

2016 YEAR IN REVIEW

THE BIG PICTURE

In 2016, IFDC steadily progressed toward its mission to increase global food security and agricultural sustainability. With a budget of \$60 million, the organization implemented more than 30 projects and research initiatives in 25 nations. From Bangladesh to Zambia, IFDC's technology transfer, training, and market linkages assisted hundreds of thousands of agricultural entrepreneurs to better their lives through improved crop production and incomes.

The United Nations Sustainable Development Goals (SDGs) inform our work and our goals, whether we are researching breakthrough agricultural technologies and processes or implementing projects. The following pages show a few examples of how the SDGs guided our work in 2016.





At IFDC, it all starts with sustainable agriculture, which we see as the answer to the first two goals. We assist farmers to boost their crop production to nutritiously feed their families, through improved seeds, appropriate fertilizer use, and other good agricultural practices.

But IFDC believes that improved agriculture does not end with bigger yields. Our efforts follow through on ensuring that those higher yields make it to markets, and eventually to other consumers, from the base of the pyramid to the top. For example, from 2012 to 2016, our Catalyze Accelerated Agricultural Intensification for Social and Environmental Stability (CATALIST-Uganda) project linked more than 70,000 farmers to agribusinesses, the sales from which are resulting in a 50 percent increase in their incomes. It is our aim to ensure our farmers' hard work not only puts food on the table but is profitable.



Empowering women farmers and entrepreneurs represents one of the surest routes to achieving a world free of poverty and hunger. According to the Food and Agriculture Organization (FAO) of the United Nations, if given the same access to tools and knowledge as men, yields on women's farms could increase 20-30 percent, which could provide food security for up to 150 million people.

IFDC's Catalyze Accelerated Agricultural Intensification for Social and Environmental Stability (CATALIST-II) project, from 2012 to 2016, determined to engage and empower women farmers in Burundi, the Democratic Republic of Congo, and Rwanda. These women farmers, many of whom had access to fertilizer for the first time in their lives (through a women-focused subsidy system) increased their yields to four times the national average. But their empowerment did not stop at the farm, as they learned business management practices, received access to credit, and were linked to profitable markets. In Burundi alone, 18 sorghum cooperatives provided the nation's largest brewery with more than 10,000 tons of white sorghum, valued at \$2.6 million.



IFDC's 2SCALE project increases producer access to processing and storage technologies that reduce post-harvest losses, links its partner farmers to buyers to sell their produce, and empowers farmers to integrate into competitive value chains. From sorghum to soybeans, onions to oranges, post-harvest losses are reducing by 15 percent or more across the board – ensuring that boosted yields do not languish in fields but become nutritious food for national and international consumers.

IFDC recognizes that appropriate fertilizer use is critical for sustainable intensified agriculture production that provides for food security with minimal environmental impact. Our Fertilizer Research Program evaluated balanced plant nutrition including the use of micronutrients to enhance nitrogen nutrient use efficiency in sorghum. Greenhouse trials focused on zinc (Zn), a key nutrient for plant and human health. These trials also demonstrated Zn to aid in plant resilience to climactic stressors such as drought.

In a separate study in 2016, IFDC collected more than 2,000 georeferenced soil samples and more than 1,000 plant tissue samples from the Feed the Future zone of influence in northern Ghana. By evaluating these samples, IFDC identifies nutrient deficiencies in soils and is producing soil fertility maps to enable site-specific fertilizer recommendations for reducing improper fertilizer use and assuring balanced plant nutrition.

Initiatives like our Fertilizer Deep Placement and Microdosing (FDP MD) project are teaching farmers to use farm inputs responsibly, by promoting new technologies (FDP and MD) that increase nutrient uptake and result in higher yields per kilogram of fertilizer used. Malian smallholders applied these approaches on more than 175,000 hectares (ha) of farmland in 2016.



Knowing the improper use of fertilizer products can contribute to climate change and its impacts, IFDC puts a top priority on providing farmers with tools and training to properly apply fertilizers to their fields. Additionally, IFDC promotes farmer-accessible climate-smart technologies in its field projects.

