**Sustainable Development Goals**

- **Regional Context – East Africa**
  - In East Africa, 7 million people are at risk of starvation and another 33.8 million face acute food insecurity.\(^1\)
  - Agriculture comprises ~36% of East Africa’s emissions → reducing dairy emissions is key to country mitigation plans.\(^2\)
  - Across the African continent, dairy and livestock productivity remain low.

**Development Challenges**
- Sustainability beyond lifespan of short-term agriculture and nutrition projects: results in sub-par economic nutritional, and environmental impacts
- How can we create long-term viable solutions to set the stage for a food-secure future, with a focus on sustainability, nutrition, and climate resilience?
- Private sector engagement is an essential solution to some of these sustainability questions, but how can we incentivize private partners to participate in new markets or opportunities that are sometimes deemed risky?

**Methods/Approach**

- **Solution**
  - Private Sector Alliance Model: pre-competitive private sector collaboration and farmer-allied approaches
  - Through the alliance approach, actors across the livestock market system can adopt farmer-allied, inclusive, accessible climate-smart approaches for different agro-ecological zones

**Dairy Nourishes Africa (DNA) – Tanzania and Kenya Pilot**

**Introduction / Background**

**Nourishing Prosperity Alliance (NPA)**

**Strengthening Forage Markets in East Africa**

Through an alliance with Corteva Agriscience, Forage Genetics International, and the International Livestock Research Institute and numerous other local and international firms, the pilot is advancing the sustainable farming practices of more than 5,000 women smallholder farmers while increasing the supply of nutritional dairy products to local communities.

**Market entry challenges:** High transactions costs, low demand for forage, low supply of quality forage, relationships with government stakeholders.

The alliance model reduced associated risks, and each partner brings a unique business value to the table.

**Collaboration Is the New Competition:**

**How Private Sector Alliance Models Can Sustainably Transform Livestock Markets and Productivity**

**Giselle Aris & Dai Harvey**

**Land O’Lakes Venture37**

**References / Links**

1. World Resources Institute Climate Analysis Indicators Tool (WRI CAIT) 2015 - 2018.

**Conclusion / Significance**

**Private sector-led, government-enabled solutions via alliance models can offer long-term commercial viability and correct market distortions in inclusive, sustainable ways.**

This gradual, sustainable transformation attracts youth and sets the stage for a climate-resilient, nutritious future, while harnessing market systems that are farmer- and consumer-allied.

**Acknowledgements**

1. Dairy Nourishes Africa was founded by the Global Dairy Platform, Venture37, and Bain and Company. Catalytic financing was provided by GDP, and the Gates Foundation and Sida are now supporting the scale up of this work in Tanzania.
2. Nourishing Prosperity Alliance was founded by Venture37, Corteva Agriscience, Forage Genetics International, and the International Livestock Research Institute.