

SUPPORTING PRIVATE INVESTMENT FOR INCLUSIVE AND SUSTAINABLE AGRICULTURE-LED ECONOMIC GROWTH

CHAT TRANSCRIPT

MARCH 5, 2020

PRESENTERS

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MODERATOR

Janet Lawson, USAID Bureau for Food Security

Ekanath Khatiwada: Hello

Ekanath Khatiwada: Joining from Myanmar

Adam Ahmed - Agrilinks: Greetings Ekanath, glad you could join us.

Adam Ahmed - Agrilinks: Thank you for joining the webinar today everyone. We will get started in about 30 minutes. In the meantime, please take some time to answer our polls and tell us where you are joining from today.

Makha Diakhate: hello, from senegal ssn

Elodie Nsamba: Greetings from USAID/ DRC

Dick Tinsley: dick tinsley from Scranton, PA

Adam Ahmed - Agrilinks: Hi Dick, glad you could join us today.

Alexa Wilcox: Good morning from Field of Hope, working out of Texas today!

Dick Tinsley: loud and clear

Rupak Deore: hello All

Phil Greiner: Greetings from Mercy Corps Jordan - apparently representing the Middle East on this call at this point :-D

Cheick Mamadou Diarra: Bonjour tout le monde. Je suis Cheick M Diarra du projet Dundël Suufdepuis DAKar

Innocent SIMPUNGA: Hi everyone Greetings fom CRS Rwanda

Tinashe Gwaze: Hello, Joining from Zimbabwe

Richard Cole: Hi, Richard Cole here from GreenFingers Mobile based in Cape Town, South Africa

Adam Ahmed - Agrilinks: Welcome everyone! We will get started in about 10 minutes

IRNA Sari: Hello from Indonesia..

Michael Hailu: Hello evryone, joining from Wageningen, The Netherlands

Erna Abidin: Hello every one. I am Erna Abidin, from Reputed Agriculture 4 Development Stichting/Foundation, I am joining it from Kumasi, Ghana.

Robert Matengula: Hello all, joining from Malawi

Clitandre D. Ingrid CHARLES: Salut, je suis Clitandre D. Ingrid CHARLES de la Fondation Marc Fivez Haiti

Astrid van Rooij: Hello all, joining from VHL University of Applied Sciences, The Netherlands

Emmanuel Dzisi: Hi I am Emmanuel Dzisi from Agbenoxevi Farms Ghana.

Mounia Barakat: Hello everyone joining from FAO , italy

Margaret Kroma: Margaret Kroma here...

Denise van Wissen: Hi there, I'm a Food Security specialist in Nicaragua.

Evelyn Ifeyinwa Ezeagu: Hi everyone, I am Ifeyinwa Ezeagu joining from Nigeria

Loretta Byrnes: Hi everyone. I am joining from Germany.

Nathalie Me-Nsope: Nathalie Me-Nsope, Washington, DC

Adam Ahmed - Agrilinks: Denise, Evelyn, Loretta, Nathalie. Hello!

David Cohen: Hello from Genex Cooperative in Wisconsin

Adam Ahmed - Agrilinks: Hi David!

Andrew Bracken: Good morning, Andrew here from Feed the Future Partnering for Innovation, implemented by Fintrac, from Washington, DC

Sharon Ndandula: Hello. Joining in from Johannesburg, South Africa

Adam Ahmed - Agrilinks: Glad to have FtF PI here!

Andrew Thorburn: Hello.. Andrew Thorburn from Nigeria

Adam Ahmed - Agrilinks: Hi Sharon and Andrew!

Joaquim Govanhica: Hello from Maputo!

Adam Ahmed - Agrilinks: Welcome Joaquim

Karol Boudreaux: Hello from Landesa in the US

Alison Rusinow: Hi, this is Alison from SNV in Vietnam

Annette Scarpitta: Greetings from Maryland, USA

Adam Ahmed - Agrilinks: Glad to have you here Karol and Annette

Mary Beggs: Good day! This is Mary from Cardno. I look forward to the conversation!

Doudou Ndiaye: Regional Agriculture Specialist, Sahel Regional Office, USAID/Senegal

Lia Kelinsky-Jones: Hi, Lia here - PhD Student of intl. dev. in the United States (Virginia, specifically).

Eddy Horowitz: Hi everyone, Eddy joining from AgroSoar solar powered irrigation systems - israel

Charles Kacho: Hi, Charles Tah Farm Radio International, Ottawa - Canada

Patterson Brown: Hello all, Patterson Brown from USAID/Washington...

