



UNLOCKING SMALLHOLDER ASSETS: WAREHOUSE RECEIPTS AND ICT

WEBINAR CHAT TRANSCRIPT

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PRESENTERS:

Judy Payne, USAID Bureau for Food Security

Erin Connor, Grameen Foundation

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WEBINAR CHAT TRANSCRIPT:

USAID Agrilinks: Good morning everyone! We're going to get started at 9:30 this morning

Joseph Bangnikon: Joseph Bangnikon, OIC International, DC

Patrick Rader: Patrick Rader, AECOM, Arlington VA

Judy Payne: Judy Payne, ICT Advisor for AG, USAID, DC

Hanneke Lam: Natural Resources Institute (NRI), University of Greenwich, UK

Zachary Baquet: Good Morning All!

Zachary Baquet: Good Morning Ada!

Sonia Ihenachor: Good morning Zachary! This is Ada with USAID/BFS

Zachary Baquet: Welcome to the ASC!

Zachary Baquet: Is everyone hearing the audio?

Sonia Ihenachor: Yes I can hear the audio

Zachary Baquet: Hi Ada!

Zachary Baquet: Hello everyone, take a moment to introduce yourself in the chat box. Tells us where you are joining from.

Richard Tinsley: Dick Tinsley, Colorado State University, and as unripen as ever

Steev Lynn: Independent Consultant, Center for Peripheral Studies

Richard Tinsley: Dick

Zachary Baquet: Hi Steev and Dick

Steev Lynn: My consulting outfit, nothing more

Linda Fulponi 2: Linda Fulponi consultant OECD develop

Judy Payne: As you listen to today's presentations, think of great (even hard??) questions or add a comment about your related experience. We want this to be a lively discussion.

Zachary Baquet: Hi Laura!

Mary F Muzzi: Mary Frances Muzzi consultant

Laura Cizmo: Hi Zachary!

Linda Fulponi 2: Linda Fulponi consultant OECD development Center, Myanmar multidimensional review

Richard Tinsley: I added a blog to your announcement referring to a webpage that i think is right on target for this webinar:<http://lamar.colostate.edu/~rtinsley/FinancialStrategy.htm> i hope some of you have had a chance to look at it.

Joseph Bangnikon: Hi Judy

Zachary Baquet: Hi Linda!

Alison MacDonald: Alison MacDonald from CPAR - Canadian NGO working in Food Security among other things

Zachary Baquet: Welcome Alison. We are glad you could join us today.

Joseph Bangnikon: Please can you go over how to chat with fellow attendees. Thanks.

Laura Cizmo: Laura Cizmo- USAID/BFS Market and Partnerships Innovation

Judy Payne: Alison -- It would be great to have you chime in in the discussion regarding your experience with ICT related to warehouse receipts.

Judy Payne: Thanks, Dick. I will check out your blog after the webinar.

Zachary Baquet: Welcome to those just joining us!

Richard Meyer: Sorry don't have a blog

Judy Payne: I was referring to Dick Tinsley's blog he mentioned above.

Caitlin Herrington: Hi all, Caitlin Herrington from Opportunity International based in Chicago, IL

Kevin Fath: Kevin Fath - recent RPCV, current PMF Finalist, Texas A&M Grad Student

Elizabeth Dunn: Hi, everyone. Elizabeth Dunn from Gainesville, FL.

Zachary Baquet: Hi Caitlin and Kevin! Thank you for participating!

Zachary Baquet: Hi Elizabeth!

Kevin Fath: Glad to be here!

Zachary Baquet: Hi Tim! How are you doing today?

Autumn Gorman: Autumn Gorman, USAID in DC

Richard Tinsley: The blog is on the basic financial strategy of smallholder is to retain goods in kind as long as possible to avoid having too much cash in the house as sticky fingers is more a problem than post-harvest losses. The market what they needed for immediate cash needs often as little as 10 kg what a women can carry on their head. This prolongs the marketing period for up to 10 months after harvest

George Kegode: George Kegode - Northwest Missouri State University, Maryville, MO

Zachary Baquet: Hi George!

