



LAND O'LAKES
VENTURE³⁷



2021

Annual Report



ON THE COVER

“Abundant Food, Unlimited Potential” –According to the United Nations, the world’s population will be nearly 10 billion by 2050. We’ve got to work together—across continents, cultures, and markets—to make abundant, nutritious food available so everyone can realize their full potential.

Smallholder farmer Liliana stands near her intercropped maize with her child in Hombwa village, Mozambique. The Feed the Future Resilient Agriculture Market Activities – Beira Corridor (RAMA-BC) project demonstrates climate-sensitive agriculture practices, such as intercropping, to smallholder farmers in central Mozambique.

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That's the percentage
of our earth's land
where farmers grow
their crops and raise
their livestock to
nourish the world.

ABUNDANT FOOD, UNLIMITED POTENTIAL

THE PROMISE OF A BRIGHTER FUTURE

*A*t Land O'Lakes Venture37, we recognize that for most people around the world, 2021 was particularly challenging — many of the phenomena that made 2020 such a historically difficult year persisted; prompting us to re-assess how we do our work and live our lives. Our global community faced hardship from the ongoing health crisis, market disruptions, global threats to democracy, the climate emergency, and inequity at home and abroad. These challenges have put a strain on already stressed market systems around the world, making it harder for farmers and agribusinesses to get the products and inputs they need and for people to gain access to the things they need to survive.

And this crisis is only getting worse. With the world's population surging toward 10 billion by 2050, we need to make abundant, nutritious food available so everyone can realize their full potential.

These hardships have challenged us to innovate and to keep pushing forward — knowing that our work is rooted in tomorrow's promise of a brighter future.

Our team believes that farmers are at the heart of that brighter future, knowing that a more food-secure world is one that benefits all of us regardless of where we live. It's this belief that drives our work, and it's the same belief that has allowed our work over the past year to touch more than a million lives. By strengthening and providing better access to market systems, farmers can more easily obtain the supplies they need to participate in the market, which benefits individuals, families and communities around the world thrive through improved agriculture practices.

In 2021, Land O'Lakes Venture37 celebrated 40 years

of work delivering market insights, technical expertise, and innovative development practices across continents, cultures and markets. The same year also marked the 100th anniversary of our affiliate Land O'Lakes, Inc. where they celebrated a century of improving agriculture in the U.S. through diversified agribusinesses in dairy, livestock, crops and agricultural sustainability that build healthier, stronger communities across the country. These twin milestones offer us the chance to reflect how we use our collaborative partnerships to lean into our mission of long-term, human centered impact while striving toward our vision of abundant food that fuels unlimited potential. To accomplish this, our work is focused on embracing competitive markets, ensuring resilient systems, advancing healthy, nutrition-secure communities, and enabling inclusive societies. Through our partnerships with governments and organizations around the world, Venture37 has worked in 80+ countries,



impacting the lives of millions of women, children, and men, bolstering livelihoods and establishing enterprises that carry on far beyond the lifespan of our work.

Last year, we worked toward a brighter future with the people of Lebanon as they experienced one of the most severe economic crises since the mid-19th century. Together with our local partners we worked tirelessly to strengthen their agri-businesses and spur economic growth through a program funded by USAID, strengthening their ability to survive and thrive. In Mozambique, we partnered with local research institutions, through a Feed the Future program, conducting research and innovating on the climate benefits of intercropping. In collaboration with our partners, our colleagues in Malawi used data to create ready markets for businesses and farmers that reduce dependency on tobacco.

These are just a few examples of the life-changing work taking place in villages, communities, and towns around the world, every day.

Further enhancing our mission is the work we have done through our DEI initiative. Our employee-led committee helped advance the work focusing on our workplace, workforce, and the marketplace. Among other initiatives, Venture37 became a founding member of the Coalition for Racial & Ethnic Equity (CREED). We endorsed CREED's pledge for racial and ethnic equity — signaling our re-commitment to embrace and promote racial and ethnic equity within our own organization and throughout the broader development industry.

As we turn our attention to the future, we know that there is more work to be done. The world around us continues to reel from inequality, poverty, and food insecurity. Land O'Lakes Venture37 is working toward deep-seeded, long-lasting change, empowering local communities to build resilient food systems, lifting people out of endemic poverty and leveling the playing field for farmers and their families. And we will continue to press forward, relying on our century of strong agricultural roots to keep delivering local, integrated, enduring solutions as we work towards a brighter future through our vision of abundant food, unlimited potential.

John Ellenberger, Executive Director, Venture37
Senior Vice President, Land O'Lakes, Inc.

