

AGENDA

WEEK OF AGRICULTURE AND RURAL LIFE

Private Sector Dialogue: Promoting Agri-business Within the Americas

Holiday Inn, Montego Bay
Jamaica

October 27, 2009

*“Building Capacity for Enhancing Food Security and Rural Life in the
Americas”*

Objectives

Food and agricultural systems are increasingly more market-driven, with greater emphasis on input markets and growth of post-production enterprises. The changes in agri-food systems have significant implications for growth, poverty, and food security. While these developments may encourage productivity and product quality improvements, and competitiveness, the resulting benefits are not enjoyed by all. Changes in agri-food systems pose special risks for smallholder farmers, traders, processors, wholesale markets and retailers, consumers, particularly those in the rural space.

The role of the private sector in expanding economic opportunities and development in the sector through collaborative action is important. In this context, the objectives of this dialogue are to:

- 1. Discuss opportunities and constraints within three selected areas,¹ essential to wider-scale growth and development in the food and agricultural systems**
- 2. Identify key policy and programme options for addressing these constraints and opportunities through private sector, public sector, and public-private partnership interventions**

¹ Finance, Credit, and Risk management; regional trade agreements & marketing; and research and technology transfer.

Tuesday October 27, 2009

09:30-10:00

Welcome and Opening Remarks:

Dr the Honourable Christopher Tufton, Minister of Agriculture & Fisheries, Jamaica

Dr. Chelston Brathwaite, Director General, Inter-American Institute for Cooperation on Agriculture (IICA)

H.E. Irwin Larocque; Assistant Secretary General, Trade and Economic Integration, CARICOM Secretariat

Chair: Mr. Earl Jarrett C.D., General Manager, Jamaica National Building Society (JNBS)

SESSION I

10:00-11:30

Chair: Jeanette Sutherland, CARICOM Secretariat

SESSION I: Research & Development, Innovation, and Technology Transfer (with special focus on the needs of Caribbean countries)

Research and Development drives innovation in Agriculture and Agri-business. The Caribbean Region has underperformed in the area of research and innovation. If the Region is to compete effectively in regional and global markets, it must be able to respond to the increasingly rapid changes in the agro-food system. Building sustainable capacity with respect to increased productivity, food safety, quality, product development, and marketing are crucial in this regard. During this session, the intent is identify:

- Is it more feasible for Caribbean countries to invest in technology innovation or adaptation?
- The most appropriate technology transfer model/s for agro-innovation development in the Caribbean?
- Critical success factors of such model/s?
- What are effective mechanisms to promote technical cooperation between Latin America and the Caribbean and among research institutions within the Caribbean?

- How to foster an integrated approach between formal and informal knowledge/technology systems to establish effective linkages with smaller-scale producers/processors whereby they actively participate in agricultural technology innovation efforts?

10:00-10:15	<p>Position Paper</p> <p>Dr. Audia Barnett, Scientific Research Council</p>
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10:15-11:00	<p>Case Studies:</p> <p>Dr. Amauri Buso, EMBRAPA (Brazilian Agricultural Research Corporation)</p> <p>Dr. Wendy Lee Yeun, Trinidad and Tobago</p> <p>Sr. Jose Miguel Stegmeier, Chilean Agricultural Society</p>
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11:00-11:30	<p>General Discussion and Comments On the Way Forward (focusing on policy and programme interventions by Governments and Donors)</p>
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11:30-11:45	<p>COFFEE BREAK</p>
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11:45-13:00	<p>SESSION II: Finance, Credit, and Risk Management</p> <p>Chair: Mr. Earl Jarrett, JNBS</p>
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Rural finance is widely acknowledged as a catalyst to rural development. Yet, due to the lack of capacity and structures to adequately deal with both the business and financial system risks, this catalytic role has not been fully realized. Millions of dollars, in the past, have been channeled through rural finance, especially agricultural credit, and yet rural communities have little to show for it. Donors, governments and bankers became disillusioned with the results. Today there is renewed interest to learn from the past and experiment for the future to meet the seemingly elusive goal of increasing rural farm and non-farm investment and assets through the ready access of appropriate and sustainable financial services to all households. In addition, rural finance has begun to be seen in a broader spectrum than agricultural and farm credit and is now being defined as farm credit and non-farm credit, savings, insurance, transfers, clearing, equity finance, etc.

During this session, some of the issues to be addressed include:

- What are key lessons learned from past attempts at using rural finance in promoting agricultural and rural development?
- What are some best practices/models to deliver required credit to agricultural and agri-business enterprises, particularly those in rural spaces?
- What are some of the innovative and affordable risk mitigation instruments that would allow investment opportunities to become more attractive?
- What are the required policy instruments that should be proposed to support financial institutions to reorganize and restructure their operations to develop better access to credit?
- What mechanisms can be developed between Latin American and the Caribbean to promote cross border finance and instruments for risk mitigation?

11:45-12:00	Position Paper Mr. Jeffrey Hall, Jamaica Producers
12:00-12:30	Case Studies: Dr. Oscar Luzuriaga, Latin American Agri-business Development Corporation- Examples of Financing Small Agri-businesses Mr. Martin Gooch, George Morris Centre, Canada- Enhancing Food Security in the Americas: View from Canada
12:30-13:00	General Discussion and Comments On the Way Forward (focusing on policy and programme interventions by Governments and Donors)
13:00-14:00	LUNCH
14:00-16:00	SESSION III Chair: Miguel Garcia, IICA

SESSION III: Enhanced Marketing of Agri-produce within the framework of Regional Trade Agreements

Within recent years, regional trade in Latin America and the Caribbean has contracted sharply. Similar to elsewhere, the decline in trade in the region results from a breakdown in global

demand, an increase in market protectionism, and the drying up of trade finance. Latin American and Caribbean countries are party to more Regional Trade Agreements (RTAs) than any other developing regions. During this session, an overview of selected RTAs will be presented to provide a better understanding of the opportunities they offer. Some of the issues to be addressed include:

- How can countries in the region capitalize on the benefits available within these RTAs? Emphasis will be placed on collaboration between Latin America and Caribbean in taking advantage of RTAs.
- Further, how can countries, individually or collectively, take advantage of these RTAs to enhance their marketing of products, given some of the unique branding opportunities available to Latin America and the Caribbean?
- How can these RTAs be used to foster market-oriented cross-border supply chain development?
- What are some critical success elements to ensure that these cross-border supply chains stimulate local agro-industry, employment generation, local food production, value addition to products, technology transfer, improved food safety and nutrition?

14:00-14:15	<p>Position Paper</p> <p>Mr. Nigel Durant, Office of Trade and Negotiations, CARICOM Secretariat</p>
14:15-15:30	<p>Case Studies</p> <ul style="list-style-type: none"> • Dr. Sergio Navas, Camara de Exportadores de Costa Rica- Impact of CAFTA on Private sector in Central America • Dr. Amy Angel, Fundación Salvadoreña para el Desarrollo Económico y Social- CAFTA: Consequences for Central American Agriculture • Mr. Ian Passard, Experience of Jamaica Broilers Group with Caribbean Basin Initiative • Dr. Felix Roberto Carvallo, Fondo de Inversion de Capital en Agronegocios, Mexico
15:30-16:00	<p>General Discussion and Comments On the Way Forward (focusing on policy and programme interventions by Governments and Donors)</p>
16:00-16:15	<p>Wrap Up</p> <p>Mr. Earl Jarrett</p>
16:15-16:30	<p>Closing remarks, Dr. Marc Panton, Ministry of Agriculture and Fisheries</p>