Transforming small farms into small businesses

People think small farmers aren’t worth investing in because they’re too poor and hard to reach. But we’re proving that theory wrong. We are showing that any farm—no matter how small—can move from subsistence farming to commercial farming, if it has the right support.

Our agriculture strategy

First, we start with listening to the farmer to learn what his or her challenges are. Then we develop solutions to overcome these barriers.

Technology is one part of the solution. While iDE has promoted several technologies in the past and has a portfolio of current technologies, we realize that no single solution is appropriate for all places or for all farmers. We evaluate and modify current technologies and investigate new ones to meet each environmental and climate challenge.

We work closely with local entrepreneurs or help establish new businesses if there are none present, to manufacture, supply and service the equipment farmers need.

Through networks of these local businesses, we reach remote farmers and provide them access to the things they want: better seeds, effective pest control, fertilizers, improved soil, and labor- and money-saving technologies such as solar pumps and irrigation. They also learn about efficient agricultural practices as well as business skills such as crop diversity, planting tactics, water storage, post-harvest storage and market strategies. We teach farmers to form collectives that increase their purchasing power and attract buyers.

We have a long-term presence in each country we have selected to deliver agriculture solutions, but we plan our solutions to be self-sustainable so that we can exit when our goals are met. This ensures that our clients continue to receive the market support they require long after we are gone.

iDE is making a significant impact with our market-oriented approach in eleven countries: Bangladesh, Burkina Faso, Cambodia, Ethiopia, Ghana, Honduras, Mozambique, Nepal, Nicaragua, Vietnam and Zambia.
Agriculture impact to date

3,847,571 households impacted

19,237,857 individuals impacted

$350 average annual income gain of farmers we work with

13:1 every dollar invested in agriculture results in an additional $13 of annual income for a farmer