

Partnering for Innovation



**Less Risk, More Reward:
Empowering Smallholder Coffee Farmers to Better Manage Risk**

June 16, 2021

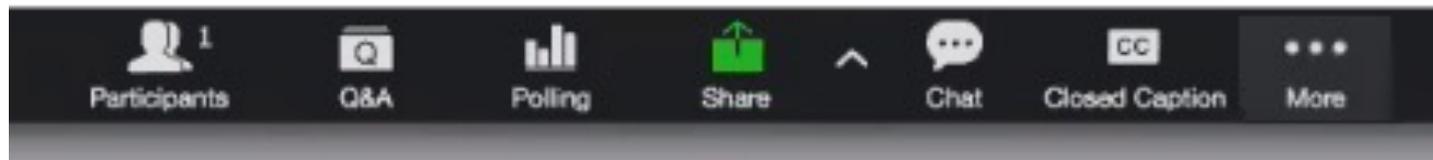
Webinar Agenda

- Introductory Remarks
- Overview of Feed the Future Partnering for Innovation
- Speaker Introductions and Discussion
- Audience Q&A



Questions?

***Share your questions/comments
in the Q&A box!***



Introductory Remarks

Melissa Schweisguth

Market Systems Specialist, USAID/RFS

Melissa delivers technical, analytical, and capacity-building support to advance inclusive market systems programming globally. This work engages private and public market actors, and communities, to drive positive and sustainable systemic change at scale. She has more than 16 years of experience across nonprofit, private, and research environments.

Prior to joining USAID, she was a technical director at a development implementer, and held leadership, program management, and advisory roles in corporate social responsibility/sustainability, marketing and ethical trade in the food and agriculture sector, with a focus on cocoa, coffee, and consumer food products.

USAID's Global Coffee Work



Feed the Future Partnering for Innovation

Partnering for Innovation builds partnerships with private sector agribusinesses in emerging markets to help them sell products and services to smallholder farmers, who represent a potential market of more than 500 million customers.

Our partner agribusinesses are provided with the investment assistance, expert guidance, and technical support they need to expand into new markets and create a growing and lasting customer base for their agricultural innovations.