A NOTE FROM BETH FORD



Working across continents, cultures and markets, Land O'Lakes Venture37 helps farmers and their communities realize their full potential, while sustaining the health of our soil, water, and air. As a cooperative, Land O'Lakes, Inc. strives to help farmers — wherever they are. Venture37's global work is important as we work together to address the health and sustainability of our global food security and help to create strong, self-reliant economies. Our affiliation provides Venture37 the opportunity to leverage the expertise, talent, and innovation of our century-old cooperative. It's through their work that farmers around the world can continue to be the foundation of healthy, strong communities.

Beth Ford, President and CEO,
Land O'Lakes, Inc.

businesses supported

812

jobs created

1,092

lives impacted

1,090,422



A woman processes soft cheese at a processing plant in Eastern Georgia. The business was awarded a grant by the USDA Safety and Quality Investment in Livestock (SQIL) project to improve raw milk quality, product development, and marketing.

Tania, a university student based in Tete, Mozambique, examines maize plants on a research plot.



\$18,558,502

in sales catalyzed for supported businesses & cooperatives

\$13,768,353

in investments leveraged

SINCE 1981

315+ PROJECTS — 80+ COUNTRIES — MILLIONS OF PEOPLE SERVED

Our Mission

Helping global communities thrive through agriculture.

Our Vision

Abundant food, unlimited potential.

WHO WE ARE

The world's population will be nearly 10 billion by 2050. This means we've got to work together — across continents, cultures, and markets — to make abundant, nutritious food available, so everyone can realize their full potential. And we need to do this in a way that sustains the health of our planet.

Land O'Lakes Venture37 is uniquely positioned to do just that. That's because we have the backing of Land O'Lakes, Inc., a \$16 billion farmer-owned cooperative with diversified agribusiness in dairy, livestock, and crops. Pair this with local insights from over 40 years of agricultural development, and we've got what it takes to unlock the potential of agricultural business ventures around the world.

A millet forage demonstration plot is ready for harvesting under the Dairy Nourishes Africa Tanzania pilot project.



Globally present, locally driven.

