

# **PARTNERING WITH THE PRIVATE SECTOR TO REACH SMALLHOLDER FARMERS**

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## **CHAT TRANSCRIPT**

**AUGUST 7, 2019**

### **PRESENTERS**

Rana El Hattab, USAID Bureau for Food Security

Laura Harwig, Feed the Future Partnering for Innovation

Jeffrey Berger, Dalberg Advisors

Emily Blynn, Dalberg Advisors

### **MODERATOR**

Julie MacCartee, USAID Bureau for Food Security

*Paul Guenette: Great group! I'm with ACDI/VOCA*

*Patrick McBride: Hi All - Patrick McBride from Winrock International*

*Natalie Miller: GreenFingers Mobile, small farmer management system creating digital IDs for farmers and building credit records and enabling efficiencies and transparency for agribusinesses*

*Gary Burniske: I'm with the Center for Global Food Security at Purdue University*

*Peter Kazungu: Hi everyone, my name is Peter Byemaro.. I work with Selfhelp Africa as regional agrienterprise advisor*

*Kevin Mulligan: yep*

*Liza Rosen: yes!*

*Gavin Taylor: I can hear fine thanks*

*Patrick McBride: We hear you*

*Darla Embry 2: Yes*

*Peter Kazungu: yes*

*Paul Guenette: Bingo Julie!*

*Margaret McEwan: Margaret McEwan - Kenya*

*Ben Kohl: I can hear you*

*Iftikhar Mostafa: Can hear you*

*Camilo Pena : yes!*

*Gary Burniske: Yes*

*Jennifer Tepper 2: yes*

*AV Tech: Julie MacCartee is introducing our webinar today.*

*William Scott: Can hear you in California*

*Kofi Henaku 2: good afternoon*

*Mark Sevier 2: Hi everyone. Mark Sevier with Partnering for Innovation.*

*Fredrick Mpaata: Frredrick, Mercy Corps*

*Julia Miller: Julia Miller from Winrock*

*Stephanie Daniels: Hi everyone, I'm with the FtF Learning Community for Supply Chain Resilience at the Sustainable Food Lab*

*Onuh Ezekiel: Can here you*

*Ted Volchok: Ted Volchok, From Mercy Corps in Portland*

*Amanda Fernandez: Amanda Fernández, glad to be listening in from DC*

*Denis Duelz: hello, Denis Duelz, from BIO Invest*

*Leila Ahlstrom: I'm a relationship manager for Africa with USAID's Development Credit Authority*

*Joaquim Govanhica: Hi am Joaquim from USAID/Mozambique*

*Peter Marks: Peter Marks, Seed Programs International, Asheville North Carolina.*

*Andrew Ireland: Hi all, Peter Boone and Andrew Ireland from Palladium's DC office here.*

*Joseph Merton: Joseph Merton, listening from Virginia*

*richard reynolds: richard reynolds visionfund*

*Laura Ostenso: Looking forward to the discussion from Washington DC Fintrac offices!*

*Madlaina Bruderer: Hi all, Madlaina from Swisscontact in Morocco.*

*Claire Baker 2: Claire Baker from the Toothpick Project (based in Montana USA) and the Toothpick Company Ltd. based in Kenya)*

*Qasim Raza: Hi this is Qasim. I am an associate principal at the Soros Economic Development Fund*

*Anne Bitga: Hi there, Anne Bitga from Making Cents*

*Liza Rosen: Liza Rosen from Rainforest Alliance New York*

*Julio Camacho: Good Morning , afternoon everyone. This is J. Camacho from Enedine Capital in Miami*

*Jillian Baker: Hiya! This is Jillian Baker from MEDA*

*Evelyn Aparicio : Hi all, This is Evelyn Aparicio project Manager from N&S, The Netherlands*

*Ascher Kulich: Good morning! This is Ascher Kulich from We-Empower*

*Kat Fiske: Hi all! Kat Fiske from Lutheran World Relief & IMA World Health*

*Stephanie Tack: Hi all! Stephanie Tack, Global Sustainability Manager at McCain Foods Ltd.*

*Larry Schaefer: hello all, Larry Schaefer*

*Eliza Chard: Hi Everyone! Eliza Chard from Creative here.*

*Felix Degbor: Hi Everyooe i am Felix Degbor Project Development Officer at Ignitia*

*Mary Beggs: Looking forward to the discussion! Mary Beggs from Cardno here.*

*Alfred Yeboah: Hello everyone. This is Alfred Yeboah, Country Manager- Grameen Foundation Ghana*

