** We are industry leaders in the management of U.S. government-donated agricultural commodities, which we use to promote food security and market development. **ACDI/VOCA** has distributed or monetized over 900,000 MT of commodities, either through its own contracts or on behalf of others around the world.



## Agribusiness Systems In Practice

SUCCESS STORY:

### Leveraging Resources to Improve Cocoa Industry Performance

Leveraging both public and private resources, **ACDI/VOCA** is working with USAID, USDA, Mars and the World Cocoa Foundation to promote sustainable and profitable cocoa production in Southeast Asia, West Africa and South America. Through extensive training, we have helped over 50,000 smallholder cocoa farmers increase production, improve post-harvest handling and upgrade processing, thus strengthening the cocoa industry as a whole and helping participants increase their incomes. Beyond the monetary gains, **ACDI/VOCA** teaches environmentally sound production practices that encourage sustainable cocoa production and upgrades farmers' business skills to improve the marketing of their cocoa.

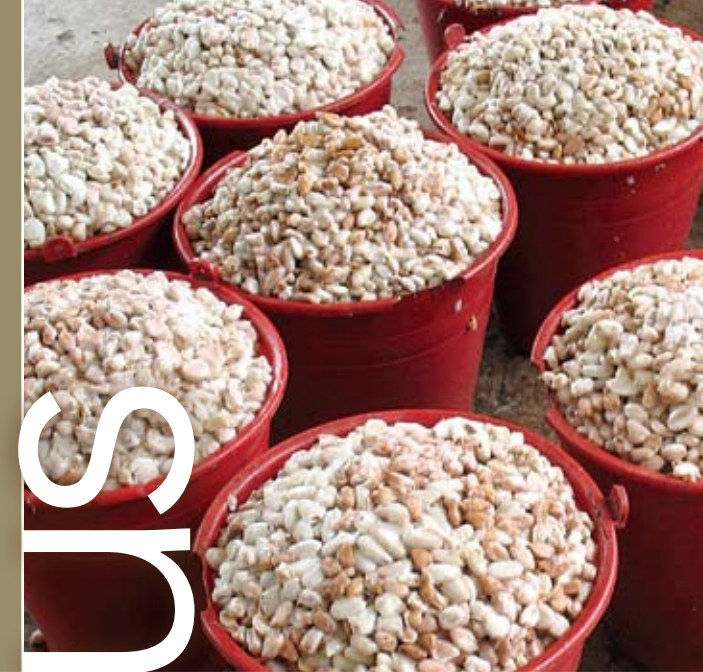
SUCCESS STORY:

### Promoting a Robust Maize Industry in Kenya

In Kenya, **ACDI/VOCA** is boosting household incomes in the maize subsector by raising productivity, improving effectiveness of smallholder organizations, and increasing access to agricultural markets and business support services. Incorporating cooperative development, industry fairs, the publication of the Kenya Maize Handbook, SMS access to market information, and our *Farming as a Business* training, we have quadrupled maize yields while reducing costs nearly 40 percent, generating over \$130 million in earnings for 250,000 farmers.



success stories



ACDI / VOCA

Raising Incomes for Rural Entrepreneurs

agribusiness.systems

about

## ACDI / VOCA

True to its mission, ACDI/VOCA employs four and a half decades of technical experience in agribusiness systems, financial services, community development and enterprise development to promote economic growth, improve livelihoods and create vibrant communities worldwide.

With an impressive track record, qualified and committed staff, and highly developed tools and methodologies, we help communities, households, enterprises and industries create sustainable wealth. Whether we are employing value chain analysis, organizing producers for greater efficiency, providing reliable business or financial services, developing capacities, reducing vulnerability, or creating sustainable communities, we empower people to succeed.

After all, when it comes to improving lives, we mean business.



agribusiness

[www.acdivoca.org/agribusinesssystems](http://www.acdivoca.org/agribusinesssystems)



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