WHERE WE WORK

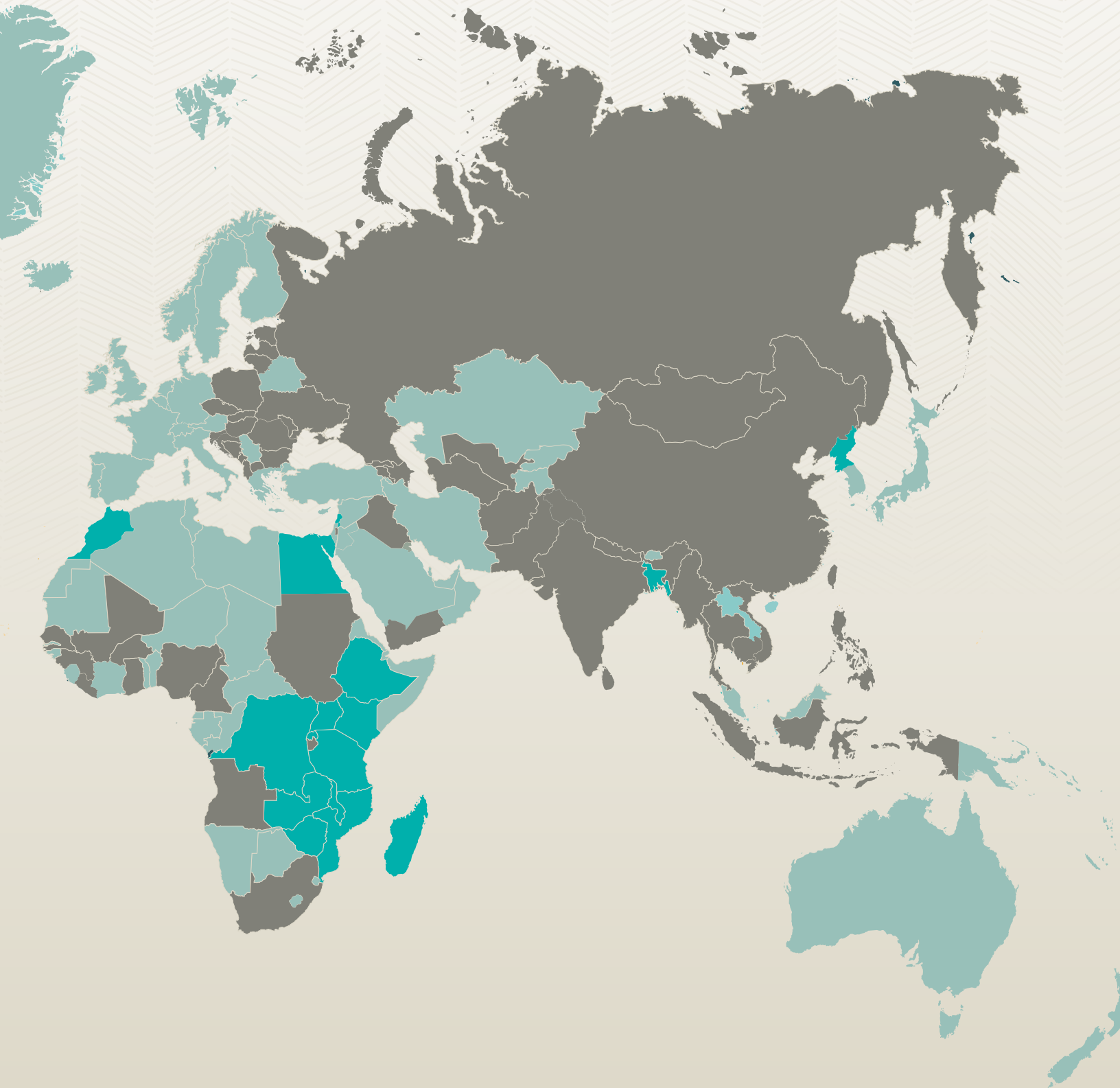
ACTIVE PROJECTS IN 2021

**Bangladesh // Democratic Republic of Congo
Egypt // Ethiopia // Georgia // Kenya
Lebanon // Madagascar // Malawi
Mozambique // Rwanda // Tanzania // Uganda**

PAST PROJECTS

Afghanistan // Albania // Angola // Armenia // Azerbaijan // Bangladesh
// Belize // Bosnia-Herzegovina // Bulgaria // Burkina Faso // Burundi
// Cameroon // China // Colombia // Costa Rica // Croatia // Czech Republic
Dominica // East Timor // Ecuador // Estonia // Ghana // Guatemala // Guinea
// Haiti // Honduras // Hungary // India // Indonesia // Iraq // Jamaica // Kosova
// Latvia // Liberia // Lithuania // Macedonia // Mali // Mexico // Moldova //
Mongolia // Montenegro // Morocco // Myanmar // Nepal // Nicaragua // Nigeria
// North Korea // Pakistan // Palestine // Philippines // Poland // Romania //
Russian Federation // Senegal // Slovakia // South Africa // South Sudan // Sri Lanka
// Sudan // Tanzania // Thailand // Turkmenistan // Uganda // Ukraine // Uzbekistan
// Vietnam // Yemen // Zambia // Zimbabwe

Since 1981, we've been implementing agricultural development projects in more than 80 countries around the world.



WHAT WE DO

We invest in agriculture to help people everywhere realize their full potential. From farmer to consumer, we cultivate competitive, inclusive markets that foster healthy, resilient livelihoods for everyone.

Through our affiliation with Land O'Lakes, Inc.'s diversified agribusinesses, our nonprofit provides a unique approach to drive inclusive and sustainable change through agriculture. Our deep expertise drawing from over 40 years of successful agricultural development projects provide a powerful methodology to transform agricultural systems.

Our cooperative roots inform our desire to collaborate with many agricultural players, driving market development, reducing investment barriers for farmers and their families, and strengthening farmer-to-fork agricultural systems.

We connect entrepreneurs and businesses to the resources they need to create transformational products and services that fuel long-term growth and profitability.

We facilitate innovative, customized solutions using agronomic know-how, local insights, robust data, and cutting-edge technology.

Land O'Lakes is a 100-year-old cooperative owned by farmers, and agricultural cooperatives and retailers. With industry leading brands and operations in dairy foods, animal nutrition, and crop solutions, Land O'Lakes has a farmer-to-fork view of agriculture and is committed to farmers near and far. That is why Land O'Lakes supports agricultural development globally.

Our cooperative roots inform our desire to collaborate



Our areas of focus

HOW WE WORK

We work alongside people operating farms and businesses to deliver integrated solutions that build and improve food and agriculture systems. We've got what it takes to support competitive markets, resilient systems, healthy, nutrition-secure communities, and inclusive societies that foster healthy livelihoods for all.



Above: A millet forage demonstration plot is ready for harvesting. The field day was organized by the DNA Tanzania pilot project in partnership with Advanta International. Right: Vet students in Georgia examine the health of a calf. The USDA Georgia

Safety and Quality Investment in Livestock (SQIL) project supports educational curriculums of major Georgian veterinarian schools, as well as their students' exposure to practical training, internships, and skills development.