Impact to Date

1,730,240

Farmers cultivating
862,679 hectares of
land have benefited
from partnerships

75

Partnerships in 24
countries through
March 2021

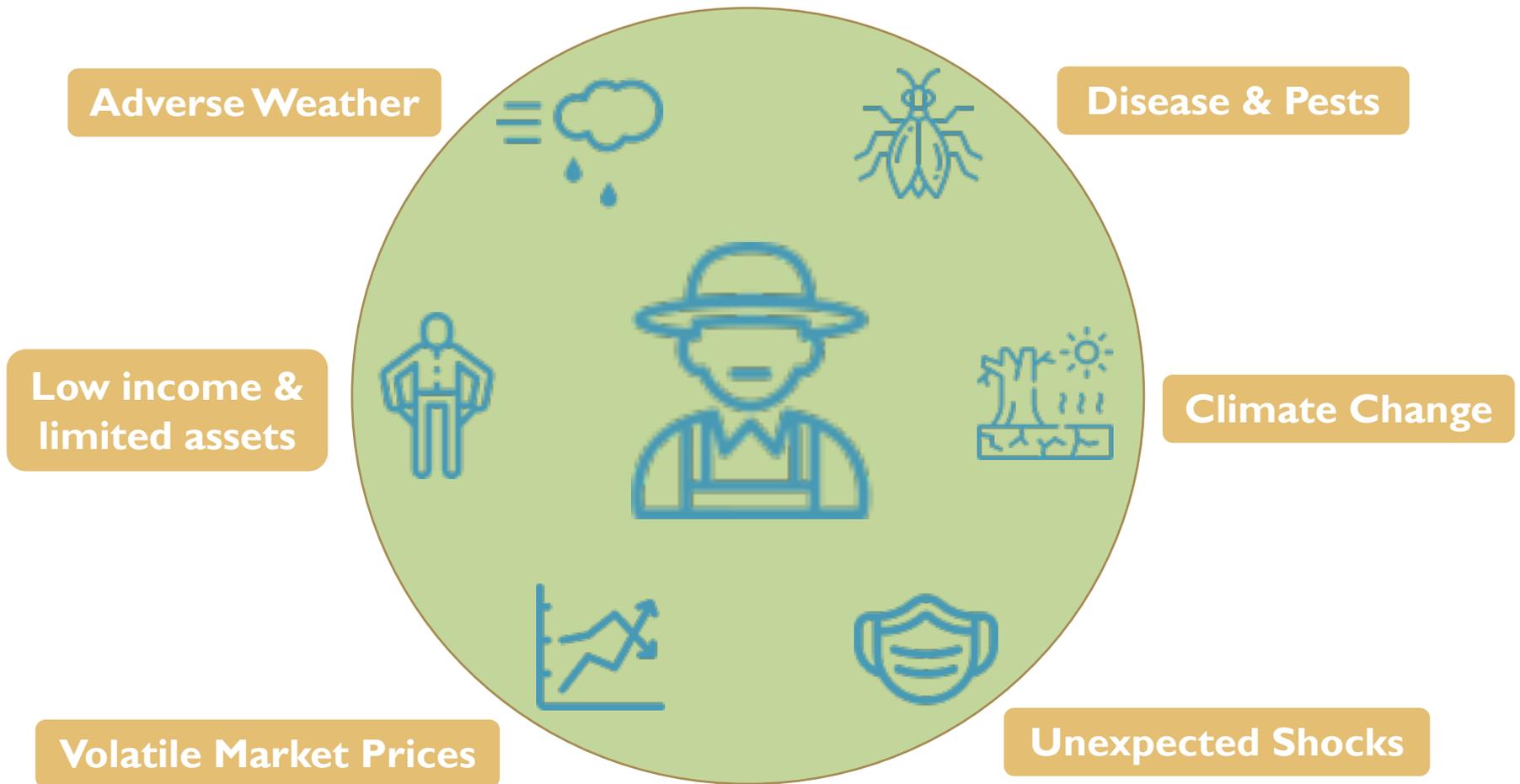
139

Technologies and
management practices
commercialized, with
\$110,587,511 in sales of
technologies by partners

\$107,308,664

In leverage spent by
partners to date,
\$51,169,067 invested by
Partnering for Innovation

A World of Risk for Smallholder Coffee Farmers



Our Partners in the Coffee Sector



Integrates inputs, training, and financing into global coffee supply chain in Honduras and Kenya.



Delivers knowledge, tools, and financing to help coffee producer organizations in Peru better manage risk.



Provides financing and improved risk management capacity to coffee producer organizations in Uganda, Rwanda, and the Democratic Republic of the Congo.

Our Panelists



Carolin Ehrensperger

Deputy Head, Sustainable Business Unit
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Nick Kempson

Director of Programme Quality
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Charles Wainaina

Financial Advisory Manager, East Africa
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Yolirruth Núñez

Senior Social Performance and
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Can you provide us with a brief description of your business and how it supports smallholder farmers to better manage risk?



Carolin Ehrensperger

Deputy Head, Sustainable Business Unit
Neumann Gruppe GmbH



Nick Kempson

Director of Programme Quality
Farm Africa



Charles Wainaina

Financial Advisory Manager, East Africa
Root Capital



Yolirruth Núñez

Senior Social Performance and
Capacity Building Officer
Oikocredit

2

Can you describe what you see as the biggest threats or risks facing smallholder coffee farmers – and how have they impacted your business?



Carolin Ehrensperger

Deputy Head, Sustainable Business Unit
Neumann Gruppe GmbH

3

You are helping farmers better manage price risk.
What challenges do smallholder coffee producers face when anticipating coffee prices, and why it is important to help them better manage these risks?



Nick Kempson

Director of Programme Quality
Farm Africa

4

As a lender, can you discuss why investing in price risk management training makes smallholder farmers better clients for your company?



Charles Wainaina

Financial Advisory Manager, East Africa
Root Capital



Yolirruith Núñez

Senior Social Performance and
Capacity Building Officer
Oikocredit

5

You have completed price risk management trainings for farmers and farmer groups. Can you discuss what topics farmers found most impactful? How have they been able to use the information to manage risk?



Nick Kempson

Director of Programme Quality
Farm Africa

6

Can you discuss why financing alone is not enough to build the resilience of smallholder coffee producers, and why investing in other support services, including the provision of inputs and technical assistance, is so important?



Carolin Ehrensperger

Deputy Head, Sustainable Business Unit
Neumann Gruppe GmbH

7

You have been supporting and lending to coffee cooperatives in Latin America for a number of years with a special focus on helping these cooperatives better manage risk. What lessons have you learned and how are you ensuring your support is sustainable in the long-term?



Yolirruth Núñez

Senior Social Performance and
Capacity Building Officer
Oikocredit

8

How do you think USAID and the broader donor community can better engage the private sector to help farmers manage risk in the coffee sector?

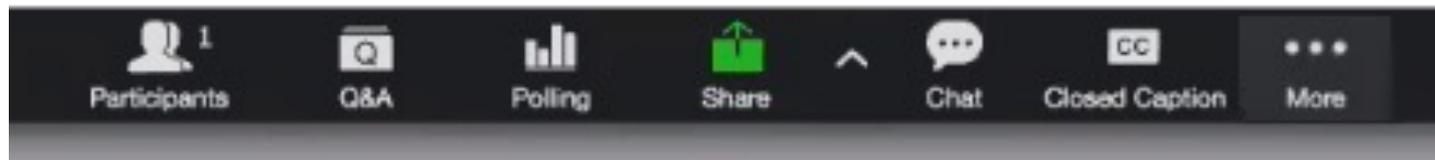


Carolin Ehrensperger

Deputy Head, Sustainable Business Unit
Neumann Gruppe GmbH

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