In Bangladesh, for example, IFDC's Accelerating Agriculture Productivity Improvement (AAPI) project promoted UDP, a climate-smart fertilizer technology. More than 2 million farmers have adopted the technology, which reduces urea use by more than 30 percent while increasing rice yields by 15 percent. The improved efficiency results in a 60-80 percent decrease in nitrous oxide emissions.

WE NEED STORIES

When asked why he believed stories were so important, best-selling author Philip Pullman responded, “Because they entertain and they teach; they help us both enjoy life and endure it. After nourishment, shelter and companionship, stories are the thing we need most in the world.”

When faced with the state of the world – the hunger, the poverty, the famines, the wars – the stories we tell give us hope and encouragement, the will to continue working for good in the world. According to recent surveys by the Gapminder Foundation, globally, more than 9 out of 10 people do not believe the world is getting better.

That is why, in 2016, IFDC has been telling stories, not about ourselves but of the farmers who, empowered by knowledge and technology, are changing their families, villages, nations, and the world. Theirs are the stories that show us our world is indeed getting better. Indeed, stories are the thing we need most in the world.

The following stories demonstrate not only that IFDC’s development approach works, but that sometimes even small changes effect big impact.



NIGERIA: FROM THE BANK TO THE FIELD

When economist Pam Dung left his banking job of three years, he didn’t look back.

“I decided to quit my job at the bank and go into farming, and I’m enjoying it,” Dung said. “My dream is to become a renowned farmer.”

Dung, a partner with IFDC’s 2SCALE project, has been learning the ins and outs of treating agriculture as more than simply a way of life. From applying good agricultural practices to properly preparing his produce for market, Dung’s approach to the farm has completely changed. His farm is now a business, not just a source of seasonal produce.

“[Before] we knew the market for vegetables was there, but we lacked the knowledge on how to access the markets.” Now, the project has linked him to a market, to which he can sell yields six times greater than before coming in contact with the project.

Recently, his farmer organization acquired a grant of \$400,000 to establish a tomato seed farm, from which local farmers can acquire improved seeds that will produce high-quality fruit that buyers desire.

Read his full story at: <http://bit.ly/PamDung>.



IFDC TRAINING HOSTS SUCCESSFUL STUDY TOUR

IFDC's specialized trainings attract professionals from many fields, from farmers to non-governmental organization workers to officials from ministries of agriculture. The 2016 U.S. Study Tour, the largest in the annual event's history, attracted more than 40 innovative farmers, agronomists, soil scientists, researchers, and extension agents from over 20 countries.

These participants visited 25 organizations, companies, and universities in six states to learn the latest in agricultural science, and guest speakers – including IFDC staff and other leaders in the U.S. agricultural industry – shared their experience with the group. Participants were introduced to five U.S. agricultural value chains: corn, cotton, rice, soya bean, and vegetable. They were exposed to technology advances in precision agriculture, biotechnology, nanotechnology, and water and nutrient management. In addition, the trip offered many networking and knowledge-sharing opportunities – and several attendees even found time to catch a Cardinals game in St. Louis, Missouri.

The study tour was one of IFDC's most successful, to date, and according to one participant, the training was “a very excellent program...on considering the future of agriculture. I am concerned more than ever before of the need to develop new mindsets, skills, and attitudes in order to transform agriculture in developing countries. I will recommend the program to my colleagues.”

Read the whole story at: <http://bit.ly/IFDCStudyTour>.



ETHIOPIA: WE LIKE LIKIE!

Empowering women changes the world, even one community at a time. In Ethiopia, the 2SCALE project is working with skilled women to sell nutritious food at accessible prices.

With partner firm GUTS Agro, 2SCALE devised a marketing plan – called the Likie model – to promote Supermoms, a highly nutritious baby food, to low-income consumers. The Likie model targets entrepreneurial women, helping them become micro-franchisees who engage potential customers and distribute the product.

Affectionately called “Likie Ladies,” these women work hard to promote their business – but also promote nutrition. One group even performed guerilla marketing campaigns at schools, teaching the benefits of the product and the importance of good nutrition.

