



FACT SHEET: PRIVATE SECTOR ENGAGEMENT

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The United States, through its global hunger and food security initiative Feed the Future, is engaging the private sector in a meaningful, comprehensive way to meet the global food security challenge. Economic growth is one of the fundamental forces that will transform the developing world and the most sustainable way to accelerate development and eradicate poverty. A vibrant private sector is critical to create conditions where development assistance is no longer needed.

Our private sector partners are thought leaders who bring market access, cutting-edge business practices, and innovative insights to the development table. These "win-win" partnerships will advance the impact of sustainable development and foster private sector-led growth in emerging markets, which are fundamental to reducing poverty, fighting hunger, and improving nutrition.

Partnership in Action

The U.S. Agency for International Development and Walmart have joined forces to connect small rural farmers in Central America to the retailer's regional and international supply chains.

This public-private partnership will raise incomes through agricultural diversification and assist rural households to escape extreme poverty. It will link farmers to market opportunities as Walmart increases the number of small and medium farms it sources from the region. It will also support improved nutrition, as consumers will have greater access to diverse, locally grown produce.

Smallholder farmers will receive assistance to grow a wider variety of high-quality fruits and vegetables. In addition, the partnership will improve small farmers' capacity to implement sound agricultural, environmental, and natural resources management practices on their farms to promote more sustainable livelihoods.

Through Feed the Future, private sector engagement will catalyze agriculture-led economic growth and development by:

- Facilitating market access and expansion
- Improving the business enabling environment and supporting policy reform
- Linking local producers and firms to global supply chains
- Leveraging capital to target underserved needs
- Providing investment opportunities to local and international investors

If you are interesting in learning more about how your business can be engaged in Feed the Future, please visit feedthefuture.gov. Contact us: ftfbusinesshub@usaid.gov.

“Private sector companies can bring fresh perspectives to addressing the principal development challenges of our day – from food security and global health, to climate change and inclusive economic growth.”

USAID Administrator Rajiv Shah, UN Private Sector Forum 2010



Source: USAID

Tomato farmer Rodolfo Rivera from El Salvador examines tomato vines inside his greenhouse. When they are ready, he will transport the tomatoes to his largest customer, Wal-Mart.

“Our commitment to the ‘live better’ part of our mission means that we use the size and scale of our business to make a difference on important social issues like food security and agricultural development. Our partnership with USAID allows us to broaden and accelerate our commitment to help small, rural farmers in Central America lead a better life, while also bringing our customers more affordable and higher quality food.”

*Eduardo Solorzano,
President and CEO of Walmart Latinoamerica*

AFRICA LEAD Agribusiness Leadership Program

AFRICA LEAD Agribusiness Leadership Program is training the next generation of agribusiness professionals across the continent. The program combines on-the-job training, formal classroom instruction, and business networking to develop a cadre of agribusiness leaders that will advance the food security goals of Feed the Future and the African Union's Comprehensive Africa Agriculture Development Program (CAADP).

The program will place nominated individuals with companies in Africa, the U.S. or other countries to teach participants effective, efficient agribusiness practices. Assignments reflect the top challenges faced by the private sector in their home country, such as manufacturing, food safety, warehousing, marketing and finance. Ultimately, the program enhances scalability and sustainability in the agriculture sector by institutionalizing training in private sector companies.

If your business is interested in participating in the AFRICA LEAD Agribusiness Leadership Program, please contact us at ftfbusinesshub@usaid.gov.