Cassandra Walker: Hello, Cassandra Walker, Agribusiness officer, FAO Headquarters

John Scicchitano: John from Pangea Ventures and working with the Ghana Climate Innovation Centre, a business incubator

Katie Garcia: Hi all. It's Aviva from USAID's Bureau for Food Security Looking forward to this webinar and hearing from everyone in the chat box!

Ryan Roberge: Hi everyone, I am the Senior Manager for Enterprise Development at NCBA CLUSA

Hsien Tzu Wang: Hello, I am Ellen, horticulture student from National Taiwan Universtiy.

Markendy Desormeau: Hi From Mission: Hope Dominican Republic

Trent Blare: HI I am Trent a market and value chain specialist with the International Maize and Wheat Improvement Center in Mexico

Christian Loupeda: Hello, Christian (Grameen Foundation) joining from Sacramento California

Padmakumar Varijakshapanicker: Hi I am Padmakumar from ILRI

Josh Voges: Hi! I'm Josh Voges, Private Sector Engagement and Impact Investing Advisor with Catholic Relief Services.

Lauren Ruth: Good morning, Lauren Ruth here from USAID/W - BFS/Country Strategy and Implementation

Joel Patenaude: Good morning -- I'm an advisor with Farmers Pride, based in Kenya

John Downes: Hello everyone, my name is John Downes and I am a Master's student in Global Human Development at Georgetown University

Andrew Bracken: Glad to be here Adam!

Amanda Fernandez: Hi all, greetings from Palladium

Jasmine Salerno: Hello everyone! I am Jasmine from Swisscontact in Cambodia

Chantal Ninteretse: Hello everyone. Greetings from Burundi

Grace Lucas: Good morning everyone! I am Grace from Palladium in New York.

Paul Macek: Paul Macek here.

Augustin Ngeleka: Hello everyone, glad to be here. Augustin from the DRC

Ethan Miller: Hi all, Ethan Miller here from Resonance in DC

Mark Sevier: Hi all- This is Mark Sevier from ACDI/VOCA in Washington D.C

Erna Abidin: Ok. That is why I do not hear any voices while the presentation is moving on. Thanks.

Adam Ahmed - Agrilinks: Erna, make sure your audio is turned on.

Agathe Sector: Hi thi is Agathe from USAID/Madagascar!

Bernard Wright: Bernard here from Geo Gecko, Uganda

Halima Ouattara Ayanou: Hello this is Halima from USAID/West Africa

Melissa Benn: Hello all, Melissa from DC here

Carl Wahl: Carl Wahl, Concern Worldwide

aLp Pir: Hi Everyone, aLp from Turkey here

Adriaan Bakker 2: Hi I am from the Netherlands

Nathalie Me-Nsope: the fonts on the slides are so tiny. really difficult to read/see

Shaalini Ganesalingam: Hi Everyone, This is Shaalini. I volunteer for a nonprofit called Reserva which aims to create the first youth funded reserve

Adam Ahmed - Agrilinks: you can enlarge the slides by clicking on the four diverging arrows at the top of the presentation pod

Schafer Castella: Hi from CNFA in Washington, DC

Meghna Ravishankar: Hello all. Meghna Ravishankar from the World Food Prize Foundation in Des Moines, Iowa

Alan Lewis 2: Church Lewis here in New York from SF based Atlas Technology Group

Dick Tinsley: have you reviewed the experience of agriflora in Zambia. they Teri

Dick Tinsley: tried this and failed

Ekanath Khatiwada: How do you develop shared value proposition when you're designing the intervention?

Patterson Brown: Have you all focused any efforts in countries self-identifying as having fragile contexts/settings?

Dick Tinsley: did you also look at cheetah in Zambia and Malawi with paprika

Ekanath Khatiwada: I mean with in the network of VC actors

Nathalie Me-Nsope: in assessing these different investment opportunities, is any effort made to investigate the potential impact of each of these identified opportunities on gender relations and women's empowerment?

Dick Tinsley: that airfreight to Europe is super sensitive

Annette Scarpitta: Ditto Patterson Brown's question. If not, will there be and how we might create opps? For me: DRC. There are actually efforts there in attracting investors.

Aviva Kutnick: How are other local or government entities involved in the analyses or the investment promotion process? What if any is the role of public sector in this work?