*Andrew Bracken: Morning all, Andrew here from Feed the Future Partnering for Innovation in Washington, DC*

*William Scott: Hi Bill Scott in California for Dexis Consulting Group*

*Grace Krauser: Grace Krauser with SCALE - an initiative funded by USAID's Office of Food for Peace (FFP) to enhance the impact, sustainability and scalability of FFP-funded agriculture, natural resource management and off-farm livelihoods activities in emergency and development contexts*

*Richard Lackey: Hello everyone. This is Richard Lackey, Chair of World Food Bank and MD for Mediae Group Ltd*

*Julie MacCartee (USAID/BFS): Welcome, everyone! We're thrilled to have such a large and diverse audience today*

*Shenila Parekh: Hi, Shenila from Ontario canada*

*Garrett Schiche: Good morning, Ramu Bishwakarma, Lutheran World Relief*

*Alpha Konaté : Hi, Alpha from Washington, DC*

*Willies Mwandira: Hi, Willies Mwandira from Water and Environmental Sanitation Network in Malawi..*

*Rufai Issifu: Hello, I'm Rufai, a recent graduate looking for opportunities. Joining from Sweden.*

*Christine Musset: Good morning! Christine Musset, from USAID/Haiti*

*Monique SOGNIGBE 2: Hello everyone, Monique*

*Julie MacCartee (USAID/BFS): Welcome, all, and thanks for joining!*

*Anita Campion: Hello everyone, Connexus has some experience on Partnering for Innovation in Kenya and encourage people interested in ag technology to join us at the Cracking the Nut 2019 conference ([ww.crackingthenutconference.com](http://www.crackingthenutconference.com))*

*Ekanath Khatiwada: This is Ekanath Khatiwada from Myanmar*

*Sarah Schwartz: Sarah Schwartz, with the ADM Institute for the Prevention of Postharvest Loss at the University of Illinois in the U.S.*

*agnes tumusiime: Agnes Tumusiime a development consultant from Kampala Uganda.*

*Julie MacCartee (USAID/BFS): I'm here to support you in the chat box. If you have questions for the speakers, post them here any time and we'll collect them*

*Monique SOGNIGBE 2: Hello everyone. Monique from Uganda*

*Varsha Mehta 2: Thank you, Julie and hello everyone. This is Varsha from New Delhi, India*

*Mekdes Girmaw Bezabih: Mekdes from Digital Green Foundation - Ethiopia*

*Alan Isaac: What mechanism do you use for pay for results? Fixed amount awards don't permit cost share if I understand correctly.*

*Makeda Tsegaye: Hello, Makeda from NetBizImpact, Nairobi, Kenya*

*Stephanie Tack: Does the program target agribusinesses from a specific size or is it open to partner with all types of companies?*

*Ricardo Pineda: Hola, Ricardo Pineda from Honduras*

*Iftikhar Mostafa: Hi, this is Iftikhar Mostafa from Global Agriculture and Food Security Program (GAFSP)*

*Stacy Swartz: Stacy Swartz from ECHO in North Fort Myers, Florida.*

*Bart Hoffmann: Hello everyone, joining a bit later. This is Bart Hoffmann from the Netherlands Ministry of Foreign Affairs*

*Md Shamsul Kabir: This is Kabir from Bangladesh*

*Eric Lane: QUESTION: - We have developed & proven technology (\$3m invested) that addresses multiple points in rural smallholder AG value chain. To do this we need to adapt it to a new prototype. This activity is easy, but it's not cheap. If it takes less than 1 year, is this activity fundable?*

*Camilo Pena :* *What would be the most important aspects to ensure continuity in a privat sector - famrers relationship looking for sustanability and profitability for bth parties?*

*Romain Kenfack:* *How is the performance measured and reported under the pay-for-results? Data are self-reported? How is the data validated and the impact to small holders measured?*

*Stephanie Tack:* *Is it about selling to smallholder farmers or also buying from them?*

*Claire Baker 4:* *Our product will require registration through a Pest Control Board - which is different in every country in Africa. Is this something the Partnership can help with? We are hoping to work withink trade zones to be more efficient.*

*Andrew Cochrane:* *Good afrternoon, myself and Robyn Cooper joining from Illovo Sugar Africa, based at our head office in Durban, South Africa but working into SA, Esawtini, Malawi, Mozambique, Zambia and Tanzania*

*Laura Harwig (Partnering for Innovation):* *@Alan Isaac. We do use fixed amount awards. The partner's contribution is not technically cost share, it's leverage- which has different contractual implications.*

