



# Towards Priority Actions for Market Development for African Farmers

**Safari Park Hotel, Thika Road, Nairobi**

## DAY 1: Wednesday 13 May 2009

Session	Time	Session Title	Activity	Presentation Title	Speaker	Affiliation of Speaker
Day 1 Session 1	0900 - 1000	Opening Session	Opening statements	Welcome	Dr. Namanga Ngongi	AGRA President
				Opening remarks	Hon. William Ruto	Minister of Agriculture, Kenya
				Opening remarks	Dr. Steven Staal	Theme Director, Market Opportunities, ILRI
				Opening remarks	Dr Jones Govereh	Senior Policy Coordinator, COMESA
			Opening remarks	Dr Faustin Mwape	Agricultural Advisor, NEPAD	
			Five-minute film	Making markets work for Africa – Voices from the field		
	1000 -1030		TEA BREAK			
Day 1 Session 2	1030 - 1115	Plenary: Identifying the Issues	Challenge paper	Challenges to pro-poor market development for African agriculture	Chris Barrett	Cornell University
	1115 - 1200		CAADP position paper	Framework for Market Development in Africa – CAADP pillar II	Komla Bissi	Agribusiness Advisor NEPAD/CAADP
	1200 - 1300		Panel discussion	Identifying the issues facing agricultural markets in Africa  Moderator: <i>A. Adesina</i>	Panelists:  Maximo Torrero James Mwangi Tim Williams  Constantine Kandie	IFPRI Equity Bank Commonwealth Secretariat East Africa Grain Council
	1300 - 1400		LUNCH BREAK			



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Session	Time	Session title	Activity	Presentation title	Speaker	Affiliation of speaker	Authors
Day 1 Session 3	1400 - 1430	Plenary Inputs & services	Conceptual framework for pro- poor market development: 1	Markets and dynamic (agricultural) development	Andrew Dorward	SOAS	A. Dorward, C. Poulton and E. Chirwa
	1430 - 1500	Plenary Inputs & services	Input and service overview	Inputs and infrastructure and investment in markets and development	Maximo Torero	IFPRI	M. Torero
	1500- 1530		TEA BREAK				
Day 1 Session 4	1530 - 1730	Parallel Sessions Inputs & services	Parallel Session 1: Genetics and breeding systems Moderator: <i>Hugo de Groot</i>	Tapping the potential of local markets to supply seed and support rural development in semi-arid Africa	Richard Jones and Melinda Smale	ICRISAT and Oxfam	M. Smale, L. Nagarajan, L. Diakit�, P. Audi, M. Grum, R. Jones, and E. Weltzien
				Opportunities and challenges for developing and promoting multipurpose cattle breed for the intensive mixed crop-livestock systems in Africa	Okeyo Mwai	ILRI	Okeyo Mwai
				Challenges of the maize seed industry in eastern and southern Africa: A compelling case for private-public intervention to promote growth	Augustine Langyintuo	CIMMYT	Langyintuo, A.S.
				Agricultural Market Development: A synthesis of CIAT 's approach, priorities, experiences and case studies	Jonas Chianu	CIAT-TSBF	Chianu J N, Njuki J, Birachi E, Gonz�lez, A, Lundy M, Kirkby R, Buruchara R, Ohiokpehai O, Vanlauwe B, Sanginga N
				Distributing quality via sales the experiences of commercial seed company in Western Kenya.	Saleem Esmail	Western Seeds	Saleem Esmail



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Day 1 Session 4	1530 - 1730	Parallel Sessions Inputs & services	Parallel Session 2: Fertilizer and key inputs Moderator: <i>Isaac Minde</i>	The fertilizer market in Africa – Current Challenges	Maria Wanzala	IFDC and IFDC/NEPAD	Balu Bumb and Maria Wanzala
				Enhancing Productivity through Access to Improved Inputs: - the experience in Kenya	Joseph Mwangangi and Jason Scarpone	CNFA/AGMAR K	J.Mwangangi and Jason Scarpone
				The Challenge Of Creating a Sustainable Agro-Dealer Network – The Case Of Uganda	Happy Richard	ATU -Uganda Agro-dealers' Association	Rita Laker-Ojok, Happy Richard
				Building sustainable fertilizer markets in Africa,	Loraine Ronchi	World Bank	M. Morris, L. Ronchi and D. Rohrbach,
Day 1 Session 4	1530 - 1730	Parallel Sessions Inputs & services	Parallel Session 3: Risk and risk management Moderator: <i>Ade Freeman</i>	Climate Risk, Information and Market Participation for African Farmers.	Jim Hansen	IRI – University of Colombia	James Hansen, Stephen Zebiak, Walter Baethgen, Amor Ines, Daniel Osgood
				Index Based Livestock Insurance for Northern Kenya's Arid and Semi Arid Lands: The Marsabit Pilot	Andrew Mude	ILRI	A. Mude
Day 1 Session 4	1530 - 1730	Parallel Sessions Inputs & services	Parallel Session 4: Financial services and credit Moderator: <i>Tim Williams</i>	Credit for Small Farmers in Africa revisited: Pathologies and Remedies	Hans Binswanger	formerly of World Bank	H.P.. Binswanger and R. van den Brink
				Developing and growing Agricultural credit – the experiences of KREP Bank in Kenya	Aleki Dondo	K-REP	A. Dondo
				Venture capital – the experience of AAC in East Africa	Thomas Adlam	AAC	T. Adlam
				Agricultural value Chain Financing: the case of Equity Bank in Kenya	Esther Muiruri	Equity Bank	Esther Muiruri
				Helping Develop appropriate financial solutions – the experiences of the Financial Services Deepening Trust (FSDT) of Kenya.	David Ferrand	Financial Services Deepening Trust	D. Ferrand