RESILIENT SYSTEMS

Equipping people and businesses with the capacities to manage during and after extreme shocks is vital to fostering healthy, resilient livelihoods. We work with our partners to strengthen household and community capabilities to respond to, adapt to, and recover from risks, shocks, and stressors, like natural disasters, disease outbreaks, and conflicts. By promoting climate-smart agriculture practices and technologies, we are also able to help communities respond to increasingly severe and unpredictable weather events that threaten agricultural progress.



INCLUSIVE SOCIETIES

Inequity and inequality threaten progress and limit what we can accomplish together, which is why we value diverse societies, cultures, and identities. We inform our practices with social and cultural learnings to respectfully facilitate access to products and services that enhance food security and livelihoods for all. We aim to engage and empower all members of society, including women, youth, and marginalized populations, to help all people realize their potential.



HEALTHY, NUTRITION-SECURE COMMUNITIES

We recognize that animal, plant, human, and environmental health are interconnected and must be addressed collaboratively to improve global wellbeing. We also recognize that without access to and safety of quality, affordable, and nutritious food, people cannot unlock their full potential. By applying a One Health approach and promoting dietary diversity to increase access to nutritious, safe foods throughout our work, we help communities around the world, from farmer to consumer, thrive through agriculture.



COMPETITIVE MARKETS

We believe that when economies thrive, people can realize their full potential. That's why we're committed to working with our partners to improve market access and trade. Through catalytic access to finance and private sector investment, and by advancing opportunities for entrepreneurs and businesses, we help our partners build effective, enabling environments and transform food and agricultural systems.

SUCCESS STORIES

21

20



Success stories



A Rehabilitated Smart Nursery in Lebanon Sustains Its Community

With the support of the USAID Lebanon Investment in Quality (LINQ) project, implemented by Venture37, the University of Balamand in Akkar, Lebanon rehabilitated and upgraded their nursery to better serve the farmers in the surrounding 14 villages, who rely heavily on their produce for survival. Completed in 2021, this new high-tech nursery enabled the university to plant high-quality, disease-resistant seedlings and improve farmers' vegetable production, while also benefitting its students with trainings and improved agriculture knowledge.

Abdel Rizzak Deeb, an agricultural engineer, shared, "I have recently graduated, and just like my young peers, I was worried about finding suitable job opportunities, especially in these difficult times. With the support of USAID, the University of Balamand offered me a job.

This opportunity allowed me to stay in my hometown, Akkar, instead of seeking employment in other agricultural areas or moving to Beirut to make a living, or even leaving the country, like most Lebanese young people, to escape these hard times. As an Agricultural Engineering student, the knowledge I have acquired is mostly theoretical. However, this nursery allowed us to integrate theory with application and get hands-on experience while studying."

Above: The University of Balamand's smart nursery in Akkar, Lebanon. Below: Abdel Rizzak Deeb was one of the young people that was able to find employment at the University of Balamand, Lebanon with support from the USAID LINQ program.





RESILIENT INVESTING

Dairy Farmers Adopt Sustainable Practices That Boost Production and Care for the Planet

By 2050, the world's population will be nearly 10 billion people. Yet, we are behind on global nutrition goals: malnutrition remains a global challenge, especially for children. Transformation is needed to ensure that our global food systems align with global sustainability goals. This means that it's critical to re-imagine food systems in a way that can both feed a growing population while sustaining the health of our planet.

Working with the Global Dairy Platform, Land O'Lakes Venture37 and Bain & Company implemented a public-private partnership called Dairy Nourishes Africa (DNA) that served smallholder dairy farmers in Tanzania to enhance on-farm productivity. DNA supported enterprises that recruited and trained extension agents to work with smallholder dairy farmers for improved technologies and practices that are proven to enhance productivity, creating a more sustainable, resilient market.

Above: A millet forage demonstration plot is ready for harvesting. The field day was organized by the DNA Tanzania pilot project in partnership with Advanta International.

COMBATting MALNUTRITION

Cooking Healthy in Mozambique

*I*n Mozambique, one Feed the Future project built upon a cookbook they had previously developed, taking a holistic approach to farm-to-table cooking. Known simply as Cozinha Moçambicana, or Mozambican Cuisine, the cookbook features traditional Mozambican recipes such as badjias (a fried snack), fried okra, fish soup, and matapa stew. In a country where climactic shocks are increasingly common and where many communities still struggle to access nutritious meals, the cookbook was originally developed by the Feed the Future Mozambique Resilient Agriculture Market Activities – Beira Corridor (RAMA-BC) project in 2018 for residents of Manica and Sofala to help meet the broader efforts of the project to equitably increase local producers' agricultural productivity, while increasing resilience to climate change.

These practical tips on food enrichment played a significant role in bolstering diets in a context where childhood stunting is common. By distributing this cookbook, the project was able to help 468 people in Sofala through training sessions, demonstration plots, and cooking displays.