*Stephanie Tack:* *Is Partnering for Innovation only applicable to FTF Target countries?*

*Adriaan Bakkers:* *Adri Bakker, Netherlands Space Office; project advisor for Geodata for Agriculture and Water (G44AW) projects in Africa*

*Paul Guenette:* *P4I emphasized stimulating private sector vendors to smallholders more than linking buyers?*

*Emir Hardy:* *Emir Hardy: Hello everyone, from F.U.T.U.R.E. Foundation USA, organic market-farm & food hub business incubator. startup phase*

*Laura Harwig (Partnering for Innovation):* *@Stephanie Tack- We target agribusinesses of all size! Some are small, emerging entrepreneurs some are larger multi-national firms. If you visit our website, you can see all of our partners.*

*Stephanie Tack:* *Great, thanks Laura!*

*Varsha Mehta 2:* *Have there been any attempts to measure the impact/s of the partnership and increased sales (of companies) on producers' incomes/profits?*

*Paul Guenette:* *Great indicators of sustained success!*

*Patrick McBride:* *how many is most?*

- Laura Harwig (Partnering for Innovation): @Romain Kenfack We ask partners to submit proof of results as applicable. So, if it's selling new technologies, we may ask for sales receipts. How we ask for documentation of results depends on the partner and how THEY measure performance. We also independently verify all results using consultants and our core team.*
- Andrew Ireland: Does P4I take a pre-defined technology solution, or does the project come to the partners with an open ended challenge and leave it to the partner to bring their own technology solution? Peter Boone Palladium*
- Eric Lane: QUESTION: - Per USAID, how far is "too far from market to fund" in terms of time?*
- Eric Lane: QUESTION:- We have developed & proven technology (\$3m invested) that addresses multiple points in rural smallholder AG value chain. To do this we need to adapt it to a new prototype. This activity is easy, but it's not cheap. If it takes less than 1 year, is this activity fundable?*
- Laura Harwig (Partnering for Innovation): @Andrew Ireland and Peter Boone- We propose a constraint in the market system that we want the private sector to help us address and let them come to us with ideas. So, maybe we want to improve supply chain logistics in a country. We identify that as the problem in our solicitation and ask THEM to propose solutions. That way, our activities are co-created and designed by the private sector. Rather than dictating solutions to them, we want them to bring solutions to us.*
- Judy Payne: How are these findings changing how Partner for Innovation selects new partners going forward? E.g., make sure they have business plan ready and technology ready?*
- Jacob Gray: QUESTION: What is the profile of the companies supported? Were they originally only commercial focused and thus were expanding market to small-holders? What size are they? Were they local enterprises? International?*
- Judy Payne: Can you give concrete examples of the findings you are presenting?*
- Shamsher H. Khan : Feed the Future Programs are doing great. However, Sustainability and institutionalization of such initiatives are essential in partnering with Private sector Supply Side and Demand Side Partner for capacity building to meet small holders needs. Demonstration of technologies for farmers worked well in the similar technology transfer projects.*

*Leila Ahlstrom: Have P4I companies gotten outside investment, either debt or equity? Has P4I assisted the companies in accessing capital outside of grants?*

*Andrew Bracken: @Eric Lane @Claire Baker 4 et al, please see our website for funding opportunities and more information:  
<https://www.partneringforinnovation.org/funding-opportunities-1>*

*Abigail Thomson: What was the funding split between matching-granst to the businesses and third party technical assistance?*

*Amanda Fernandez: I'm curious about farmer profitability and also the potential to scale these models. did you look at this?*

*Eric Lane: @Andrew. Thanks - Already did that and read the report. Thus the more detailed question.*

*Nacasi Green: How were these companies identified / vetted*

*Rachel Schurman: How many of these firms defined themselves as 'social enterprises,' do you know?*

*john potter: Did you hear of any companies relate anectodal reports/stories as to the income improvement trickling down to the farmers? Did any measure in any way?*

*Afia Agyekum: @Emily: you indicate the services are beneficial to the small holder farmer. How did you define small holder farmers and how did you verify that the investment in these private sector actually benefited the smallll holder farmer (not only the large scale successful farmers) without marginlizing the. This seem quite critical to me especially when the objective is ultimately to impactthe small holder farmers.*

*Caroline Vassighi: Hi this is Caroline Vassighi from Heifer. I share Varsha Mehta's question on the SHF incomes—was that part of the market analysis if SHFs are the buyers? I'm assuming it's lumped into the livelihood piece there?*