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Day 1 Session 4	1530 - 1730	Parallel Sessions Inputs & services	Parallel Session 5: Market information and standards Moderator: <i>Dagmar Mithoefer/Steve Franzel</i>	Market Information Systems Role in Agriculture Marketing: The Case of Kenya Agriculture Commodity Exchange (KACE).	Adrian Mukhebi	Kenyan Agricultural Commodity Exchange (KACE)	A. Mukhebi
				Market Information Systems Role in Agriculture Marketing: The Case of Malawi Agriculture Commodity Exchange (MACE).	Elizabeth Manda	Malawi Agricultural Commodity Exchange (MACE)	E. Manda
				Private Standards in Kenyan Horticulture: Did the Donors Respond Effectively to the Challenge?	John Humphrey	IDS Sussex	J. Humphrey
				Importance of ICT-based market information systems for agricultural development	Kofi Debrah	MCA Ghana	K. Debra
				MIS 2.0: How mobile phones will transform the way markets work.	Mark Davies	Esoko	Mark Davies
	1800-1930		CONFERENCE COCKTAIL				

## DAY 2: Thursday 14 May 2009

Session	Time	Session title	Activity	Presentation title	Speaker	Affiliation of speaker	Authors
Day 2, Session 1	0900 - 1000	Plenary Output Markets	Conceptual framework for pro-poor market development 2	Improving the Performance of Staple Food Markets to Exploit the Productive Potential of Smallholder Agriculture	Antony Chapoto	FSRP	T. Jayne, Chapoto, and B. Shiferaw
			Output markets overview	Key Actors, Major Initiatives, and Principal Funding Agencies in Africa's Agricultural Commodity Markets	S. Were Omamo	UN World Food Programme	S. Were Omamo
	1000-1030		TEA BREAK				



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## DAY 2: Thursday 14 May 2009

Day 2, Session 2	1030 - 1300	Parallel Sessions Output markets	Parallel Session 1: Market organization and linkages Moderator: <i>John Lynam</i>	Modernizing Africa's Fresh Produce Supply Chains without Rapid Supermarket Takeover: Towards a Definition of Research and Investment Priorities	Dave Tschirley	Michigan State University	D. Tschirley M. Ayieko M. Hichaambwa J. Goeb W. Loescher
				Upgrading Food Markets in Emerging Countries through Technology Adoption: Options for Sub-Saharan Africa	Dave Weatherspoon	Michigan State University	Dave Weatherspoon and Andrew Muhammad
				Growth in high-value export markets in Sub-Saharan Africa and its development implications.	Miet Maertens	University of Leuven	Miet Maertens
				Winning Markets for the Poor through the Commercial Villages Model	Mumbi Kimathi	Farm Concern	Kimathi, M.
				Organising producers around service delivery hubs – the experiences of Technoserve in the Kenyan dairy industry.	Fred Ogana	TechnoServe	Simon Winter and Fred Ogana
Day 2, Session 2	1030 - 1300	Parallel Sessions Output markets	Parallel Session 2: Commodity exchange and warehouse receipts Moderator: <i>Shahidur Rashid</i>	Improving the efficiency of African agricultural markets systems through promoting formalised exchange infrastructure: what are the potential benefits challenges and prospects	Gideon Onumah	Natural Resources Institute (NRI)	Gideon Onumah
				Working in the Kenyan maize market – the potential of Warehouse receipting	Steve Collins	ACDI-VOCA	Steve Collins
				The experiences of the East African Grain Council in unlocking the potential in the grain market	Constantine Kandie	EA Grain Council	Constantine Kandie
Day 2, Session 2	1030 - 1300	Parallel Sessions Output markets	Parallel Session 3: Producer associations and collective action Moderator: <i>John Omiti</i>	Farmer Organizations and Collective Action Institutions for Improving Market Access and Technology Adoption: Lessons and Experiences for African Smallholder Producers	Bekele Shiferaw	ICRISAT	B.A. Shiferaw and G. Muricho
				Collective action for smallholder market access: Evidence and implications for Africa"	Helen Markelova	IFPRI	Helen Markelova and Esther Mwangi
				Farmer organisations, markets and pro-poor development	TBD	University of Zambia	Gelson Tembo
				The potential of farmers working together in a commercial venture – the phenomenal growth of the Githunguri Dairy Co-operative	Harun Baiya	SITE	Harun Baiya
				Eradication of Poverty: An agricultural finance perspective	Hans Bogaard	Rabobank	Hans Bogaard