Above: Program participants were taught to build food dehydrators, which they use to preserve fruits and vegetables through off-seasons. Left: Madalena, from Matica village, cooks pigeon pea badjias (fritters) using the cookbook developed by the RAMA-BC project.

ADDRESSING GENDER NORMS Inclusive Growth and Representation in Rwandan Cooperatives



In Rwanda, as in many countries around the world, gender inequality remains prevalent throughout social and economic systems. Discriminatory gender norms hinder opportunities for sustained equality between men and women in many facets of life, including within the cooperative sector.

To confront these harmful gender norms, Venture37 implemented the USAID-funded Cooperative Development Program 4 (CDP), which took an innovative evidence-based approach — gender analysis, gender action plan, and gender action research — to identify and address discriminatory attitudes and behaviors among various working groups in Rwanda. Through this approach, we are aiming to enhance women's autonomy, leadership, and decision-making skills, as well as bolster their inherent sense of self-worth and capability. CDP cooperatives can flourish more fully when meaningful and sustainable gender equality practices are enabled.

The CDP 4 program is helping cooperatives in Rwanda shift gender norms and promote inclusive representation.

USAID | DEVELOPMENT ASSISTANCE

DEMOCRATIC REPUBLIC OF CONGO (DRC)

Management of Fall Armyworm in Maize for Smallholder Farmers in DRC

Prime, through 10.17.2024

Validating and facilitating adoption of Fall Armyworm (FAW) pest management solutions for smallholder farmers and the supporting market system. In partnership with the private sector and research community, this project is shaping the future of FAW response in Africa.

EGYPT

Trade Reform and Development in Egypt (TRADE)

Sub to Palladium, through 3.31.26

Working with the government of Egypt to improve bilateral trade, attracting businesses and investment to Egypt. This activity is building the capacity of the National Food Safety Authority of Egypt and supporting coordination and communication between the Government of Egypt and food industry.

ETHIOPIA

Growth through Nutrition (GTN)

Sub to SAVE the Children, through 05.31.2021

Improved nutritional status of women and young children in Ethiopia's four productive regions, focusing on the first 1,000 days. The program increased access to diverse, safe, and quality foods.

LEBANON

Lebanon Investment in Quality (LINQ) Prime, through 5.31.2022

Enhanced food safety and quality expertise in the agribusiness and fresh products sectors. The project leveraged technical support from Land O'Lakes, Inc. quality assurance experts, including both in-country volunteers and distance mentoring assignments.

MOZAMBIQUE

Feed the Future Resilient Agricultural Markets Activity - Beira Corridor (RAMA-BC)

Prime, through 12.12.2022

Educating maize farmers about low-cost, low-input, and environmentally sustainable ways to improve production. This project supports farmers to improve on-farm practices, increasing agricultural productivity, profitability, and resilience to irregular weather.

RWANDA

Feed the Future Rwanda Orora Wihaze (ROW) Activity

Prime, through 9.30.2024

Piloting and scaling locally driven, evidence-based solutions to strengthen inclusive market systems for animal-sourced food production, marketing, and consumption. This activity aims to increase animal source food availability and affordability, especially for women and children.

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21

Projects



USAID | BUREAU FOR HUMANITARIAN ASSISTANCE

MADAGASCAR

Maharo

Sub to Catholic Relief Services, through 6.30.2024

Leading livestock interventions to help prevent and reduce acute food insecurity among the most vulnerable people, households, and communities in the regions of Androy and Atsimo Andrefana in southern Madagascar.

USAID | COOPERATIVE DEVELOPMENT

MALAWI, RWANDA, AND LEBANON

Cooperative Development Activity 4 (CDP)

Prime, through 8.14.2023

Increasing the performance of cooperative enterprises to enhance the livelihoods of their members and contribute to building more inclusive and resilient communities in Lebanon, Malawi, and Rwanda. CDP partners with cooperatives that have leveraged economies of scale through horizontal or vertical integration — working with each partner in the dairy, maize, and horticulture sectors to improve operational management, organizational governance, and business decision-making.

USAID | FARMER-TO-FARMER

BANGLADESH, EGYPT, AND LEBANON

Farmer-to-Farmer Food Quality and Safety (F2F FQS)

Prime, through 09.30.2023

Providing technical assistance to host organizations through volunteer expertise. As a F2F implementor since 1987, we have sent more than 1,400 volunteers — including over 160 Land O'Lakes, Inc. employees and cooperative members — on assignments in 27 countries.