Casey Cheng: Good morning. Casey Cheng from ADM Institute for the Prevention of Postharvest Loss at University of Illinois at Urbana-Champaign

Zachary Baquet: Good Morning Casey! Good to see the Post-Harvest folks represented.

Joseph Obi: Joe Obi from USAID/DCA

Scott Haller 3: Welcome Joe!

Zachary Baquet: Hi Joe!

Eve Mungai: Hi all, Eve Mungai from Grameen Foundation/Kenya

Joseph Obi: Good morning/afternoon everyone

Zachary Baquet: Glad you could join us Eve!

Steev Lynn:

Katy Murphy-Lubowicz: Hi everyone. Katy Murphy-Lubowicz from Feed the Future Partnering for Innovation

Subha Priya Narayanaswamy: Hi all, Good morning! Subha from Appropriate IT

Lisa Parrott: Lisa Parrott, Community Economic Development Specialist - Peace Corps

Amanda Fong: Amanda Fong USAID/Mozambique

Charles Steinfield: Good morning everyone, Charles Steinfield from Michigan State University here

USAID Agrilinks: Thanks for joining us Subha and Lisa! Are you guys joining us from abroad or here in the states?

Thomas Heck: Thomas Heck. Analyst at Roros Economic Development Fund

Thomas Heck: Soros Economic Development Fund

Duncan Boughton: Duncan Boughton at Michigan State University joining.

Subha Priya Narayanaswamy: I am from DC

USAID Agrilinks: Great, welcome to those joining us near and far!

Haben Berhe: Greetings! Haben Berhe from Feed the Future Partnering for Innovation

KDAD AV Tech: Livestock month!

Zachary Baquet: Hi Haben! Good to see FTF-PI here.

Zachary Baquet: Welcome Amanda! How is Mozambique?

Aisha Chottani: Aisha Chottani from Soros Economic Development fund

USAID Agrilinks: Can everyone hear Judy alright?

Marika Olson: Marika Olson here from USAID/Mali - trying to figure out the sound...

Zachary Baquet: Hey Marika! How are you?

Erin Shutty: Erin Shutty - BFS

Erin Connor: I'm having a hard time hearing Judy - is anyone else?

Charles Steinfield: Yes, I can hear Judy without any problems

Zachary Baquet: Ms. Shutty

Erin Shutty: Mr. Baquet

Steev Lynn: Uh-oh, sound breaking up

Xavier Preciado: X Preciado, Abuja

Zachary Baquet: Hey Xavier!

Erin Shutty: XAVI!!!

Todd Kirkbride: Hey Xavier! How you like your new post? Good to see you online

Richard Meyer: Please send me Scott Hallers's email address

Xavier Preciado: Greetings! Liking it. Miss you all in MPM

Todd Kirkbride: Ditto

USAID Agrilinks: If you all have any questions for Scott or any of our other presenters, please enter them into the chat box

USAID Agrilinks: We will collect them and ask as many as we can at the end

Richard Tinsley: Who determines the time of sale, the farmer or the warehouse?

Richard Tinsley: Are items in storage comingled or still id to individual farmers

Julie MacCartee: I've wondered about that second question as well, Richard

USAID Agrilinks: Welcome Julie! Where are you joining us from today? :)

Richard Tinsley: What is the sustainable overhead costs of providing this service that will eventually be charged to the farmers

Julie MacCartee: I'm joining from historical Williamsburg, VA ;) Normally in DC at USAID/BFS, but on vacation this week

Joseph Obi: Hello Richard, I can provide some input

Judy Payne: Scott's discussion of Uganda and Zambia is why I've been pretty leary about warehouse receipts in the past... I'm glad he and Erin have later, more positive experience.