Richard Egan: Will the Feed the Future Technology 4 Farmers program be offered again in the near future?

Erna Abidin: @Adam Ahmed - Agrilinks, I can't hear any voices at this moment. I guess the presentation has started, right?

Loretta Byrnes: How do you invest \$3 million into a value chain with so many producers. Is there one business owner who manages the "company?"

Beverly Hoover 2: Hi, Could you pls repeat via chat the commercial scale definition Carlijn mentioned?

Tim Quick: Do you consider the other 2 GFSS Objectives -- Resilience & Improved Nutrition -- in addition to ag-led economic growth when evaluating potential investments?

Innocent SIMPUNGA: In Value chains the business model is to work with agri business clusters models, involving chains operators financial supporters and technical supporters

Bryan Sobel: Great question Tim. Echoing that, it seems like this type of investment would lead to elite capture at the expense of diversity and inclusion, in addition to the points Tim raised,

Nathalie Me-Nsope: How inclusive are these business models? How do you take into consideration gender-based issues in assessing the appropriateness of different business model.

Afua Sarkodie: The following criteria can help ensure there is commercial potential: Viability. Are the main factors required to produce this product available? Profitability. Do expected revenues exceed costs? Competitiveness. Can local production have a competitive advantage over other producers?

Marea Pappas: Afua's comment is in response to Beverly's question about commercial scale

Chantal Ninteretse: I am interesting in learning how private sector investment is applied to local partnership (working with local small scale agricultural producers)

Innocent SIMPUNGA: Inclusive value chains integrates the youth and women in different market segments. requirements, organization facilitation skills and finances

Andrew Thorburn: Working with small holder farmers is important but can be quite challenging

Innocent SIMPUNGA: Yes Andrew due to vulnerability associated with others challenges like poor access to land, no access to financial supporters , market..

Adam Ahmed - Agrilinks: We are saving all of your questions, and will be addressing them during the Q and A session of the webinar. Keep them coming!

Carl Wahl: Do not try to be comprehensive in the problems, but understand the context. How do you reconcile those two?

Andrew Thorburn: Good examples of IPA's with the capacity to undertake the steps listed in the three primers?

Markendy Desormeau: how is the best way to attract invesment in a vulnerable community where farmers association is weak and their a land issue but a huge market potential the change the whole community?

Markendy Desormeau: ... huge market potential that can change the whole community

Evelyn Ifeyinwa Ezeagu: We are planning to pilot this year and, I can't agree less with you Innocent, access to land is a major constraint in Nigeria. Another problem I discovered with smallholder farmers is that thirst for leadership.

Phil Greiner: What balance are you striking between direct implementation and partnering with a private sector actor that focuses on business development support, including market mapping, linkages, export support, and product support? Hopefully heavily leveraging private sector businesses in this process

Timothy Strong: Investor and Investee needs/requirements vary tremendously. Strengthening appropriate match making capacity of intermediaries is critical

Dick Tinsley: what have you done to assure smallholder farmers have the operational capacity in terms of labor and dietary energy to fuel that labor to undertake these high value value chains and if not what are you expecting them to give up to accommodate your value chain and will that risk their food security

Charles Kacho: Have you done work that targets the national market? How often does the national market promising and what does this tell us about developing economies and private investments

Abdoulaye Dia: Do you have exemples of connecting international firms to a public local service provider for a local PPP? I am thinking about IBM an a national meteo Agency for delivering Weather and Climate Information Services.

Dick Tinsley: continuing. before pushing high value value chains shouldn't you invest in drudgery relief so crops are established in a timely manner to assure food security and generate sufficient surplus to have sufficient produce up the value chain without jeopardizing food security

Nathalie Me-Nsope: Thank you!

Fouzia Nasreen: What are some of the ways to incentivise private sector to make their business models more inclusive ?- in a way by which they create sustainable mechanisms that continue to benefit the poor beyond the support of the programme,

Richard Egan: You skipped my question!

Adam Ahmed - Agrilinks: Richard, we will get to your question, there is lots of time left.

Adam Ahmed - Agrilinks: Richard, can you give us more information, in regards to your question?

Richard Egan: Thank you, will the technology 4 farmers programs be launched again?

