



FOOD SECURITY

Winrock improves **Food Security** and nutrition by transforming the way food is produced, sold and consumed.





Our approach to **Food Security** is built around principles championed by Winrock International founding board member Norman Borlaug, who sought to elevate smallholder farmers out of hunger and poverty through the use of agriculture science. Smallholder farmers face constant challenges posed by changing weather patterns and the need to improve productivity to keep pace with ongoing increases in population and prosperity. We help smallholder farmers increase productivity, foster entrepreneurship and gain access to resources, markets and services. We work with households and communities to address social, cultural and economic barriers to good nutrition. To ensure the sustainability of our **Food Security** interventions, we build the capacity of governments to deliver important services, mobilize private sector investments in food systems and facilitate an inclusive, enabling environment for agricultural transformation. Resilience depends upon efficient delivery systems for information, products and services.

Methodology

Transforming agriculture to ensure and sustain **Food Security** requires a market-based and inclusive approach that integrates the smallest and most remote farmers into food systems. We work backwards from the end market to identify private sector needs and constraints. We address those needs through “push” and “pull” strategies that create pathways for farmers to satisfy demand in the market and move beyond subsistence farming. “Push” activities create social safety nets and build the capacity of individuals, households

and communities to participate in and benefit from market systems. “Pull” activities strengthen collaboration between farmers, markets and service providers, while leveraging the participation of the private sector and promoting the increased use of technology.

Winrock is committed to helping people gain consistent access to sufficient and affordable food to meet their basic nutritional needs. Our work directly aligns with the United Nations’ (UN) Sustainable Development Goal to end hunger, achieve food

security, improve nutrition and promote sustainable agriculture. Winrock's **Food Security** work impacts other Sustainable Development Goals as well, including poverty reduction, improved health and well-being, and elevated livelihoods. In Winrock's experience, women are the nexus between agriculture and nutrition. Our nutrition strategy focuses on women, recognizing the importance of addressing core challenges related to the ability of women to generate household income and make decisions about household resources.

Our approach to **Food Security** involves:

Farm Management Activities:

- Form and strengthen the capacity of farm groups to aggregate product, connect with buyers, and negotiate sales in marginal areas with low production and little trader activity.
- Build capacity to understand the costs and benefits of investing resources in new farming approaches, and to adjust production planning to respond to market demand.
- Promote savings for future investments while also strengthening traditional safety net mechanisms for vulnerable community members.
- Provide training on basic nutrition, sanitation and health, and integrate household nutrition outcomes into the decision-making process for good farm management.

Productivity Activities:

- Improve water capture, storage and management to reduce production risk.
- Provide business coaching by local service providers to encourage incremental steps that produce tangible improvements in yields and sales.
- Facilitate more diverse and resilient production systems that include a combination of crops and livestock for sale or household use.
- Link farmers to technologies and improved practices to save labor and transform production systems.

Access to Market Activities:

- Facilitate sustainable buyer-seller relationships and train farmer groups on collective marketing, including aggregation and direct sales.
- Increase farmer group compliance with international food safety systems.
- Provide access to business support services, including public extension services, financing, public-private partnerships and the agrovet model, in which businesses that sell agricultural inputs to small farmers also provide knowledge and assistance to help them succeed.
- Improve supply chain infrastructure to reduce post-harvest losses and waste.



🔍 CASE STUDIES

Pakistan Agriculture and Cold Chain Projects

As part of its **Pakistan Agriculture and Cold Chain Projects**, Winrock worked on the ground in Balochistan to help farmers market their products. This was achieved by creating cold storage options and refrigerated transport capability, which has vastly increased the distance that products can be shipped without excessive spoilage. Farmers received training in post-harvest product handling and access to credit for upgrading their practices. The project directly benefitted more than 100,000 producers, cutting post-harvest losses by 50 percent and increasing farmer incomes by 40 percent.

Nepal

Winrock's deep experience in **Nepal** has informed its work with small and often-isolated farmers who have long been limited to subsistence farming. Under one program, Winrock worked with private partners to improve services to subsistence farmers. We introduced new techniques and channels for financing, irrigation and even buying seeds. Per-farmer sales have increased threefold, from \$250 to \$779. To date, incremental sales for participating farmers total \$121 million, compared to expenditures of \$15.2 million.

Asia Innovative Farmers

Winrock's approach to scaling research, development and innovation is embodied in the Thailand-based **Asia Innovative Farmers Activity**, which also extends to Cambodia, Bangladesh, Nepal and Myanmar. Winrock helps local entrepreneurs introduce cutting-edge agriculture technologies from South and Southeast Asia, facilitating the commercial expansion and scaling of new technologies to solve smallholder constraints across the region.



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PROJECTS

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