*Iftikhar Mostafa: How was small holder productivity increase measured?*

*Laura Harwig (Partnering for Innovation): @Leila Ahlstrom: Have P4I companies gotten outside investment, either debt or equity? Has P4I assisted the companies in accessing capital outside of grants? Yes- to all of these companies! This data can be found in the Dalberg report. We do provide acceleration services to help our c ompanies access outside investment including matchmaking and investment support.*

*Andrew Ireland: How large were the performance payments typically to the private sector partners? How do you determine that the size of the payments are not too high*

*(subsidy) or too low ( not enough to interest them to participate )?-Peter and Andrew*

*Ray Ott: Question: How is training provided to smallholder farmers in the use of new products? Is this considered to be part of the marketing plan of the partners?*

*Arwen Bailey: How do you define 'benefit' when you say that 1.4 million farmers benefitted from the new technologies? Compared to what they were doing before? what indicators did you use to understand that they benefitted and didn't just 'use' new technologies? or are they synonymous?*

*Peter Kazungu: how do you recognise the contribution of other players eg government with regulations affecting the success in creating an enabling business environment for example taxation of the products/services to make them affordable to smallholders*

*Romain Kenfack: Have you estimated your ROI per smallholder farmer?*

*Laura Harwig (Partnering for Innovation): @Jacob Gray: QUESTION: What is the profile of the companies supported? Were they originally only commercial focused and thus were expanding market to small-holders? What size are they? Were they local enterprises? International? The profile of companies varied greatly! As I mentioned previously, some were small entrepreneurs and some were larger multinational firms. See our website for more info!*

*Yohannes Tesfu: How can SHF attract big buyers?*

*Mekdes Girmaw Bezabih: was there use of ICT (mobile apps, IVR, videos, radio..) to train smallholder farmers?*

*Judy Payne: All this sounds like great news. How about other insights about what didn't work? Can you be concrete about some of those?*

*Judy Payne: Don't get me wrong -- I have watched and admired this activity for years -- very impressive. But there may be some good lessons from partnerships we shouldn't have made... how can criteria be honed to increase success?*

*Vicki Walker: Are some strategies working with cooperatives of small holder farmers?*

*Julie MacCartee (USAID/BFS): Thanks for the excellent questions! We will pause soon to ask a few verbally*

*Varsha Mehta 2: Reading the executive summary of the report, here are some interesting facts:*

*Amanda Fernandez: how much was invested in firm subsidies to achieve \$99m in sales?*

*Varsha Mehta 2: 50 companies, 42 million USD, 1.4 million SHF benefitted*

*Mark Sevier 2: @Judy Pane. Great question. I think there is much we have learned regarding using these investments to catalyze capital into the agriculture sector as well as providing customized and co-created acceleration to further assist companies to scale technologies into smallholder markets. We have focused our investments and evaluation criteria to take this into account.*

*Judy Payne: thx, mark. I'd still love concrete examples. Are they in the report?*

*Mariko Nakayama: What was the main and comon use of the funding provided to the firms?*

*Ekanath Khatiwada: Please also provide some recommended timeline for such interventions to get in to scale*

*Joaquim Govanhica: The role or added value of Agri broker/dealer is rare mentioned when discussing how to link the private sector with smallholder. Can you share an example or experience where FTF worked with Agri broker/dealer?, If any*

*Gordon Wanzare: What is your experience with market distortions, for example Government or NGO purchasing some technologies and distributing to farmers free of charge. This is catalytic but the flip side is that SHF perceive that they should be getting the technologies free and hence reluctance to procure them at market prices*

*Paul Guenette: Upcoming slides offer some good company snapshots as examples.*

*Iftikhar Mostafa: Very impressive. However, this is primarily supply side intervention. What about integrating the demand side - demand for small holder farmers and their organizations?*

*Paul Guenette: Twiga Foods in Kenya is a good example of facilitation of buyer linkages to markets for SHF products.*

*Andrew Ireland: how many of the partnerships were just focused on new business models but did not really focus on any specific new technology? Peter Boone -- Palladium*

*Solomon Ali: it is really good*

*Jane Amumpaire: Smallholder farmers still have unfavourable market dynamics*

*Ben Kohl: Our software greatly allievates administrative burden (<https://www.piestar.com>)*

*Shamsher H. Khan : Updating commnts; •Feed the Future Programs are doing great. However, Sustainability and institutionalization of such initiatives are essential in partnering with Private sector Supply Side and Demand Side Partner for capacity building to meet small holder's needs. Demonstration of technologies for farmers worked well in the similar technology transfer projects. The*