ALLIANCE WITH CORTEVA AGRISCIENCE AND FORAGE GENETICS INTERNATIONAL

KENYA

Nourishing Prosperity Alliance

Prime, through 9.30.2022

Strengthening dairy production in Kenya with a focus on animal nutrition. Through an alliance with Corteva Agriscience, Forage Genetics International, and the International Livestock Research Institute, the project helps advance the sustainable farming practices of more than 5,000 women smallholder farmers while increasing the supply of nutritional dairy products to local communities.

THE GATES FOUNDATION

ETHIOPIA AND TANZANIA

Public-Private Partnerships for Artificial Insemination Delivery (PAID)

Prime, through 11.30.2022

Establishing more sustainable effective and affordable public and private sector channels for delivering dairy genetic gain via artificial insemination. The program improves dairy cattle productivity and farmers' incomes, while creating opportunities for investment.

TANZANIA

Tanzania Inclusive Processor-Producer Partnerships in Dairy (TI3P)

Sub to Tanzania Agricultural Development Bank, through 1.25.2025

Catalyzing inclusive transformation of Tanzania's dairy sector by promoting public-private investments to increase the incomes of 100,000 smallholder dairy farmers. We are supporting increased formal milk aggregation, sustainable scale-up of on-farm production and productivity, growth of dairy processing, and increased demand generation.

THE GLOBAL DAIRY PLATFORM

TANZANIA & KENYA

Dairy Nourishes Africa (DNA)

In partnership with Bain & Company, through 7.31.2022

Investing in East African dairy sectors to improve nutrition and food security, spur economic growth, generate societal benefits, and ensure environmental sustainability across the dairy value chain. With dairy processors as the linchpin for transformation, DNA uses a market systems approach to ensure food systems become more resilient, inclusive, and sustainable.

AGRESULTS INITIATIVE

TANZANIA

Tanzania AgResults Dairy Productivity Challenge Project

Prime, through 4.30.2024

Running up to four pay-for-performance prize competitions for dairy input suppliers to incentivize the private sector to overcome market barriers by investing in innovative research and delivery solutions to improve the lives of smallholder farmers.

USDA | FOOD FOR PROGRESS

BANGLADESH

Bangladesh Trade Facilitation (BTF)

Prime, through 9.30.2025

Expanding regional and international agricultural trade by addressing systemic constraints at Bangladeshi ports; simplifying and automating import and export processes; improving the capacity of government agencies and labs; and fostering private and public investment, especially in cold storage.

BURUNDI, KENYA, TANZANIA, UGANDA, RWANDA

Trade in Agriculture Safely and Efficiently (TRASE)

Prime, through 3.31.2024

Enhancing East African Community (EAC) intra-regional and international trade by improving sanitary and phytosanitary (SPS) systems and standards among partner states (Burundi, Kenya, Tanzania, Uganda, and Rwanda). The TRASE project leverages private sector investments in SPS capacity by enhancing public-private partnerships.

EGYPT

Transforming the Assessment and Inspection of Food businesses in Egypt (TAIB)

Prime, through 9.23.2023

Expanding domestic and international trade of Egyptian food products by supporting the establishment and scale-out of the National Food Safety Authority (NFSA). This activity is harmonizing Egyptian food law and regulations with international standards, supporting the implementation of robust inspection systems, strengthening NFSA's workforce, promoting the usage of science-based risk assessments in accordance with the SPS agreement, and facilitating trade.

GEORGIA

Safety and Quality Investment in Livestock (SQIL)

Prime, through 9.30.2024

Working with Georgian dairy and livestock agribusinesses to improve food safety and quality protocols. We're building up food safety practices through a strong private sector-led effort, supported by the Georgian Farmers Association, and incorporating expertise from Land O'Lakes, Inc.

MALAWI

Malawi Strengthening Inclusive Markets for Agriculture (MSIKA)

Prime, through 9.30.2021

Boosted agricultural productivity and expanded trade of fruits and vegetables in Malawi. The program facilitated access to finance, inputs, and infrastructure to support on-farm production.

MOZAMBIQUE

Mozambique Expansion of Rural Cattle and Dairy Opportunities (MERCADO)

Prime, through 09.30.2021

Developed a more competitive dairy market in Mozambique. The program built the capacity of dairy producers, cooperatives, and processors to improve productivity, milk quality, and business practices.

FOUNDATION FOR A SMOKE-FREE WORLD

MALAWI

Centre for Agricultural Transformation (CAT)

Prime, through 1.13.2024

Establishing a hub to catalyze Malawi's agricultural growth through an innovative partnership with the University of Minnesota, Stellenbosch University, and Malawi University of Science and Technology. CAT is fostering diversified smallholder households, particularly those transitioning from tobacco farming to alternative livelihoods.



Venture37 Executive Director John Ellenberger discusses the role of innovation and technology in global agriculture at a U.S. Global Leadership Coalition event.

