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## ENABLING THE BUSINESS OF AGRICULTURE

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WEBINAR CHAT TRANSCRIPT

MAY 12, 2016

## PRESENTERS

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Federica Saliola, World Bank Group

## MODERATOR

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## WEBINAR CHAT TRANSCRIPT

USAID Agrilinks: Welcome everyone!

USAID Agrilinks: We will be getting started at 9:00 AM EDT today.

Fakunle Aremu: You are welcome.

Fakunle Aremu: It's nice to participate in this special events

Stephen Mink: Yes, can hear you.

Allyn Lamb: I hear you.

USAID Agrilinks: Wonderful, thank you Stephen and Allyn!

USAID Agrilinks: From where are you joining?

Stephen Mink: I am joining from WDC, retired WB staff, now consulting on various SSA agriculture policy issues.

USAID Agrilinks: Thanks Stephen! Welcome!

Allyn Lamb: I am in Kennebunkport, ME. I am a Farmer-to-Farmer volunteer. Retired from AgChoice Farm Credit.

USAID Agrilinks: Welcome Allyn! So glad that you are joining us today!

Fakunle Aremu: I am joining from Nigeria representing the policy advocacy unit of Competitive African Rice Initiative (CARI) implemented by German Development Corporation (GIZ) and John A. Kufuor Foundation.

USAID Agrilinks: Welcome Fakunle! Thank you for joining!

Rachel Kopay: I can hear you well!

Indra Klein: Good morning! You sound great!

USAID Agrilinks: Thank you!

Julie Nash: Good Morning! I am joining from CCAFS Low emissions agriculture group based in Burlington, Vermont.

USAID Agrilinks: Welcome Julie!

Indra Klein: Independent consultant, DC.

Kathleen Farrin: Good morning, I can hear you perfectly. I'm joining from here in DC, I'm a research economist with the Food Security and Development Branch, Economic Research Service, USDA.

USAID Agrilinks: Welcome Indra and Kathleen!

Indra Klein: Will you be returning to option to download files?

USAID Agrilinks: Indra, yes I will. You will also have the option to download the files during the Q&A portion of the webinar.

SKIP Jack: Greetings. I'm veterinary faculty at Mississippi State University. Have participated in several USAID training projects and hope to continue.

Indra Klein: Like to make notes on docs. :)

USAID Agrilinks: Wonderful, welcome Skip!

David Mbugua: Good morning everybody. I am with World Vision Canada. Calling from Mississauga, Ontario.

Rosemary Nyoka: I am joining from Harare, Zimbabwe, Feed the Future Zimbabwe Livestock Program with an objective to commercialize 5,000 smallholder beef and dairy farmers.

USAID Agrilinks: Thank you for joining today, David and Rosemary!

Meaghan Murphy: Good morning! I'm joining from DC and with the Feed the Future Enabling Environment for Food Security project. Looking forward to the presentation and virtual discussion!

USAID Agrilinks: Hi Meaghan!

Tek Gurung: Hello, Everybody, this is Tek Gurung from Nepal, working as Director and Principal Scientist (Fisheries) in National Animal Science Research Institute

Rachel Kopay: Hello, I am joining from The Context Network, an agricultural consulting firm working on agri-food & development projects internationally.

Isaac Jumba: Hello am Isaac from Accra Ghana, currently working on an Agtech startup targeting the young new farmers in East Africa.

Tom Sanderson: Hi, I'm joining from BBC Media Action in London, using media for development.

USAID Agrilinks: Welcome Tek, Rachel and Isaac!

Tek Gurung: Thanks.

USAID Agrilinks: Thanks for joining, Tom!

Adam Gahhu: Hello everyone, I am joining from USAID Tanzania

USAID Agrilinks: Welcome, Adam!

Adam Gahhu: I work as a Private Sector and Trade Specialist

Mario Porchetta: I am joining from Barbados I work as value chain-agribusiness consultant for UN agencies and the EU.

Adam Gahhu: Thank you.

USAID Agrilinks: Welcome Mario!

Dick Tinsley: Dick Tinsley from sunny Colorado.

USAID Agrilinks: Welcome Dick! Glad to see you on here!

Assoumane Maiga: Assoumane Maiga, Oklahoma State University

USAID Agrilinks: Welcome, Assoumane!

Jennifer Bremer: Jennifer Bremer from CNFA.

Indra Klein: Speaker is fading in and out.

Amy Chambers: Amy Chambers at Fintrac in DC with the Feed the Future Enabling Environment for Food Security project. Pleased to be here!

George Staicu: Hello, everybody. Thanks USAID KDAD for this webinar! Looking forward to new learnings!

Ronald Greenberg: Ron Greenberg, business development from IDEAT Services.

USAID Agrilinks: Thanks for joining, Amy and George!

Sarah Djari: Hi everyone! Am calling in from Geneva and just back from a trip in India and Myanmar to look at post-harvest value chain finance!

Tom Sanderson: I love that painting - very artistic!