*development hypothesis focuses on broadening and accelerating the use of modern and enhanced agricultural technologies, including quality seeds, fertilizers, improved water management and other production practices such as reducing post-harvest losses and improving resilience to climate change to increase the productivity and quality of small farmers' production.*

*Andrew Ireland: Who provided the help with partners business plans? Was this Fintrac/P4I staff? Or was it local BDS consultants? If BDS consultants, were they paid on a pay for performance basis? Peter and Andrew at Palladium*

*astrid jakobs de padua: On the TWIGA Foods project: Where there any concerns or measures taken regarding food safety as it serves informal markets with fresh produce?*

*Laura Harwig (Partnering for Innovation): Andrew Ireland: Who provided the help with partners business plans? Was this Fintrac/P4I staff? Or was it local BDS consultants? If BDS consultants, were they paid on a pay for performance basis? Peter and Andrew at Palladium Sometimes it was P4I staff (depending on the needs of the partner) and sometimes it was external BDS companies and consultants. They were paid on a fixed-price basis.*

*Andrew Ireland: What is the minimum cost share that the partner needs to contribute to the partnership? How do you document and confirm their local cost share contribution? Peter and Andrew at Palladium*

*Julie MacCartee (USAID/BFS): Chat box has a mind of its own ;-)*

*Holli Jordan: Hello this is Holli Jordan from Lutheran World Relief (LWR): Echoing Ray Ott's question as to whether the study looked at ability of companies to offer training to smallholders on use of their inputs, and whether marketing of inputs was done through farmer cooperatives to reach smallholders at scale?*

*Judy Payne: Question for Rana/USAID: Are there plans for a more rigorous evaluation -- just as Emily has mentioned?*

*john potter: Was there a good or service sold/provided that did not require technology (such as a remote area)?-Lorraine at Inga Foundation*

*Fatou Kiné DIOP: Data collection is a real problem/challenge. Can you share your experience about it*

*Kofi Henaku: No*

*Kofi Henaku: Fatou, my sincerest apologies.*

*Yohannes Tesfu: Can you share us the slides?*

*Adam Ahmed – Agrilinks: the slides are located in the pod to the left of your screen, called presentation slide deck*

*Ricardo Pineda: Congratulations to the P4I team! well done! tks!*

*Lauren Rawlings: my screen says the content is not supported. will there be a link sent after?*

*Julie MacCartee (USAID/BFS): Lauren - thanks for letting us know. Yes, the slides will be posted on Agrilinsk and sent to you in an email*

*Adam Ahmed - Agrilinks: yes*

*Richard Lackey: Programs like Mediae Groups TV program "Shamba Shape Up" has educated more small farmers on the value of good ag practices and the importance of high quality inpus. There are more than 22 million viewers with 36% saying they have adopted improved inputs. This seems to be the most cost effective solution ever funded by USAID. Is the Partnering program appropriate for expansion capita, and/or software development to leverage the 1.4 mm present users access to microfinance, etc or would it be another section of USAID?!*

*Anna Brenes: It would be great if this project teamed up with the Innovation Labs workin gon value chain development - has there been any collaboration with the e.g. the Horticulture IL working on value chain devel?*

*Ahmed Tijani Abdulhamid: can't view anything on my screen. I am only enjoying the audio*

*Richard Lackey: We have chatted w SIL about transferring best practices to the tv show, but have not spoken w Innov Labs*

*AV Tech: Ahmed, this may be due to a slow internet connection from your ISP. You can test your speed with this website, anything less than 5mb/sec may cause visual lag or delay. <https://www.speedtest.net/>*

*Paul Guenette: Even good day-old chicks can be considered good "technology."*

*AV Tech: If anyone is having technical issues, we will share out a recording via YouTube in about a week.*

*Peter Kazungu: is there any push back from the SHFs that was registered on the product/services offered by the companies?*

*Shamsher H. Khan : Presentations well articulated and questions well taken. Thanks Adam Ahmed for great coordination.*

*Ahmed Tijani Abdulhamid: Thank you Av Tech*

*Eric Lane: QUESTION: We have developed & proven new hardware technology (\$3m invested) that addresses multiple points in rural smallholder AG value chain and*

*enables greater smallholder access for aggregators like Twiga. To do this we need to adapt it to a new prototype. This activity is easy, but it's not cheap. If it takes less than 1 year, is this activity fundable? Available resources (site links, this report, etc.) did not specify at this detail.*