Richard Tinsley: What was the market share going through the system vs being side sold

Joseph Bangnikon: Poor sound quality

Julie MacCartee: Joseph Obi, please do share your knowledge/perspective

Joseph Obi: The Farmer would determine the time of sale, as by having a proper warehouse system means they do not have to sell everything immediately

Judy Payne: In Senegal, USAID's PCE rice project is doing something somewhat similar -- farmers via their associations deliver their harvests to their warehouses where quality is confirmed and the processor pays on the spot. The rice processor then uses the rice in the warehouses as collateral for needed working capital

Joseph Obi: They would be tied to individual farmers or farmer groups/associations

USAID Agrilinks: Hi Joseph, please look for a private chat from our KDAD AV Tech to help diagnose the problem

Judy Payne: Anyone joining us with experience in Tanzania -- that can comment on how this Tanzania model as worked from your perspective?

Don Humpal: Don Humpal, DAI, Malawi. Is it really necessary to have a specific WRS law? Early laws are often flawed technically and operationally. WRS can operate where there is established and functioning contract law.

Richard Tinsley: What was the time delay between original 70% payment and final 30% payment?

Judy Payne: Question for Scott from Judy Payne, USAID: is DCA working on any other variations on the TZ approach today? And is/are they linked to FTF project?

Stephen Kiingi: The cashew nut example is one that deals with a high value crop; what is a good example where a cereal or domestic staple has been used?

Joseph Obi: Don, From a DCA perspective, earlier experiences were not successful due to not only laws in place, but even in places where laws were in place, they were not adequately implemented

USAID Agrilinks: Thanks for the Q Stephen, can you remind me your organization and location?

Stephen Kiingi: I am an independent consultant based in the DC area

USAID Agrilinks: Great, thanks!

Joseph Obi: For instance, standards for the warehouses, and enabling banks to accept warehouse receipts as a form of collateral

Judy Payne: Good question, Stephen!

Steev Lynn: A big difference is grain in Uganda/Zambia vs. cashews in Tanzania. Cashews have immediate export value with Indian (buyer) pre-financing of purchases

Don Humpal: Can you break down what the distribution of profit was in Tanzania in average % across the whole program for cashew farmers, AMCOS, warehouse operators, and t bank

Zachary Baquet: Check out recording of earlier ASC: Warehouse Receipts for Food Security: Benefits and Challenges (under event resources)
<http://agrilinks.org/events/warehouse-receipts-food-security-benefits-and-challenges>

Elsa Mapilele: Hi There, do we have any good example of a successful regulatory framework that works in Africa?

Joseph Bangnikon: What are the limitations of the warehouse receipt system? I will guess it does not work well with perishables.

Zachary Baquet: Watch Interview with Kofi Owusu-Boakye of USAID on warehouse receipts and using guarantees <http://agrilinks.org/blog/cracking-nut-2012-interview-kofi-owusu-boakye-usaid-warehouse-receipts-and-using-guarantees>

Amanda Fong: Hi Elsa!

Richard Tinsley: How can you have effective regulatory framework if there is not tax base thus governments that are financially stalled.

Julie MacCartee: I can hear you, Erin

Zachary Baquet: Yes we can hear you

Marika Olson: We can hear you fine :)

Amanda Fong: Yes, we can hear you

Aimee Russillo: Sort of muffled, but ok

Eve Mungai: We hear you Erin

Richard Tinsley: See top of issue page on www.smallholderagriculture.com

Paul Laniran: We can hear you

Judy Payne: Commodity exchanges are, yes, a step further but experienced is mixed so far, at best. We'll cover this topic in a later webinar related to ICT and agriculture.

Joseph Obi: Hi Elsa, Hi Amanda - Relatively speaking, Tanzania's regulatory framework is one of the better ones

Xavier Preciado: Thanks Zachary for the previous presentation, answers a lot of questions

Joseph Obi: Zambia has been working to finalize their warehouse framework for several years

Marika Olson: Question - are these bags the oxygen-excluding triple bag system or the standard storage bags?

Judy Payne: I really like the potential of the approach Erin is describing to help poor smallholder farmers and to use much smaller storage sites.

USAID Agrilinks: Lots of great questions so far. We're holding them until the end, but if you have any for Erin, please continue to type them into the chat box

Richard Tinsley: With 4 bags of storage equal 360 kg is insufficient for meeting basic calorie need for 2 people, in which 200 kg/per/year provides less than 2000 kcal or half what is needed for full day of agriculture labor

Josiane Irankunda Kalisoni: In case of market instability, how warehouse can support smallholder farmers on financial assets, and who is in charge to guaranteed market?

