



UNITED STATES
AFRICAN
DEVELOPMENT
FOUNDATION

Developing and Expanding Community Enterprises

Creating Pathways to Prosperity for Underserved Communities in Africa

MALAWI



The U.S. African Development Foundation (USADF) is an independent U.S. government agency established by Congress to invest in African grassroots organizations, entrepreneurs, and SMEs. USADF's investments promote local economic development by increasing incomes, revenues, and jobs. Utilizing a community-led development approach, USADF provides seed capital and local project management assistance to African-owned and -led enterprises addressing some of Africa's biggest challenges around food insecurity, insufficient energy access, and unemployment—particularly among women and youth. Over the last five years (2016–2020), throughout Africa's Horn, Sahel, and Great Lakes regions, USADF has invested more than US\$117 million dollars directly into over 1,000 African-owned and -operated entities and impacted over four million lives.



Investing in
Communities



Growing
Enterprises



Increasing
Incomes



Building
Capacity

Last
10 Years*
of Impact

136 / **424K**
Enterprises / People Impacted

US\$11.7
Million

*FY 2011 to March 30, 2021

INVESTING IN COMMUNITIES

Challenge: The sunflower producing cooperative South Mzimba Union Small Holder Farmers Association Limited (SOMU) struggled with frequent power cuts, machine breakdowns, and poor production efficiency.

Action: USADF invested US\$246K in SOMU to construct a warehouse to qualify for Malawi Bureau of Standards (MBS) certification, buy a refinery machine, and train leaders to enhance business processes.

Results: With USADF's investment, SOMU purchased a truck for harvesting produce, constructed a warehouse and laboratory, and partially certified its cooking oil with the MBS.

GROWING ENTERPRISES

Challenge: Lower Shire Rice Marketing Secondary Cooperative Union, a conglomerate of five smaller rice-producing cooperatives, had limited profit due to low rice prices.

Action: USADF invested US\$242K in Lower Shire to certify the Union through the Malawi Bureau of Standards and train its leaders and members on branding and marketing their rice products.

Results: Within one growing season of receiving USADF's investment, Lower Shire provided clean seeds and fertilizers for members and is working on branding and marketing its rice to increase incomes and market share.

INCREASING INCOMES

Challenge: Due to a lack of working capital, Green Impact Technologies was unable to extend its reach and provide energy to rural customers.

Action: USADF invested US\$99K in Green Impact Technologies for it to train its local sales agents, improve business operations, and procure 1,540 solar home systems.

Results: With USADF's investment, Green Impact Technologies deployed 700 solar systems to off-grid communities, recruited and trained ten sales agents, and strengthened its distribution network.

BUILDING CAPACITY

Challenge: Chuma Chilimnthaka experienced low yields of its soybeans due to poor organizational structure and financial management and a lack of farm inputs for cooperative members.

Action: USADF invested US\$98K in Chuma Chilimnthaka for it to set up a crop purchase fund and enhance its organizational management.

Results: With USADF's investment, Chuma Chilimnthaka increased its sales revenue by 74 percent and membership more than twofold.



USADF.gov



USADF Malawi Investments Active in 2021*

*Active portfolio as of March 31, 2021

USADF invests directly in African community enterprises, providing grant capital and local technical support to early-stage businesses.

Associated Center for Agro-based Development and Entrepreneurship Support (ACADES)

US\$99,725 • 2 years
• Legumes

BOMFA Cooperative Society Limited

US\$99,927 • 2 years
• Sunflower and Soy

Flying Labs Malawi

US\$10,000 • 1 year
• Drones

Gwiritse Producers and Marketing Cooperative

US\$97,668 • 2 years
• Soy

Kaporo Smallholder Farmer Association of Malawi

US\$236,684 • 3 years
• Rice

Lower Shire Rice Marketing Secondary Cooperative Society

US\$241,738 • 5 years
• Rice

Lupanda Producers and Marketing Cooperative Society Limited

US\$217,175 • 5 years
• Beans

Mpepa Producers and Marketing Cooperative

US\$99,708 • 2 years
• Soy

Mwandama Producers and Marketing Cooperative Union

US\$99,115 • 2 years
• Soy

Nandolo Farmers Association of Malawi

US\$226,958 • 5 years
• Legumes

South Mzimba Union Smallholder Farmers Association Limited

US\$245,969 • 5 years
• Irrigated Agriculture

Talimbika Agro-Processing and Marketing Cooperative Society

US\$202,043 • 5 years
• Seed Oils

The Farm

US\$10,000 • 1 year
• Agribusiness

Tikondane Women Savings and Credit Association

US\$99,163 • 2 years
• Solar

Tukumulane Farmers Association (TUFA)

US\$98,372 • 2 years
• Soy

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USADF's Local Partner Organization:
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