



PACIFIC REGIONAL CAPACITY BUILDING WORKSHOP ON ENHANCING ACCESS TO FINANCE FOR THE AGRICULTURAL SECTOR

Hexagon International Hotel, Nadi, Fiji
20 - 21 October 2011
Program

Thursday 20th October 2011

- 08.00 - 09.00** **Registration**
- 09.00 - 09.30** **Opening ceremony**
- Welcome note by Mr. Samuel Gayi, Head, Special Unit on Commodities, UNCTAD
- Opening remarks by Mr. Inoke Ratukalou, Director, Land Resources Division, SPC
- Keynote speech by Mr. Mason Smith, Permanent Secretary for Agriculture, Ministry of Primary Industries of Fiji
- 09.30 - 11.00** **Session 1: Setting the scene: Agricultural sector development and finance in the Pacific island countries**
Moderator: Mr. Mason Smith, Permanent Secretary, Ministry of Primary Industries of Fiji
- 09.30 - 09.40 Overview of the All ACP Agricultural Commodities Programme (AAACP), by Mr. Jean-Yves Hansart, Commodity Chain and Economics Expert, Coordination Unit of AAACP and Cos-coton Secretariat
- 09.40 - 09.55 Importance of agricultural sector development in the Pacific, by Mr. Timothy Martyn, Agribusiness Specialist, Secretariat of the Pacific Community
- 09.55 - 10.25 Financing constraints in the agricultural sector development - by Ms. Mereia Volavola, CEO, Pacific Islands Private Sector Organization (PIPSO) - by Mr. Robert Horton, consultant
- 10.25 - 10.40 Fruit & Vegetable sector development and the role of finance – case of Samoa, by Mr. Grant Percival, Chairman, Fruit and Vegetable Strategy Development Coordinating Committee of Samoa
- 10.40 - 11.00** **Discussions**
- 11.00 - 11.30** *Coffee break (group photo)*
- 11.30 – 13.00** **Session 2: Improving access to agricultural credit by addressing collateral constraints**
Moderator: Mr. Simone Sefanaia, Managing Director, Tonga Development Bank
- 11.30 - 11.50 Collateral constraints in agricultural credit in the Pacific and the role of a modern secured transactions law in addressing these constraints – ADB's experience, by Mr. Terry Reid, Private Sector Development Initiative, Asian Development Bank (ADB)
- 11.50 – 12.10 Using innovative collaterals to improve agricultural credit – FDB perspective, by Mr. Deve Toganivalu, CEO, Fiji Development Bank
- 12.10 – 12.30 SBEC model to assist farmers and small enterprises in accessing agricultural loans - Experience of the Small Business Enterprise Centre (SBEC), by Ms. Margaret Malua, Director, Small Business Enterprise Centre of Samoa
- 12.30 - 13.00** **Discussions**
- 13.00 - 14.00** **LUNCH**
- 14.00 – 17.30** **Session 3: Increasing access to finance in rural areas – role of microfinance**
Moderator: Mr. Tukana Bovororo, CEO, Vanuatu Agriculture Development Bank
- 14.00 - 14.25 Experience of the South Pacific Business Development (SPBD), by Ms. Maros Parreno-Apostol, General Manager, SPBD Microfinance Samoa
- 14.25 - 14.50 Experience of ANZ Rural and Microfinance Banking, by Mr. Baro Saumaki, Head, ANZ Rural and Microfinance Banking



- 14.50 - 15.15 Increasing access to financial services in rural areas – ADB’s experience, by Mr. Erik Aelbers, Private Sector Development Initiative, Asian Development Bank (ADB)
- 15.15 – 15.40 Farmers' point of view, by Mr. Daniel Talasieux Hamala, Growers Federation of Tonga Inc.
- 15.40 - 16.10** *Coffee break*
- 16.10 - 17.30** **Discussions**
- 18.00** **Cocktail - end of the first-day sessions**

Friday 21st October 2011

- 09.00 – 12.30** **Session 4: Modern financial instruments and institutional support – an alternative way to improve access to credit for the agricultural sector**
Moderator: Mr. Samuel Gayi, Head, Special Unit on Commodities, UNCTAD
- 09.00 - 10.00 Factoring/ receivable discounting and a case study in Fiji
- by Ms. Frida Youssef, Economic Affairs Officer, UNCTAD
- by Mr. Robert Horton, consultant
- 10.00 – 10.20 Warehouse receipt system and inventory credit - its application in the coffee sector and cold chains, by Mr. Gideon Onumah, Expert, Natural Resource Institute, UK
- 10.20 – 10.40 Using production contract and other financing instruments to facilitate access to credit and reduce price risks, by Mr. Andrew Shepherd, Senior Technical Advisor for Market-Led Development, CTA
- 10.40 – 11.00 Role of farmers’ organizations in facilitating access to agricultural finance: Experience of Trinidad and Tobago, by Ms. Dhano Sookoo, President, Agricultural Society of Trinidad and Tobago
- 11.00 – 11.30** *Coffee Break*
- 11.30 - 12.30** **Discussions**

12.30 - 13.30 **LUNCH**

- 13.30 – 15.00** **Session 5: Weather risk management**
Moderator: Mr. Taukave Poolo, CEO, Development Bank of Tuvalu
- 13.30 - 13.50 Weather risk management mechanism in the Caribbean: Caribbean Catastrophe Risk Insurance Facility (CCRIF), by Mr. Nicholas Grainger, Assistant Vice President, Caribbean Risk Managers Ltd
- 13.50 - 14.10 Weather risk in the Pacific Island Countries and some thoughts from the Caribbean experience, by Mr. Neville Koop, Managing Director of Nadraiki (Fiji) Ltd.
- 14.10 - 15.00** **Discussions**
- 15.00 – 15.30** *Coffee Break*
- 15.30 – 17.30** **Session 6: The way forward**
(Discussions and views of various actors on how policy makers, financial institutions and agricultural value chain stakeholders can collaborate in their efforts in improving agricultural value chain finance based on the presentations and discussions of the workshop)

Issues to be discussed in this session include:

(1) Identifying lessons from case studies presented at the workshop; (2) key challenges ahead; (3) what kind of support is needed to make agricultural finance work in the Pacific (Donors can also intervene to indicate the type of support they can provide); (4) and follow-up actions after the workshop.

Speakers:

(1) Representative of policy makers; (2) Representative of financial institutions (development banks, microfinance institutions); (3) Representative of agricultural value chain stakeholders (farmers, processors/ traders); (4) Representative of donors Organization of the session:

- Group discussions: 45 minutes

- Plenary session: 75 minutes (including 10-minute presentation by each group and discussions)

17.30 **End of the workshop**



ALL ACP Agricultural Commodities Programme, funded by the European Union