One Likie Lady, Elsa Kebede, who has a nursing degree and runs her Likie business on the side, garnered sales exceeding \$1,000 less than two months after taking on the business opportunity.

Another Likie Lady sums it up well, “I am making more money than ever before, [and now] I can provide better for my children.”

Read the full story at: <http://bit.ly/LikieLadies>.



BANGLADESH: ASHRAF ALI SEIZES THE DAY

It was only a few years ago that Ashraf Ali farmed a small half-hectare of land. His crop production barely got food on the table, much less paid the bills. For years he searched for extra work and was eventually compelled to take out loans.

Now, he stands proudly, pouring granulated urea into a machine that changed his life. After receiving a tip from a local extension agent, Ali jumped on a deal to buy a urea briquetting machine – going so far as to mortgage some of his land to another farmer.

After attending several trainings on operation, maintenance, and business practices, Ali was set. He was the only urea briquette producer when he started his business, and now his gross seasonal earnings can exceed \$1,500.

“Starting a fertilizer business with my own briquetting machine was a blessing for me and my family,” Ali said.

With the extra capital, Ali paid back financing on the machine, expanded his farm, and built a new house. With the steady income, Ali and his family finally have stability.

Read his whole story here: <http://bit.ly/AshrafAli>.

2016

FINANCIAL HIGHLIGHTS

Balance Sheet - For the year ended December 31, 2016

Assets:	U.S. \$'000
Cash and cash equivalents	4,076
Contracts receivable, net of allowance for doubtful account	7,190
Other receivables	391
Supplies inventory	35
Prepaid expenses and advances	<u>519</u>
Total current assets	12,199
Buildings and equipment, net	99
Contributions receivable, noncurrent	
Total assets	<u><u>12,298</u></u>
Liability and Net Assets:	
Accounts payable	703
Accrued salary, w/holding and leave	1,292
Deferred revenue	12,527
Other liabilities	
Total current liabilities	<u>14,522</u>
Unrestricted net assets	(2,232)
Permanently restricted net assets	8
Total liabilities and net assets	<u><u>12,298</u></u>

DONORS

ACDI/VOCA	International Fund for Agricultural Development (IFAD)
Africa Rice Center	International Institute for Tropical Agriculture (IITA)
African Fertilizer and Agribusiness Partnership (AFAP)	International Potash Corp (ICPUSA)
Alliance for a Green Revolution in Africa (AGRA)	Islamic Development Bank
Bangladesh Rice Research Institute (BRRI)	Netherlands Ministry for Development Cooperation (DGIS)
Centre for Development Innovation (CDI)	OCP S.A.
Chemonics International, Inc.	Rutgers University
Context Global Development	Saudi Basic Industries Corporation (SABIC)
Development Alternatives, Inc. (DAI)	Solidaridad West Africa (SWA)
Embassies of the Kingdom of the Netherlands	Swiss Agency for Development and Cooperation (SDC)
Embassy of Ireland	The Fertilizer Institute (TFI)
Federal Government of Nigeria	United Nations Office for Project Development
IDH Sustainable Trade Initiative (IDH)	(UNOPS - LIFT)
International Crops Research Institute for the	United States Agency for International
Semi-Arid Tropics (ICRISAT)	Development (USAID)
International Fertilizer Association (IFA)	Wal-Mart Foundation, Inc.
International Food Policy Research Institute (IFPRI)	

Statement of Revenue and Expenses - For the year ended December 31, 2016

Revenue and Support:	U.S. \$'000
ACDI/VOCA	285
AGRA	424
AFAP	167
Chemonics International, Inc.	210
CDI	331
DAI	359
Dutch Embassies	16,298
IFAn	86
Embassy of Ireland (Irish Aid)	93
DGIS	9,327
TFI	140
SWA	199
SDC	2,500
Wal-Mart Foundation, Inc.	9
UNOPS-LIFT	1,022
USAID	24,572
Others	4,026
Total revenues and support	<u>60,048</u>
 Expenses	
Research and development	2,976
Field projects	42,748
Capacity building	6,312
VFRC	143
Support activities	7,797
Total expenses	<u>59,976</u>
Increase in unrestricted net assets	<u>72</u>

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