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Day 2, Session 2	1030 - 1300	Parallel Sessions Output markets	Parallel Session 4: Regional trade <i>Moderator: Oluwale Olaleye</i>	Developing Agricultural Commodity Markets for Improved Regional Trade in Africa	Ade Olomola	AERC	D. Olu Ajakaiye and Ade S. Olomola
				Joint evolution of spatial integration and product segmentation on agricultural markets: The case of cereals in Mali.	Céline Bignebat	Montpellier University	C. Bignebat and J. Egg
				The impact of non tariff barriers on cross-border trade in maize and beef within the East African Community	Joseph Karugia	ILRI	J.Karugia, J. Wanjiku, S. Gbegbelegbe, J. Nzuma, S. Massawe, A. Freeman, M. Waithaka, S. Kaitibie and E. Macharia
				Regional trade – an opportunity to spur growth in eastern and central Africa	Michael Waithaka	ASARECA	M. Waithaka and M. Kyotalimye
Day 2, Session 2	1030 - 1300	Parallel Sessions Output markets	Parallel Session 5: Agro processing <i>Moderator: Steve Staal</i>	Value-adding and marketing food and horticultural crops in sub Saharan Africa: importance, challenges and opportunities	Omo Ohiokpehai	TSBF-CIAT	Omo Ohiokpehai, L. Opara , H. Kinyua , K. Kamau and L.A. Wasilwa
				An assessment of the potential efficiency and profitability of value addition and marketing innovations involving smallholder farmers under a pilot system in Tanzania	Adebayo Abbas	IITA	Abass, A.B.; Abele S.; Mlingi, N.; Rweyendela, V.; Ndunguru,G
				Pro-poor policy shifts: Impacts and lessons from the Kenyan milk industry	Amos Omore	ILRI	Amos Omore and Derek Baker
	1300 - 1400		LUNCH BREAK				
<b>Session number</b>	<b>Time</b>	<b>Session title</b>	<b>Activity</b>	<b>Presentation title</b>	<b>Speaker</b>	<b>Affiliation of speaker</b>	
Day 2 Session 3	1400 - 1500	Donor Experience	Donor panel <ul style="list-style-type: none"> <li>Each 5-10 min on past approaches towards agricultural markets</li> <li>Discussion</li> </ul> <i>Moderator: John Lynam</i>	Lessons learned from agricultural market interventions : donor experience		USAID GTZ DANIDA BMGF AGRA	



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## DAY 2: Thursday 14 May 2009

	1500-1530	TEA BREAK				
Day 2 Session 4	1530 - 1700	Capturing Conference Outcomes	Conference insights: the first cut <i>Moderator: Ravi Prabhu</i>	Identifying key outcomes and lessons  (Reporting back from parallel sessions)	Rapporteurs from parallel sessions	

## DAY 3: Friday 15 May 2009

Session number	Time	Session title	Activity	Presentation title	Speaker	Affiliation of speaker
Day 3, Session 1	0930 -1030	Final Synthesis Session	Synthesis of key outcomes from the Conference. Moderator: <i>A. Freeman</i>	Synthesis of key Outcomes  Response from the farmers perspective	Ade Freeman and Chris Barrett  Nduatu Kariuki	East African Farmers Federation
	1030-1100	TEA BREAK				
Day 3, Session 2	1100 - 1230	Closing Session	Concluding Panel discussion <i>Moderator: A. Adesina</i>  Declaration  Thanks and official closure	Lessons learned towards priority action for market development for African farmers	Faustin Mwape Namanga Ngongi Andrew Karanja Opio Omoding Robson Mutandi TBD	NEPAD Representative President of AGRA Snr. Ag Economist, World Bank Princ. Country Program Officer AfDB IFAD CPM USAID

**END OF CONFERENCE – 12:30 Friday May 15th**



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## DAY 3: Friday 15 May 2009

Post Conf.	1400 - 1700	Post-conference meetings (By invitation)	<p>Two planning meetings to be held to address:</p> <ul style="list-style-type: none"> <li>▪ Plans and process for organizing conference papers and proceedings</li> <li>▪ Development of joint regional proposals to address knowledge gaps identified</li> </ul>			
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