

Capability Statement



SNV Horticulture

SNV facilitates the development of commercial and climate smart horticulture value chains. We enable value chain actors to improve markets with the objective to increase incomes, and make safe and nutritious foods available to consumers. We develop market-based services that increase production, link markets with farmers, and professionalise service provision. We work with partners and governments to create an enabling environment and accelerate investments in the sector.

The opportunity

The global fruit and vegetable market is estimated to be worth over €2.5 billion and is expected to grow with increased incomes and urban populations. At the same time, two billion people still suffer from malnutrition and would benefit from an improved diet. Professionalising local value chains offers opportunities to meet this demand and contribute to sustainable development.

The challenge

Producers in developing countries often have low yields, over-use pesticides (i.e. 200,000 people die annually as a result of overuse and inadequate pesticide use), and lack proper post-harvest management skills (i.e. half of the world's fruit and vegetable production goes to waste). Farmers also suffer from a lack of business connections and financing, climate change impacts, restrictive regulatory environments, and insufficient access to information; all constraining possibilities to grow the sector and increase incomes.

Our approach

SNV offers a proven market based approach for the horticulture sector to address the problems of smallholders, suppliers, processing companies, retailers as well as consumers. SNV brings together stakeholders and builds capacities of value chain actors to increase the efficiency of horticulture supply chains, improve food safety and reduce food losses, while increasing business opportunities.

We draw on our decades-long experience as an implementer - using best practices in agriculture production, supply chain management, market-based solutions, and strengthening public institutions and service providers - to develop agriculture markets at scale. SNV's horticulture value chain approach consists of the following elements:

- **Market system development:** we analyse local challenges and identify opportunities to grow the value chain. We support producers, suppliers, processors and authorities to jointly prioritise bottlenecks in the value chain, agree on interventions and allocate investments. We address these bottlenecks by developing market-based services. We facilitate cooperation between producers, and processors on business opportunities,



production and pricing. We train trainers and business development providers on production planning, and improved handling of produce so that producers can meet identified market demands;

- **Public Private Partnerships:** SNV works in public-private partnerships to address bottlenecks and develop best practices. These partnerships are also vehicles for change by scaling-up innovative solutions and improving value chain governance;
- **Inclusive Business:** we work with several value chain partners. We stimulate stakeholders to create joint horticulture sector investments and develop service delivery solutions to improve value chain effectiveness. We manage funds with matching grants for companies that come up with innovations that stimulate inclusive growth. We transform producer groups to become more entrepreneurial and ensure that they are included in value chain development. In this way they become strong market players, that can negotiate mutually profitable deals;
- **Smart extension services:** market-based (i.e. paid) extension services help professionalise the value chain. We develop Farmer Field Schools and model farms (i.e. 'seeing is believing') for practical training. We support the provision of mobile phone based extension services, and promote the use of weather data and market price information that will help farmers to increase their yields and income;



Professional spray teams are now active as entrepreneurs in six Kenyan counties after training and support from the HortIMPACT project

- **Sustainable intensification:** we improve value chain efficiencies, increase productivity and promote green technologies. This leads to reduced post-harvest losses, and decreased use of pesticides, herbicides, and water. In our training workshops for example, we promote the use of agro-forestry, solar pumps, drip irrigation, mulching, crop diversification, and improved varieties which increase production as well as resilience to climate change at the farm and value chain level;
- **Financing:** access to finance is crucial to leverage increased production and efficiency, resulting in accelerated sector growth. SNV links producers, producer organisations, service providers and processors, to banks and other financial institutions. We help them create business plans and to be investment ready.

In addition to professionalising value chains and grow profits, our projects improve consumers' dietary behaviour, address gender imbalances, and create employment opportunities for young people, through our dedicated methodologies - **Sustainable Nutrition for All (SN4A)**, **Balancing Benefits**, and **Opportunities for Youth Employment (OYE)** respectively.

