

# A Connective Impact Partnership Success Story Supporting Small-Scale Producers In Zambia



*"With the help of Connective Impact, we were able to find a partner that shares our values, believes in our approach, and trusts our team to deliver quality programming. Cartier Philanthropy understands the complex and difficult environment that we work in and what's needed to create long term change." - Lizz Welch, iDE CEO*



## Summary of Partnership

Connective Impact hosted Cartier Philanthropy for a monthly member Donor Q&A. After the Q&A, iDE asked Connective Impact to facilitate an introduction with Cartier in order to share information about its work in small holder agriculture, water and gender.

Over a period of 9 months, Cartier Philanthropy and iDE developed a partnership, which included a Cartier field visit to iDE's work In Zambia.

**\$900,000 over  
3 years**



## Long Term Impact

Cartier Philanthropy's key funding requirement is evidence of impact, which was made clear to Connective Impact throughout the matchmaking process.

With the support of Cartier Philanthropy, iDE is making catalytic investments in its Farm Business Advisor (FBA) program, which recruits and trains model farmers to become last-mile agro-extension agents. Through this partnership, iDE is strengthening the skills of FBAs and expanding the reach of the FBA network.

Over the next five years, iDE's strategic vision is to double the number of FBAs in its network by recruiting and training 700 new FBAs, ensuring the majority of new FBAs are women. This will have a direct impact on 300,000 farming families (1.65 million people) in Zambia.

By investing at the program level in Zambia, Cartier Philanthropy is accelerating iDE's progress towards this goal in order to have the maximum impact.