Stephen Kiingi: There was an incident in Tz where the government ban on maize exports caused a WHR scheme to collapse as farmers were expecting to sell their maize across the border

Zachary Baquet: Read about impact of warehouse receipts activities and delayed marketing of agricultural products on the household food security of rural clients in India <http://www.warehousereceiptsfoodsecurity.com/>

USAID Agrilinks: Thanks for the Q's Marika and Josiane, would you remind me what org you are with and where you're joining from?

Marika Olson: I'm USAID/Mali :)

KDAD AV Tech 2: If you have a question for Scott Haller, our first presenter, feel free to post or private message him [[hover your mouse over his name to bring up a private chat box]]

Richard Tinsley: Stephen, what was stopping them, could the government really enforce the ban?

Elizabeth Dunn: Oh no

Charles Steinfield: Just lost the audio

James Hochschwender: Just lost Erin

USAID Agrilinks: Hold on everyone we lost Erin, we are working to get her back

Don Humpal: Does anyone actually sample losses over time at household level adjusting for moisture content and for what period of storage? Estimations we have seen are often spurious.

Josiane Irankunda Kalisoni: I'm from Rwanda/ministry of agric. but now I'm in Netherland, VHL university master' student

James Hochschwender: Yes

Richard Tinsley: Yes I can here

Stephen Kiingi: Not really but what that resulted in was higher transaction costs to the farmers

Josiane Irankunda Kalisoni: Hear well

Richard Tinsley: So the farmer has lost control of his produce that can be difficult for the farmers

KDAD AV Tech 2: I believe Erin is back on the line, so we'll let Scott wrap up this answer and then go back to her

Stephen Kiingi: More bribes to get officials higher transportation costs etc.

Marika Olson: Don - not sure but I suspect that if you talked to the CGIAR centers, the researchers there would have the data

Jennifer Chien: It sounds like aggregators, millers, and processors may benefit more from using warehouse receipts as collateral than farmers then.

Anna Hughes: Is Grameen's E-warehouse database a proprietary system?

Richard Tinsley: Higher transport because more off tarmac travel to those remote border crossings?

KDAD AV Tech 2: @Anna, I believe Erin said it's housed on Salesforce, but we'll confirm

Judy Payne: Erin: How scalable and sustainable is the salesforce platform... for use elsewhere? I think the platform is available to others? And your software developed on that platform?

Stephen Kiingi: Who is responsible for making sure the data entered by farmers/farmer groups is correct?

Jordan Dey: Erin, is hermetic storage available for the farmers?

Don Humpal: Marika: We haven't found much CGIAR sampling and measurement at household level. Our own sampling and testing suggests most estimations are not MC adjusted causing a real skew to high loss estimates.

Judy Payne: It seems this approach of e-warehouse gives the smallholder farmer much closer control of when to try to sell and keeps that in synch with the market prices.

Anna Hughes: Thank you Judy and KDAD, I heard the reference to salesforce and wondered what would be involved in trying to replicate elsewhere

Marika Olson: Interesting, thanks

Judy Payne: Anna: what is your organization?

Steev Lynn: What is the sustainability of all these interactions provided by Grameen?

Anna Hughes: Chemonics International, I am DC-based

Linda Fulponi 2: Any applications in south Asia such as Myanmar?

Steev Lynn: Perhaps I missed it - who performs crop quality & quantity verification for commodities entered into the e-warehouse?

Casey Cheng: From ADM Institute, what are the challenges to scale up the warehouse receipt systems or E-warehouse?

Richard Tinsley: Getting bad echo

Hanneke Lam: When farmers store in physical warehouses, the warehouses are often certified and regularly inspected, which add to trust in the system by e.g. financial institutions and insurers and reduces risks. This is absent in the e-warehouse system, but seem to be substituted by the group guarantee system, village knowledge workers and quality/quantity surveys. However, are the transaction costs in the latter system not too high for it to be commercially viable once donor support phases out? (Hanneke Lam, NRI, UK)

Xavier Preciado: Second Casey's question, maybe I missed it, but how long did it take to get these 5000 farmers into the system?

