



PARTNERSHIP OVERVIEW A ten-year partnership between CARE and Cargill aims to improve the livelihood and wellbeing of small-holder farmers and women micro-entrepreneurs.

A DECADE OF PARTNERSHIP

Partnership Summary

Since 2008, CARE and Cargill have worked together to build prosperous and resilience communities in Central America. Throughout the partnership, there has been consistent and clear focus: Cargill seeks to invest in neighboring communities and those from which it sources agricultural commodities while CARE aspires to leverage unique resources of the private sector to enhance its programming. Together the partners set objectives, identify communities, monitor progress, and determine when change is needed. Cargill is responsible for resourcing: funding, volunteers, and expertise. CARE designs the program interventions and implements the program.

CARE's expertise lies in understanding and addressing the dynamics of local communities, governance issues, and the barriers women face in exercising their rights, participating in decision-making, and other gender issues. Through its commercial business, Cargill brings knowledge of export and local consumer markets, supply chain issues, and best practices in agricultural production and food safety. Our similarities in terms of culture and values include appreciating the need for long-term interventions and emphasis on creating impact.



EDUCAN (Sept. 2008 — August 2013)

The first phase of partnership in Central America, EDUCAN, was implemented in Guatemala, Honduras, and Nicaragua in 10 municipalities, two in Guatemala, three in Honduras, and five in Nicaragua. EDUCAN's multi-sector approach includes improved educational quality, better child nutrition, strengthened means of livelihood for parents and increased public policy responsiveness and social awareness of children's needs. The project supported

improvements in food and nutrition security, focusing on agriculture, market access, nutrition and governance. The partnership supported 1,182 producers in Guatemala, 1,903 in Honduras, and 63 producer associations across the region.

Impact

The EDUCAN project reached the following results during the life of the project:

- **Increased income:** 1,859 farmers and their families increased their income from farming and entrepreneurship.
- **Market access:** By the end of the project, producers in Guatemala and Honduras were linked to a market for the sale of their products at different levels.
- **Greater access to technical assistance and training:** 3,098 farmers and their families benefitted from training and technical assistance regarding agricultural productivity and off-farm enterprises.

Nourishing the Future (Sept. 2013 — August 2016)

Nourishing the Future (NTF), the second phase of partnership in Central America, was implemented in Honduras, Guatemala, and Nicaragua to promote more prosperous, sustainable and resilient farming communities through a community development approach. NTF built on a previous five-year CARE and Cargill partnership and was implemented in 66 impoverished rural communities in twelve municipalities throughout the region, reaching 1,545 farmers directly. NTF sought to:

- Improve agricultural practices to increase productivity and income generation;
- Connect producers to formal and informal markets;
- Facilitate access to financial services; and
- Build well-governed communities with local and municipal leaders.



Impact

The NTF project reached the following results during the life of the project:

- **Increased income:** Households in Guatemala and Honduras more than doubled their income, with income increasing by 22.5% in Nicaragua.
- **Greater access to credit:** In Guatemala and Honduras, the proportion of farmers who improved their access to credit increased by 2.3% and 14% respectively. In Honduras, access to credit increased by 37.2% among women micro entrepreneurs.
- **Improved production:** In Guatemala, there was a 13.8% increase in green bean yield, a 2.9% increase in black berry yield, and a 3.6% increase in pea yield. In Honduras yellow maize yield increased more than five-fold, with white maize yield increasing by 16% and red bean yield by 23%. Sorghum production in Nicaragua increased by 32.5%.



Nourishing the Future II (Sept. 2016—August 2019)

The Nourishing the Future II (NTFII) project operates in four countries, Costa Rica, Guatemala, Honduras, and Nicaragua with producers and microentrepreneurs in rural and peri-urban areas to improve their livelihoods, increase equal access to markets and control of productive resources, and build resilience to climate change. NTFII aims to achieve these objectives by:

- Increasing farmers' agricultural production practices, climate-change and farm management capacities;
- Linking farmers to formal markets and informal markets, including Cargill, agro-exporters, and local markets;
- Strengthening farmer and microentrepreneur associations through skills-based training and technical support negotiating purchase-sales contracts; and
- Increasing access to rural banks and other financial services.

To date the project has supported 804 producers,

harvesting more than 2,900 metric tons of food. NTFII has organized 40 producer associations. Of those associations, 22 of them have served 616 producers members, selling 2,519 tons of their agricultural production, including yellow maize and sorghum production sold directly to Cargill.

Success Factors

The CARE-Cargill partnership in Central America is innovative in its regional and long-term focus, as well as in the ways the partners support the project. The results achieved to date can be attributed to several factors including:

- **Creating stronger linkages to formal and informal markets:** Connecting project supported farmer associations to Cargill's formal market and to local markets has been critical to improving small-holder farmers' livelihoods. For example, connecting NTF sorghum and yellow maize producers to Cargill's supply chain resulted in the sale of 100% of Nicaragua's sorghum production and 89.3% of Honduras's yellow maize production. In Guatemala, NTF farmers sold 12 times more green beans, 4 times more blackberries, and 8 times more peas to local markets compared to baseline. Farmers in Honduras sold 4 times more white maize and 4.2% more red beans by the end of the project.
- **Increasing access to inputs:** The partnership has consistently dedicated resources to help farmers access different types of agricultural inputs including improved seed varieties, agricultural tools, machinery, fertilizer, and insecticide to improve their agricultural productivity. NTF farmers in Guatemala, Honduras, and Nicaragua increased their access to inputs by 27.8%, 25.7%, and 34.8% respectively.
- **Promoting better agricultural practices:** Through EDUCAN, NTF, and NTFII, CARE and Cargill have trained thousands of farmers to use agricultural techniques that will help them improve their production. Between 2013 and 2016, the proportion of farmers implementing agricultural practices promoted by the partnership doubled in Honduras and Nicaragua. There was 26.1% increase in Guatemala, with 95% of the farmers applying improved practices at the end of NTF.

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