



fintrac

Agricultural solutions to end hunger and poverty

Adding Value: Handling and Processing to Boost Profits

Our postharvest improvements reduce crop losses, extend product shelf life, and raise the incomes of farmers and other agribusiness entrepreneurs. And by developing competitive processing industries, we are expanding employment and supply opportunities – particularly for women and youth.

Fintrac training and investment in value-addition for agricultural crops has expanded supply and market opportunities, improved sales and incomes, and helped us to create 200,000 new jobs in the last 10 years.

Improving Selection and Handling

Fintrac trains farmers and agricultural workers in selection, harvesting, and handling techniques that reduce losses and facilitate grading and sorting. We also encourage investment in improved inputs and infrastructure, such as field crates, packing sheds, and cold storage, adjusting specifications and costs to the size and resources of each producer.

We create demonstration sites so farmers can see the difference that good handling means to product quality – and better understand the resulting gains in end-market prices and opportunities. We also collaborate closely with commercial exporters to establish outgrower supply programs with smallholders that meet the traceability requirements of international standards and protocol systems, including GLOBALGAP.

In Ethiopia's Upper Awash area, Fintrac helped JJ Kothari Farm install new packing and grading rooms to service its 100 acres of production. The new capacity enabled the farm to begin exporting green beans, sugar snap peas, snow peas, and baby corn to the United Kingdom three times a week.

In Ghana, Fintrac introduced the country's first dedicated GLOBALGAP (then EurepGAP) training program, resulting in the certification of six fruit and vegetable farms.

In Kenya, Fintrac was instrumental in creating the KenyaGAP domestic standard, which enabled smallholder compliance with the GLOBALGAP protocol – a first for any African nation.



Developing Processing Industries

Around the world, Fintrac has fueled the development of new processing industries, such as individually quick-frozen (IQF) fruits and vegetables, and the expansion of existing ones, such as processed African Bird's Eye chili. We also target juices, purees, essential oils, and the fresh pack and fresh cut industries that are among the fastest-growing segments of the horticultural sector worldwide.

Seizing these opportunities requires substantial investment and technical guidance. Because new processing technologies can be costly and often require commercial loans, our investment projects are guided by sound market and feasibility analysis, including proper plant layout and design.

All of Fintrac's smallholder outsourcing activities include dedicated training and technical assistance to introduce calendarized planting that ensures a consistent flow of high-quality raw material. Another key to our successful processing activities is training and pre-audit assistance in quality control systems and international food safety standards, including Hazard Analysis and Critical Control Point (HACCP) protocols and Good Manufacturing Practices (GMP).

In El Salvador, Fintrac prepared a group of farmers to supply cabbage to DISTRA, a local food processor. The group's ability to consistently deliver high-quality product resulted in a long-term agreement with DISTRA to supply cabbage – as cole slaw – for El Pollo Campero, the country's major fast-food chain.

In Honduras, Fintrac was instrumental in establishing 10 major processing plants and developing 75 new processed products, from jams to plantain chips. We also created access to the U.S. market for dairy products and increased volumes of small outgrower-produced jalapeno from 3 million to 26 million pounds per year.

In Kenya, Fintrac's support of an export initiative engaged 1,300 smallholder farmers who now supply dried African Bird's Eye chili to a woman-owned processing company that exports to the European market.



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