Our Partner and Donors

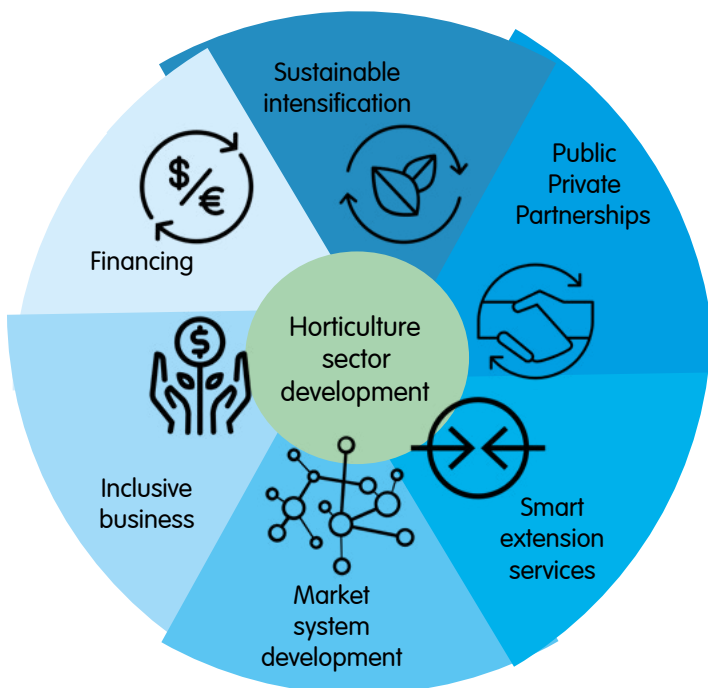
Our experience and results make us a respected partner for many donors, partners and governments.

Some of our project partners:

We work together with many partner organisations, such as Agriterro, EastWestSeeds, Hivos, IDH Sustainable Trade Initiative, Koppert Biologics, Rabobank, RijkZwaan, and Wageningen University and Research (WUR),

Our donors

Our horticulture projects are funded by several donors, such as Comic Relief, the Dutch Ministry for Foreign Affairs and its embassies (Dutch MFA), the European Union, IFAD, the Swiss Agency for Development and Cooperation (SDC), and the World Food Programme (WFP).



Our Horticulture sector development approach

Horticulture is a fast growing portfolio in SNV. We currently manage 15 horticulture projects in 12 countries, with a total value of €83 million.

Value Chain Development and Youth Employment 2017 - 2021 | Mali | €22.4 million | EU of which €2 million by Dutch MFA

Young people in Mali often lack decent employment opportunities. The OYEM project stimulates economic development and stability by creating (self)-employment opportunities in the horticulture, waste management, agribusiness and handicraft sectors in the Koulikoro, Kayes, Gao and Bamako. SNV will select young people, and provide training on life and business skills as well as good horticultural practices. We will also develop horticulture value chains and agribusiness SMEs, to match young people with employment and business opportunities. Finally, we will mentor and coach young entrepreneurs deep into the job. A total of 8,620 young people, including 2,586 women and 1,293 returnees, will complete the training program and 6,472 jobs will be created.



Investing in Horticultural Development in Rwanda (HortINVEST) 2017 - 2021 | Rwanda | €16.3 million | Dutch MFA

An estimated one million households in rural Rwanda are growing vegetables, fruits. The harvests are mainly used for household consumption. In line with governmental priorities, HortINVEST is aiming to increase farmers' incomes, grow the relative contribution of the horticultural sector to the local economy, and improve the food and nutrition security status of the targeted households. We do so by increasing their productivity and stimulating the commercial sales of their harvests. The project is also addressing gender inequalities, youth employment, climate change resilience and is supporting the growth of value chains for export markets. The project aims to reach at least 44,000 farmer households and attract at least €5 million of co-funding from private sector partners. HortINVEST is implemented by SNV (lead) in partnership with Agriterra, Holland Greentech, IDH Sustainable Trade Initiative and WUR.



