



# Cultivating New Frontiers in Agriculture (CNFA)

Advancing EU priorities through market-led agricultural development while working to stimulate economic growth and improve livelihoods by cultivating entrepreneurship.

## Background

Cultivating New Frontiers in Agriculture (CNFA) is a nonprofit, international development organization founded in 1985 that implements sustainable, enterprise-based agricultural programs across Africa, Asia, and Eastern Europe aimed at increasing productivity, incomes, and economic resilience in rural communities. In 2015, CNFA established CNFA Europe as an international association authorized by Belgian Ministerial Decree and having a registered office in Brussels. CNFA Europe is operationally integrated with CNFA, allowing it to draw upon systems and resources while enjoying autonomy to independently pursue development opportunities.

As an international non-profit association registered in Belgium, CNFA Europe, through empowering rural communities, enhancing food security, and improving livelihoods, supports European institutions in delivering sustainable, inclusive, and green agri-food systems across the EU Neighborhood and Global South.

CNFA Europe has a strong track record of collaboration with major international donors and development partners. Our work has been supported by the EU Delegation, Gesellschaft Für Internationale Zusammenarbeit (GIZ), the International Finance Corporation (IFC), the Food and Agriculture Organization of the United Nations (FAO), Directorate-General International Partnerships (DG-INTPA)/EuropeAid, the Swiss Agency for Development and Cooperation (SDC) in partnership with DANIDA, and the Embassy of the Kingdom of the Netherlands. Our private sector partnerships include companies such as AGCO, Dow Agrosiences, Fall Creek Farm and Nursery, Ferrero, John Deere, McDonalds, OCP Group, OFI, Pioneer, and Nestlé. These partnerships reflect CNFA-Europe's credibility, technical expertise, and capacity to deliver impactful, result-oriented programs across diverse agri-food systems and geographies.

### Technical Focus Areas

- Sustainable agriculture and rural development
- Sector analyses and impact assessments
- Inclusive value chain development
- Input supply systems and extension services
- Export competitiveness and market access
- Green and digital innovation uptake
- Climate-smart agricultural practices
- Post-harvest systems and food loss reduction
- Inclusive SME growth and entrepreneurship
- Rural finance and blended investment mechanisms
- Agri-food sector competitiveness
- Public-private partnerships

## Advancing EU Priorities Through Market-led Agricultural Development

**Climate-Resilience and Green Innovation:** CNFA champions environmentally sustainable practices, circular economy principles, and eco-friendly agricultural technologies. Across multiple programs, CNFA promotes emission-reducing technologies (such as solar-powered processing and cold storage) and waste valorization models (such as using hazelnut shells to heat greenhouses) while aligning agribusinesses with EU Green Deal targets and national climate standards.

**Strengthening Agri-Food Systems:** CNFA takes a holistic approach to agri-food systems, supporting actors across the entire value chain—from primary production and postharvest handling to food processing and market access. We help farmers adopt improved technologies and sustainable practices, enhance postharvest operations to reduce losses, strengthen processing capacities for value addition, and improve linkages to local and international markets. Our work

also includes facilitating access to quality inputs, advisory services, and financial products tailored to the needs of producers, SMEs, and other rural stakeholders. Our sector expertise includes (\*denotes both CNFA and CNFA Europe): almonds, berries, cashews, cocoa\*, coffee\*, culinary herbs, dairy\*, hazelnuts\*, livestock\*, mandarins, perishable vegetables, pome fruits, pomegranates\*, potatoes\*, poultry\*, stone fruit, table grapes, and walnuts.

**Inclusive, Market-Led Development:** CNFA’s programs empower women, youth, and vulnerable groups by building technical, financial, and leadership capacities. In Ethiopia, CNFA-Europe established youth-led agribusiness hubs and trained female cooperatives in poultry and horticulture production, enabling them to access finance and reach urban markets. In Georgia and Azerbaijan, CNFA has fostered a culture of youth inclusion through partnering with universities, promoting internship opportunities, and sponsoring hackathons and business accelerators.

**Innovation and Knowledge Transfer:** Through public-private partnerships, we facilitate access to cutting-edge innovations and technology in primary production, post-harvest and food processing systems, input supply models, and digital agriculture. For example, CNFA has co-financed mobile applications for primary producers, digital extension platforms, climate-adaptive livestock technologies, modular vertical farming, and production of packaging materials from waste products.

## Selected Programmes

**Georgia:** The DANIDA-funded Rural Economic Development Programme led by NIRAS strengthened potato, dairy, and livestock value chains in Kvemo Kartli and Samtskhe-Javakheti by advancing training, demonstration plots, and technical support. CNFA-Europe played a key role in farmer education, sustainable input use, and encouraging private sector co-investment.

**Ethiopia:** CNFA-Europe partnered with GIZ to establish five private retail input supply stores that linked 25,000 farmers in the Arsi zone, Oromia region, to high-quality agricultural inputs and services. These Farm Service Centers (FSCs) were part of a larger network established in the Oromia, Amhara, Tigray, and SNNPR regions with support from CNFA, Ethiopia’s Agricultural Transformation Agency, and USAID.



## Geographic Reach

CNFA is a proven implementer of agriculture and rural development programs in nearly 50 countries across Africa, Asia, and Eastern Europe, with expertise in engaging local stakeholders, authorities, and the private sector. By focusing on geographies and technical areas where CNFA has a strong presence and track record, CNFA-Europe leverages this capacity to deliver large-scale, multi-country programs that are agile, impact-driven, and adaptable to evolving EU external action priorities. Our recent or current experience includes (\*denotes both CNFA and CNFA-Europe):

- **Caucasus and Eastern Europe:** Armenia, Azerbaijan\*, Georgia\*, Moldova, Ukraine
- **West Africa:** Benin\*, Burkina Faso, Côte d’Ivoire\*, Ghana\*, Mali, Niger, Nigeria
- **East Africa:** Ethiopia\*, Kenya, Rwanda\*, Tanzania, Uganda\*
- **Southern Africa:** Angola, Madagascar, Malawi\*, Mozambique, Zambia, Zimbabwe\*
- **Middle East and Asia:** Egypt, Pakistan, Tajikistan, Uzbekistan, West Bank/Gaza