THOUGHT LEADERSHIP DRIVING PROGRESS

We believe that knowledge sharing drives innovation in global development. Through webinars, research-driven thought pieces, and speaking engagements, here are just a few ways that we've led thought progress in agricultural development, in collaboration with our partners:

In 2021, Venture37 and the International Livestock Research Institute kicked off their ongoing Livestock and Livelihoods webinar series, which highlights the critical role of livestock for economies and livelihoods around the world. Covering topics such as breaking barriers for women in the livestock sector, leveraging livestock to combat malnutrition, and scaling up One Health, the series convenes experts from the research and non-profit sectors to share best practices with our agriculture and development colleagues.

Our experts have carved out time to share their work at events such as Global Minnesota's World Food Day Symposium

— where we shared the importance of peace and stability for global food security — and the 2021 Market Systems Symposium — where our experts led sessions on pressing market systems topics, including climate change adaptation through a market systems lens and innovations in market systems resilience.

Research we conducted in 2021 has helped inform learnings that we share with the development community on our Insights Hub. For example, building on past research, the Feed the Future Resilient Agricultural Markets Activity – Beira Corridor (RAMA-BC) project, implemented by Venture37, partnered with two local research institutions in Mozambique — the Universidade Eduardo Mondlane (UEM) in Maputo and Instituto de Investigação Agrária De Moçambique (IIAM) — to conduct targeted research on intercropping. Findings from this research helped demonstrate how farmers can use intercropping as a climate-sensitive agriculture practice.

WORKING TOGETHER PARTNERSHIPS IN ACTION

We believe that partnerships are integral to helping communities around the world thrive through agriculture. We work with diverse organizations across international agriculture market systems to achieve common goals and make positive, long-lasting impact. Through trusted partnerships with corporations, foundations, bi-lateral organizations, governments, research institutions, NGOs, and regional and local organizations, we each leverage our strengths — sharing resources and knowledge to support our respective missions.

Working with our partners, we can collectively drive market development, build resilient agricultural systems in the face of climate change, improve the health and nutrition of communities who need it the most, and foster inclusive societies to improve livelihoods for all.

Venture37 works with a broad range of organizations around the world, from project-specific implementing partners to longer-term strategic partnerships. We believe that strategic partnerships are built on a foundation of trust and must align with our organizational values and mission to best serve others and improve livelihoods. Through strategic partnerships, we can collectively expand technical and geographic reach, access new resources and expertise, and enter new markets to facilitate linkages and create long-term, sustainable impact in emerging agricultural markets and communities.

Lead farmer Laurinda Chadreque walks through her field in Chidengue, Barué with mulched cowpeas growing in the foreground and intercropped maize and lablab beans in the background. Since 2016, RAMA-BC has supported Mozambican producers to increase agricultural productivity, profitability, and resilience. RAMA-BC promotes the adoption of affordable and sustainable agricultural technologies and practices, including intercropping.