Erna Abidin: @Dick Tinsley, your question is interesting. This is based on the reality. Based on my lesson learnt from my previous project. We need to include the living costs in the calculation when you just started it. If this is a model of nucleus-out-growers partnership, then the nucleus is the investor. handling a credit system to the outgrowers. Thus, it will be easy to get back that particular living cost when you buy the produce/product from them. The living costs are mostly included in the first package. This initial living cost is to boost the moral of the farmers who are involved in your out-grower relationship systems.

Abdoulaye Dia: Do you experience differences between Investment Funds and a given Firm specialised in a given sector?

Andrea Bohn: Improved nutrition: besides the production and income pathways, must consider the empowerment angle, too!

John Waugh: Links to other USAID reports in Primer 1 appear to be unavailable, i.e. "unauthorized"

Janet Lawson: @Richard - I'm not familiar with the TEchnology 4 Farmers program. We'll look into it and can get back to you.

Dick Tinsley: Eran, the most critical need for smallholder farmers is access to contract mechanization at least for crop establishment which in manual operation is spread up to 8 weeks with decliningy

Afua Sarkodie: @John - we will check this. It is likely the settings in the DEC

Emma Jessie McGhie: Hello everyone, I apologize I have to leave, but would like to suggest a reading on this topic: <http://www.fao.org/3/a-i5068e.pdf> . Good bye, Emma (FAO)

Dick Tinsley: declining yields that manual operations will never allow food security.

Emma Jessie McGhie: Thanks for organizing this. Goodbye

Adam Ahmed - Agrilinks: Thanks Emma

Tim Quick: The income-to-improved-nutrition pathway will benefit relatively few -- unlike pathways that increase availability and affordability of nutritious foods.

Dick Tinsley: sunflower is a good complimentary crop to maize as it can be planted latex

Dick Tinsley: late and mature well into the dry season

IRNA Sari: How long does take transferring subsistence farmers to commercial farmers, how did you managed within a LOP that usually is limited ?

Yohanna Ishiyaku: Hi Adam, i joined the meeting late cos of another meeting that i attended but hope to participate fully in subsequent ones

Lacey Harris-Coble: A lot of the examples given so far relate to international exports, which do not necessarily increase the availability/affordability of nutritious foods in country - are there more examples of driving domestic -focused business opportunities?

Adam Ahmed - Agrilinks: Hi Yohanna, glad you could join us. We will be sharing recordings and transcripts of the webinar in about a weeks time.

Andrew Thorburn: Hi Adam.. I have to leave.. excellent event.. manythanks

Adam Ahmed - Agrilinks: Thanks Andrew, so glad you could make it.

Alan Lewis: Adam - Is is possible to receive the slides from the presentation? Thank you.

Fouzia Nasreen: Thanks very much! Very well put!

Adam Ahmed - Agrilinks: Hi Alan, they are available for download in the file downloads pod on the left side of the room

Alan Lewis: see it. Thank you much.

Lacey Harris-Coble: Thanks! That was very helpful

Padmakumar Varijakshapanicker: The private sector will be interested to invest in areas where there is opportunity to maximise profit. What kind of incentives would be required to motivate the private sector to get involved in marginal areas where smallholder intensity is high? Because these are areas where inputs and services are seldom available

John Waugh: @Afua, can you follow up with me afterwards - John_Waugh@dai.com.

Carl Wahl: Thanks!

Kristin Dreiling: Thank you for the great presentation and discussion!

Abdoulaye Dia: Merci Beaucoup! it's was great

Adam Ahmed - Agrilinks: Merci Abdoulaye

Dick Tinsley: please appreciate that agronomy does an excellent job of determining the physical potential but says nothing about the operational needs to expand small plot results but assumes it is not a problem which is just not true

Dick Tinsley: thank you for the webinar

Aviva Kutnick: Really great presentation, engaged chat participation, and takeaways. Thanks all!

Adriaan Bakker 3: There is a terrible echo on the line, so I have to stop. Thanks a lot

Erna Abidin: Nice presentation! thanks, Carlijn Nouwen

Doudou Ndiaye: Thanks a lot

Annette Scarpitta: thsnk! I look forward to more of these.

Nathalie Me-Nsope: Thank you to the presenters

John Waugh: Nice job!

Erastus K: How can you use private sector to deliver development objectives in insecure contexts?

Amadou DIENG: Merci

Ryan Roberge: Thank you all

Evelyn Ifeyinwa Ezeagu: Thank you!

Mary Beggs: Thank you!

Erastus K: Thank you

Afua Sarkodie: @John Waugh - yes will do so

Benedictus Muhiwa: Thanks a lot for this helpful presentation