*Anna Brenes: There are many opportunities to leverage work being done with many of the Innovation Labs - it's worth looking into and at least identify potential opportunities and cross-pollinate ideas to share data and information.*

*Ekanath Khatiwada: Excellent discussions*

*Sutan Sinaga: would the final draft be available later after this meeting? because I couldn't access the download and the link on my mobile phone screen*

*Manal Saleh: can you share updated business plans that can be modified based on the country of origin?*

*Judy Payne: Great discussion. This emphasis on helping partners with business plans is an old lesson, tried and true. Is USAID thinking about more help in this area beyond this great activity? (Question for USAID later I guess)*

*Camilo Pena : how does the private sector see the role of the women and youth in the SHF?*

*Claire Baker 4: For other USAID proposals, we've been expected to include some sort of WEAI study to show the impact of our product on women's empowerment. Is that level of evaluation expected for this program? It is very extensive and expensive!*

*Claire Baker 4: I've lost audio. Is it just me?*

*Rachel Schurman: I second the Q about women. Was gender a focus of this project, and if so, how was it incorporated?*

*Ben Kohl: Our Piestar DPx system is designed for data collection from a variety of people at different time intervals to obtain valid, reliable, and accurate results for reporting purposes. (<https://www.piestar.com>). We are doing this for 10 USAID FtF ILs*

*AV Tech: You're logged in twice Claire. If you're on a slower internet connection the double login may affect the audio. I'm going to remove one of your logins to see if that helps.*

*Claire Baker 4: I logged off on the first one about 30 minutes ago...had to switch devices.*

*AV Tech: Audio is currently working.*

*Kofi Henaku: Is there a global network on the African continent to which smaller service providers in spatial data like mapping as well as farm scanning and monitoring solutions can tap into. Predominantly Africa wide?*

*Ben Kohl: Our system is customized to each program's specific data collection and reporting needs (<https://www.piestar.com>)*

*Fatou Kiné DIOP: What are the biggest constraints in business plan implementation?*

*AV Tech: Poll time!*

*Garrett Schiche: do you plan to do expost evaluation of all these businesses to evalualate their sustainability?*

*Julie MacCartee (USAID/BFS): Feel free to contatc me about the Agrilinks webinar series: [jmaccartee@usaid.gov](mailto:jmaccartee@usaid.gov)*

*Paul Guenette: Thanks Julie! Thanks all!*

*Kofi Henaku: Thanks guys for a great Webinar*

*Mary Beggs: Thanks everyone!*

*AV Tech: Keep an eye on Agrilinks for upcoming events!*

*Richard Lackey: Thank you for a wonderful webinar!*

*AV Tech: You'll receive a follow up email from this event with an event recording and related resources.*

*Stacy Cummings: Well done & thank you! I learned a lot, in particular the work Twiga is doing. I look forward to exploring the content!*

*Wendolyn Borkoski: Thank you so much for sharing your findings!*

*Julie MacCartee (USAID/BFS): We've been thrilled with the participation! Thanks for joining! And subscribe to the Agrilinks mailing list for notifications of future webinars*

*Carianne de Boer : Thanks to everyone who contributed to this webinar, thanks for sharing!*

*Adam Ahmed - Agrilinks: Many thanks everyone!!!*

*Md Shamsul Kabir: Sincere thanks!*

*Garrett Schiche: thank you*

*Camilo Pena : thanks!*

*Shamsher H. Khan : Thanks a lot.*

*Joyce Njuguna: thank you*

*TATIANA PAREDES: gracias. Buen día*

*Claire Baker: Thank you! This Agrilinks program is always helpful!*

*Jackson Kayinamura: Thanks*

*Fatou Kiné DIOP: Thanks a lot*

*MARYANN Edeh: THANK YOU*

*Ahmed Tijani Abdulhamid: Interesting... Thanks*

*Holli Jordan: Love Agrilinks! Thank you!*

*Julie MacCartee (USAID/BFS): Thank you all so much!*

*Sydney Zharare: Thank you!!*

*Nathan Rider: Thanks so much!*

*Ben Bizinde: Thanks*

*Samuel Akpan: Samuel Akpan, 24AGRIC LTD.... Nigeria.. Thanks for the great Webinar*

*AV Tech: We'll leave the room open for a couple of minutes. Please complete the polls and we'll see you online again soon.*

*Cisse Yacouba Aboubacar: Thanks*

*Jane Amumpaire: Thank you*

*agnes tumusiime: Thank you*