Lisa Parrott: Erin: how are the VKWs compensated in this system? How do you maintain quality control of their services to ensure that they provide good and consistent advice on storage and sales options?

Julie MacCartee: Some sort of feedback, can't hear Scott

Steev Lynn: Great question Hanneke!

Stephen Kiingi: The sound quality has deteriorated

Judy Payne: Is sound better now?

Richard Tinsley: I will agree with Hanneke question on overhead costs post donor assistance. I don't see the concept extending beyond donor assistance, sorry

Don Humpal: Still mike problems.

Linda Fulponi 2: What is the hammering noise I hear?

Stephen Kiingi: No it was for a moment but now it's gone again

Steev Lynn: just getting a banging sound, no voices

Linda Fulponi 2: Me too

Joseph Bangnikon: Julie, the sound quality is poor.

Stephen Kiingi: Ditto

Lisa Parrott: No voices, just an echo

Jozimo Rocha: I can't hear anything actually

Paul Laniran: It's clear now

Richard Meyer: Warehouse idea looks entirely too complex to be generalized

Richard Tinsley: Speak louder please

Julie MacCartee: I can hear you Adam, but when Judy speaks it is just a banging noise

Josiane Irankunda Kalisoni: Poor voice something wrong

Elizabeth Dunn: Question was clear. Answer is distorted

Julie MacCartee: Hmm, I can generally hear Zachary fine, but cannot hear Scott

Scott Haller 3: Thanks everyone for the feedback.

Scott Haller 3: We're working to address the issues

Richard Meyer: Getting no sound

Josiane Irankunda Kalisoni: I hear something knocking only

Richard Tinsley: Is there a live audience to this webinar or just on line

Julie MacCartee: At least we've still got the chat box! Does anyone on the webinar have additional experience with warehouse receipts that they would be willing to share with us?

USAID Agrilinks: This webinar is just online

Alison MacDonald: Do any of the panelists have recommendations beyond collective bulking of crops to allow small-scale farmers to access warehouse services? Many smaller-scale farmers that CPAR works with do not produce sufficient crops to access services available to them (especially in Malawi)

Richard Tinsley: Good that puts everyone on an equal footing

Steev Lynn: The warehouse receipt system I saw in Uganda run by WFP was difficult to access by small producers due to requirements for large deliveries for cleaning & processing. Have you come across solutions that are more accessible to groups of small producers?

Richard Tinsley: In this system are you able to deal with less than a full bag of grain?

USAID Agrilinks: Can you all hear Judy?

Erin Connor: No

Kevin Fath: No, still major audio issues

Joseph Bangnikon: No. Just loud bangs.

George Kegode: No

Richard Meyer: As usual, these solutions work best with large literate farmers

Julie MacCartee: I can hear you, Erin

Linda Fulponi 2: The e warehouse is innovative but seems complex for easy use in the least developed countries. Has the system been used elsewhere with success? How profitable for warehouses and producers?

Jozimo Rocha: Scott mentioned about the Commodity Exchange as an important player on a WRS, can you please give an example how you've been able to work with CEs? Could the CEs be the facilitators of the WRS or it's more a sort of information provider?

Lisa Parrott: It seems that smallholder production faces the same challenges we have in lending very small amounts through microfinance channels. You have to find a way to reduce the transaction costs to make it commercially viable. It would be interesting to look at the costs and see what could be done to make its more viable for small producers.

Don Humpal: US warehouse receipts system for low unit value staples is underwritten by a government guaranteed loan (=floor) price. Developing countries can't afford, which is why banks even with 50% guarantees will only lend up to 70% of value of deposited crop minus estimated shrinkage, insurance costs, and some storage costs.

Lisa Parrott: Don Humpal, thanks ... great explanation!

