



HEIFER INTERNATIONAL

A global development organization on a mission to end hunger and poverty in a sustainable way.

Heifer International believes ending global hunger and poverty begins with agriculture. For over 75 years, Heifer International has invested in smallholder farmers around the world, supporting them to build businesses that are economically and environmentally sustainable. Through interventions designed to increase social capital, economic growth and overall resilience, Heifer International connects farmers to markets.

Operating in 21 countries across Africa, Asia and the Americas, Heifer International provides farmers with technical assistance and opportunities to strengthen essential skills, including finance and business management. Farmers receive expert support to improve the quality and quantity of the goods they produce, as well as connections to local and international markets to increase sales. Heifer International works across a range of value chains, including food crops, livestock, spices and textiles.

Alongside donor partners including the Bill & Melinda Gates Foundation, DFID, the European Commission, the Inter-American Development Bank, IFAD, MasterCard Foundation, SIDA, USAID, WFP and the World Bank, Heifer International is strengthening value chain systems and delivering innovative agricultural solutions. Through partnerships with governments, the private sector, small businesses, non-profit organizations and other entities, Heifer International and its partners create unique solutions to local challenges, designed to build inclusive, resilient economies.

OUR GOAL: LIVING INCOME

Living Income is the amount of money every person in a household needs per day to live a dignified life, including a nutritious diet, decent housing, other basic needs and unexpected costs.

Heifer International works with farmers to build sustainable businesses that close the gap between actual and living income.



**35.3 million families have been assisted
by Heifer International since 1944**



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HEIFER INTERNATIONAL'S MODEL

Heifer International's community development model builds a platform for other partnerships that support farmers to grow their businesses. These include the deployment of different technologies and innovations in support of farmers, targeted financial support through Heifer International's impact investing program and broader values-based partnerships with corporations.

1

COMMUNITY MOBILIZATION

Heifer International's approach builds a strong foundation for community mobilization. At the onset of each project, participants form self-help groups, each with 20-25 members, to identify problems and solutions within their communities. Some groups are formed to help save and invest money for individual and household needs or to start a business, providing access to capital when needed.

To date, self-help group members have saved and invested \$39.1 million of their own money. As savings increase and groups strengthen, members agree on rules for the group and identify opportunities to increase their incomes, including registering as a cooperative or joining an existing one. Heifer International has worked with over 2,800 farmer-owned cooperatives with hundreds of thousands of members.

2

TECHNICAL ASSISTANCE

Scaling up production can bring extra costs and greater risks for small businesses, but Heifer International's expert field team provides technical assistance and support for adopting new processes, making better use of available resources. Technical assistance is tailored to farmers' needs, enabling them to increase the quantity and quality of the goods they produce to meet market demand.

Through a network of cooperatives and hubs, farmers learn new animal management practices and gain access to veterinary care, as well as expertise to support the growth of non-livestock focused businesses. Heifer International also provides business training, enabling farmers to improve their record keeping and write business plans, both vital for securing access to financing for working capital and continued growth.

3

ACCESS TO MARKETS

To close the living income gap, farmers need access to markets to increase sales. Heifer International undertakes rigorous economic analysis alongside farmers at the beginning of every project, identifying new income-generating opportunities linked to market demand.

The integration of private sector partnerships increases the scale and impact of interventions. Heifer International partners with local and international private sector companies to facilitate job creation and training, so farmers are able to meet the demands of local and national economies.

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