HortiFRESH in West-Africa | project lead: Wageningen University and Research 2018 - 2021 | multi-country | €6.6 million (total value €9.0 million) | Dutch MFA

Vegetable and fruit consumption in Ghana is growing rapidly as a result of the country's sustained economic growth. A burgeoning middle class is demanding healthy and high quality food. The local horticulture sector is not able to meet this increasing demand due to a lack of skills, the over-use of pesticides, food losses and lack of access to credit and commercial markets. Implemented in Ghana and Ivory Coast, the project will establish commercial and professional horticulture markets that contribute to inclusive economic growth and have the capacity to continuously innovate in terms of products and services. The project aims to reach 15,000 farmers and increase productivity by 20%.



Cambodian Horticulture for Accelerating Income and Nutrition (CHAIN) (phase I & II) | 2014 - 2020 | Cambodia | €7.1 million | SDC

The project aims to establish inclusive extension services to promote the safe production of horticultural products, increase incomes and the food security of different value chain actors. The project uses a results-driven market development approach, strengthens capacities and inclusive governance. CHAIN-II encourages smallholder farmers to diversify their production of vegetables by introducing horticultural techniques and establishing market linkages required to generate additional income. Until 2020, the project aims to reach 9,750 households. CHAIN-I (2015 - 2017) reached 6,800 farmers with 75% of homestead farmers increasing their income and 90% of reached households improving their diet by eating more vegetables.



Kenya Market-led Horticulture Project (HortIMPACT) 2015 – 2019 | Kenya | €6.7 million | Dutch MFA

The HortIMPACT project works with Kenyan and Dutch agri-businesses, to develop inclusive business cases that support small & medium-sized entrepreneurial farmers to overcome production and market challenges. SNV leverages private sector investments, co-investing up to 50% of the needed costs. These cases also create improvements in food safety and food loss. We cooperate with government agencies to formulate and implement enabling and inclusive policies; we also support innovative projects that could result in new business cases. To date, the income for 75,000 smallholder farmers has increased and 9,000 farmers have decreased their pesticide use. A mid-term review (in October 2017) showed that the project is on track. The project's second half will focus on scaling up existing business cases. HortIMPACT attracts attention as an aid-to-trade project: it supports Dutch companies to establish themselves in Kenya while also contributing to the development of the Kenyan horticulture sector.



Horticultural Livelihoods, Innovation and Food safety in Ethiopia (HortiLIFE) 2016 – 2018 | Ethiopia | €6.3 million | Dutch MFA

The HortiLIFE project is increasing the involvement of smallholder farmers in innovative and viable horticulture production that improves food security and safety, and provides access to high-end local and export markets. The project's core is setting up Farming Field Schools to ensure that future extension workers will have more practical skills to increase the productivity and income for 30,000 horticultural smallholders. SNV is also assisting smallholder farmers to engage in contract farming and out-growers arrangements. In 2017, the income of 7,950 farmers has increased.



Smart Water for Agriculture 2016 – 2019 | Kenya | €6.0 million | Dutch MFA

The Smart Water for Agriculture project is aiming to reduce and ensure the sustainable use of water and energy by farmers, by promoting farmer-led and market-based smart water products and services. These solutions will help to reduce the need for labour and other inputs, mitigate weather related risks, and promote off-season production opportunities. By bringing stakeholders together in 'Irrigation Acceleration Platforms' the programme is facilitating smart water innovation across selected counties in Kenya. In 2017, 3,000 farmers increased their income due to the project



.....

More information on our projects can be found on www.snv.org/horticulture including on the Enhancing Nutrition for Upland Farming Families (ENUFF) project in Laos; the Gender and Youth Empowerment in Horticulture Markets (GYEM) project in Ethiopia; the Enhancing Nutrition, Stepping up Resiliency and Enterprise (ENSURE) project in Zimbabwe, and; the 'Improving consumer awareness and access to certified safe tomato and mango products' project in Bangladesh.

.....

For further information on our approach and projects, please contact:
Rik van Keulen. Global Coordinator Horticulture, ✉ Rvankeulen@snv.org