Richard Tinsley: I would like to go back to my question on market share vs side selling to private trader and extend that to what is the value of the material marketed through the system compared to loan repayments. Typical I think these project attract little more than loan repayments

Richard Tinsley: Only if they can retain full control of their produce

Judy Payne: I am sorry for the audio problems. I am so interested in our rich chat discussion though.

USAID Agrilinks: Thanks for the Qs Linda and Jozimo, would you mind reminding us where you're joining from?

Judy Payne: Interesting point Erin just made -- on getting financial commitment from FSP to stick with it... that may be a decent role for a donor -- "buying down" some of this upfront investment before commercial viability.

Jozimo Rocha: Silver Spring, MD with ADRA International

Linda Fulponi 2: I am consultant to OECD development Centre former principle economist OECD Paris

Stephen Kiingi: Human centered design is a critical component especially if you are asking farmers to take such a huge leap of faith!

Richard Meyer: Probably too little emphasis on management of warehouses, maintaining quality, fraud, etc.

Judy Payne: Erin: Did the FSP get any sort of financial subsidy to help it be patient before commercial viability?

Jozimo Rocha: By the way I'm Senior Technical Advisor for Agriculture and Economic in ADRA

Charles Steinfield: I agree about human centered design. I think we constantly overestimate technology competence and take too much for granted in the design of ICT services

Jozimo Rocha: I meant Senior Technical Advisor for Agriculture and Economic Development

Marika Olson: Yes

Marika Olson: For Erin - I was just curious if they were using any kind of new storage tech

Richard Tinsley: How much extra do these bags costs?

Don Humpal: For Grameen: What is the estimated break-even volume for a village warehouse?

Marika Olson: Thanks

Stephen Kiingi: There is a new on farm storage intervention in Kenya Ag Results in which different on farm storage technologies provided by the private sector under a pull mechanism

Judy Payne: For Grameen: how many seasons are you going to be able to stay involved? Are there any strong signs that the FSP and others will pick this up and scale it?

Steev Lynn: Thanks, but who is funding the local orgs to perform those tasks?

Don Humpal: Dick. Bag cost varies a lot. Quality low O2 transmissivity plastics run about \$1.50 a 50 kg bag to \$2.50 depending on retail distribution costs. Cheapest ones (fail frequently with double bags) can go as low as \$0.4-\$0.9 but performance has not been good at scale (20,000 farmers).

Richard Tinsley: Can the farmers afford this bag costs, what are the returns form it

Steev Lynn: Dick, when I did that analysis in Burina, the bag costs were more than justified by reduced post-harvest losses, even at the household level

Steev Lynn: That's Burkina

Richard Meyer: Can anyone provide info about reports about these ideas that can flush out our understanding especially in light of the sound problems?

Don Humpal: Depends on the 12% MC price after harvest to the market peak. In 2:1 price swing markets, yes. If 1.3:1 price swing for maize, beans, then not so good. Clean sacks, clean storage, fumigation at scale wins more frequently than hermetic.

Hanneke Lam: Thanks Erin for answering my question. Interesting presentation.

Stephen Kiingi: Since these bags can effectively store the grain over the lean period, the farmer benefits from not having to buy more expensive maize and if necessary they can sell their maize at higher prices later on in the season. So if you consider paying \$3:00 for a 90kg bag as opposed to \$.5 the math's should work out

Jordan Dey: Dick, Don - don is correct that for 90 kg hermetic bags, price is about \$2.50. With farmer aggregation, using larger hermetic storage units (Cocoons), the price per farmer drops significantly. In communities where aggregation is desired by farmers, 10 MT or 20 MT Cocoons are scalable alternatives that allow farmers to store for long periods of time - safely, without using pesticides.

Jozimo Rocha: African Commodity Exchange is doing some interesting work in Malawi on WRS. We're trying to learn with their experience there.

Leina Mpoke: Very interesting presentation. I missed most of it though. Can this be accessed via YouTube for example after this?

USAID Agrilinks: Jozima: thanks for your comment on the ACE... anyone else?

Judy Payne: Hi Leina, we will make a webinar recording available for viewing online available and send out a link via email

Richard Tinsley: I would be cautious on the aggregation and concentrate on individual farm storage in the household. Farmers are highly reluctant to lose control over their produce

Stephen Kiingi: Yes it is for Erin I believe

Leina Mpoke: This will be most useful and thanks so much. I had connectivity issues but now okay.