Revenue

CONTRACTS & GRANTS

\$22,100,000

OTHER GRANTS + NON-PROJECT

\$7,400,000

IN-KIND CONTRIBUTIONS

\$5,800,000

Financial Position

CHANGE IN NET ASSETS

\$400,000

NET ASSETS, BEGINNING OF YEAR

\$2,100,000

NET ASSETS, END OF YEAR

\$2,500,000

Expenses

PROGRAM

\$28,800,000

MGMT. + GENERAL

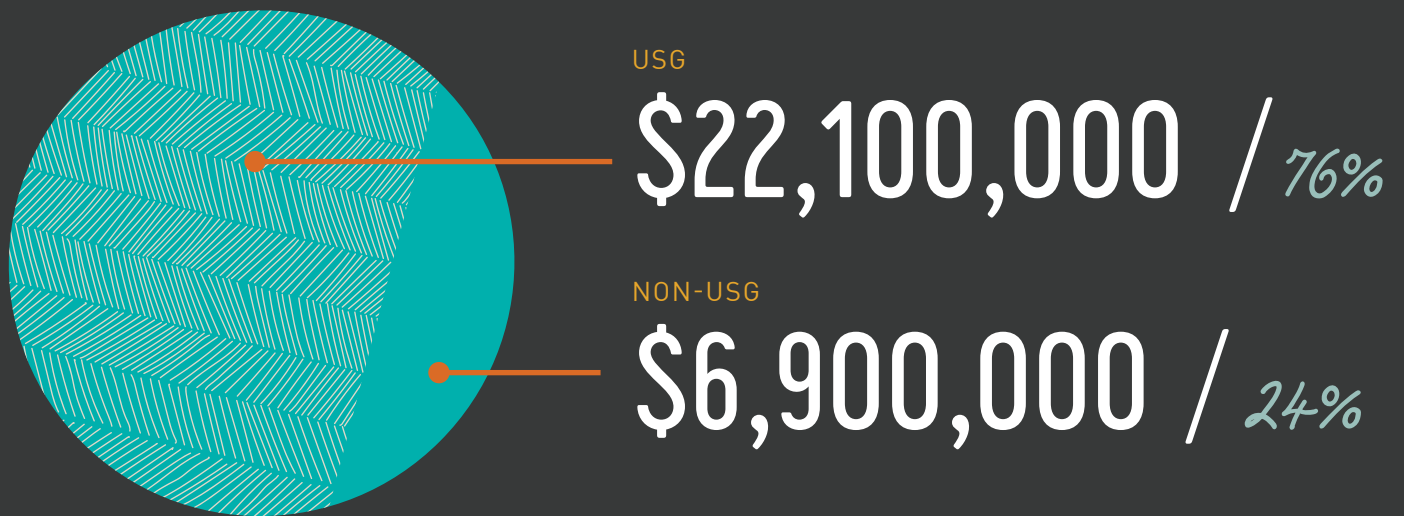
\$6,000,000

→ Land O'Lakes Venture37 operates as a 501(c)(3) organization, implementing 20 projects in 15 countries around the world. The financial highlights provided here reflect our operations from January 1 through December 31 of 2021. Our financial resources are comprised of both United States Government and private sector funding. Venture37 received an unqualified audit for 2021 reflecting year-end financial results of \$35.3 million in total revenue, marking an increase of \$5.4 million over the previous reported year. In 2021, three programs were successfully completed, improving the livelihoods of thousands

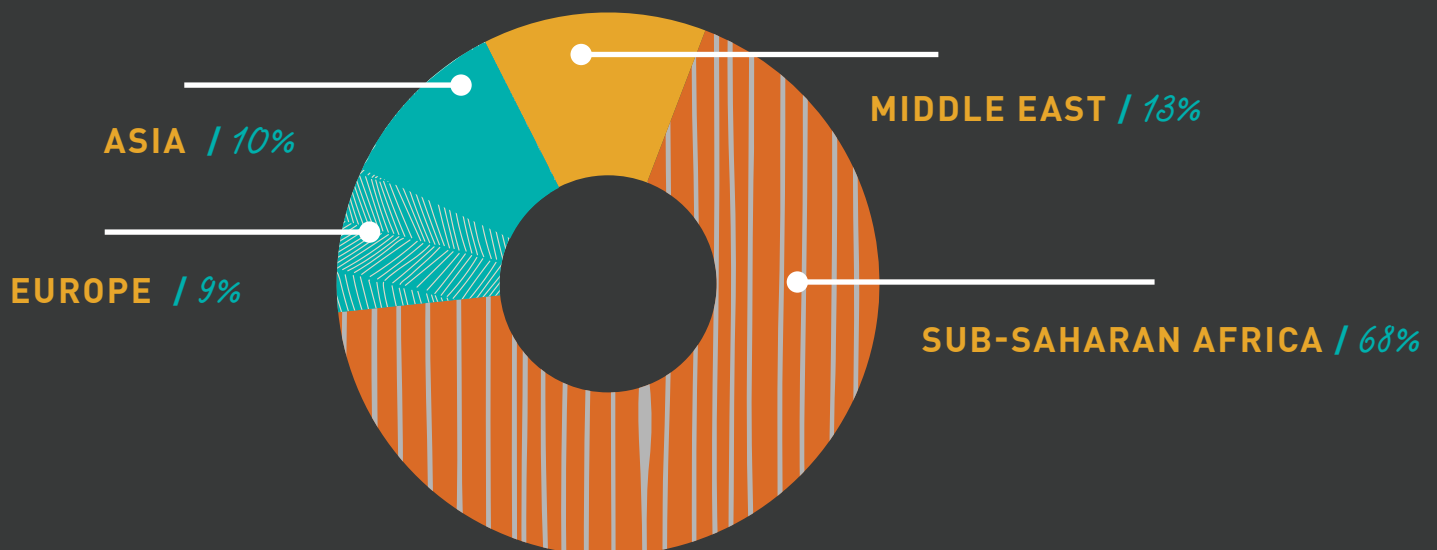
of farm families and their communities. Our focus remains on superior implementation, generating consistent performance. New business opportunities continue to be aligned with our overall mission and strategic direction.

Our success is directly tied to the professionalism, technical ability, and dedication of our staff, both in our implementing field offices and the support team at headquarters. It is through their work that Venture37 continues to demonstrate strong fiscal responsibility and deliver deeply impactful results that create a positive impact on communities around the world.

Funding Sources



Revenue by Region





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