Steev Lynn: While village-level storage is great for buffering producers against lean-season high-price grain purchases, I don't see how it fits into warehouse receipts, since there isn't

a 3rd party guaranteeing warehouse stores that enjoys the confidence of lenders. Is there experience to the contrary?

Leina Mpoke: Thanks Judy!

Richard Tinsley: As produce is marketed will the bags be recovered and reused or lost up the system

Leina Mpoke: Thanks Judy.

Jordan Dey: Dick, please refer to Erin's comments/presentation about farmer concern about household-level storage. What we have found is that both options - household and community-level storage - is important depending on the country.

Don Humpal: Hi, Jordan. Safe as long as crop stored is at the right moisture content going into hermetic storage. And, cocoons still need close to warehouse infrastructure to protect stocks from theft, rats, and accidents.

Jordan Dey: You are correct, Don.

USAID Agrilinks 2: Any remaining questions?

USAID Agrilinks 2: We may end a tad early unless there are more questions for our presenters

Jordan Dey: Drying is critical - and as important as safe storage.

Xavier Preciado: Over what period did this Grameen project occur? The 5000 farmers registered

USAID Agrilinks 2: ALL: I am going to pull up the polls. Please take a moment to give us some feedback, and keep sending in your questions!

Don Humpal: Confidence/guarantee is built through volume so that banks can rely/allocate capital for risk-adjusted return on say 5% of their normal allocation to Ag clients (generally higher value). So for low unit value staples really need 20,000 mt to 40,000 mt going to 100,000 in 2-3 seasons.

Richard Tinsley: Sorry, but I don't see this as attracting large scale acceptance, but providing an administratively more cumbersome and thus higher overhead to what is currently done with in-house storage and marketing small quantities as needed. Again please look at the webpage:

<http://lamar.colostate.edu/~rtinsley/FinancialStrategy.htm>

Richard Meyer: How robust have the impact studies been to evaluate these projects?

Hanneke Lam: Thank you for the link Dick.

Indra Klein: Thank you for an excellent presentation

Stephen Kiingi: Thank you...

USAID Agrilinks 2: Thank you all for joining us today! You should receive an email with the post-event products including the webinar recording within a week or so

Philipp Baumgartner: Thanks for interesting discussion

Hanneke Lam: Very interesting session, thanks

Judy Payne: Thanks, all of you. If you want to follow up with me, I'm at jpayne@usaid.gov

Richard Meyer: Thanks for the session.. Good stuff.

Charles Steinfield: Thanks very much for an interesting session

Jordan Dey: Thank you, Erin, Judy, Zachary.

AV Monitor: We'll leave the room open for about 10 minutes so you can download resources and catch up with colleagues. Thank you for attending!

Judy Payne: I'll be having a separate series of Webinars on ICT and Ag as well.

USAID Agrilinks 2: Thanks for joining us and see you next time!

Richard Tinsley: Thank you for the webinar, it has been enjoyable even for an unrepentant heretic

Steev Lynn: Thanks everyone.

George Kegode: Thank you.

Erin Connor: Thank you!

Zachary Baquet: Thank you Erin for presenting!

Zachary Baquet: Thank you everyone for joining!

Zachary Baquet: We appreciate your attendance and for the rich discussion.

USAID Agrilinks 2: We will leave the window open for a few more minutes so that you can keep chatting

Josiane Irankunda Kalisoni: Thank you all organizers and presenters, if there is some documents on this topic please can you send it to my e mail, I need it, and Rwanda we currently started warehouses storage it's interesting to learn how is working Thx

Francis Tucungwirwe: Had network probs.just Joining. Francis Tucungwirwe Value Addition Institute, Kampala Uganda

Francis Tucungwirwe: Zachary please if there an opportunity to share the Presentation, kindly include me. Thanks

USAID Agrilinks 2: Hi Francis, we will be sure to share out the presentation with all who have registered as soon as it is read