USAID Agrilinks: Welcome Ronald and Sarah!

USAID Agrilinks: Tom--we've gotten a number of comments on that painting...glad that you like it!

Patrick Hanemann: Patrick Hanemann from sunnier McAllen, Texas.

USAID Agrilinks: Welcome, Patrick!

Francine Picard: Francine Picard Mukazi from IISD, Geneva,

USAID Agrilinks: Thank you for joining Francine!

Dylan Anderson-Berens: Hi everyone. Joining from Boston as a MS student in food systems and a focus in sustainable agribusiness.

Michael Doherty: Mike Doherty, Illinois Farm Bureau.

David TD: David Tardif-Douglin from WDC with Africa Lead.

USAID Agrilinks: Welcome Dylan, Michael and David!

Doudou Ndiaye: Regional Agriculture Specialist, Sahel Regional Office, USAID/Senegal.

USAID Agrilinks: Welcome, Doudou!

Dick Tinsley: Where are plant protection chemicals, etc.?

Mengesha Tadesse: Mengesha Tadesse: Ethiopian Agricultural Transformation Agency MIRA /AGRA Project.

Jeannette Tramhel: Jeannette Tramhel, Organization of American States, law reform. Current focus: warehouse receipts.

Jessie Kalsmith: Jessie Kalsmith with Fintrac in DC

USAID Agrilinks: Welcome Mengesha, Jeannette, and Jessie!

Indra Klein: Given major movements for empowering women in business, it seems a bit odd that gender wasn't a consideration at onset

Kathleen Farrin: Have you considered adding agricultural insurance to your finance benchmarks?

Dick Tinsley: are you concentrating on National and International companies and not the local agro dealers with direct contact with farmers?

Nathan Kline: Nate Kline with Fintrac in DC, from the Feed the Future Enabling Environment for Food Security project.

Sarah Djari: When will data on India be available?

USAID Agrilinks: Welcome, Nathan!

Elliot Faminu: Is Nigeria being considered for coverage?

USAID Agrilinks: All-We are collecting your questions and will be addressing them during the Q&A after the presentation.

Sarah Djari: is Myanmar being considered for coverage?

George Staicu: For those interested, I am an independent retail banking and microfinance consultant. See details here: <https://ro.linkedin.com/in/georgestaicuromaniaconsult>

Farbod Youssefi: Myanmar was covered in this year's report, so results are already available.

Dick Tinsley: In public sector, did you omit the parastatal companies that compete with private service providers or get monopoly rights to regulate such things as fertilizer?

Stacie Irwin: Stacie Irwin, joining from Ghana. Currently consulting for projects supporting agriculture as a business in West Africa.

Farbod Youssefi: Nigeria will be covered in the next report, due in January 2017.

USAID Agrilinks: Thank you for joining, Stacie!

George Staicu: I am interested to see an example of a country where EBA reports findings and recommendations have led to government changes in agriculture policy.

Anna Antwi: Hello.

Anna Antwi: From Ghana.

USAID Agrilinks: Hello Anna!

Farbod Youssefi: Data will be available for India in the 2017 report (due in Jan 2017).

Sarah Djari: Thanks!

Stacie Irwin: Hi Anna!

Elliot Faminu: @ Farbod, good to know.

Meaghan Murphy: Focusing on changing the score could pose some interesting dilemmas in terms of prioritization of reforms. Changing your score with one reform may or may not result in certain other goals for reform. In your discussions with governments, what other questions are coming up when prioritizing reforms using EBA?

Dick Tinsley: With criteria like seed and fertilizer have you considered the supply as a percent of need. For example 90% of all seed planted is retained and the industry cannot supply more than a small percent of what is really needed.

Tom Sanderson: Next slide, please.

Dick Tinsley: In you government regulation can you include the quality of the regulation for example in Nigeria one seed certification team for all on Kano state, cannot possible provide a reliable regulatory process and have to rely on the honor ... system with questionable reliance

Anna Antwi: Hi Stacie from Ghana.

Dick Tinsley: Most country just don't have the financial resources to provide the regulatory requirement promoted.

USAID Agrilinks: All: If you see someone that you know online, you can hover over their name in the "Attendees" pod and select "Private Chat" :)

Dylan Anderson-Berens: USDA-FAS has done some trainings for risk assessment capacity building in 3rd world around this.

Amy Chambers: How many of these non-discriminatory good practices relate to: (a) foreign companies or (b) small companies? Who is the chief intended audience or beneficiary of implementing the good practices reflected in the indicators?

Dylan Anderson-Berens: To speak to Dick's comment.

USAID Agrilinks: Dylan: Are resources from these trainings available to the public?

Dylan Anderson-Berens: We interviewed someone from FAS, Jason Sandahl. He put together trainings through FAO.

Dylan Anderson-Berens: I can look into the availability of those trainings and follow up with anyone interested. Along with Rutgers IR-4 program, they were helping developing countries submit data for minor use specialty crops MRLs.

USAID Agrilinks: Thanks, Dylan! If you are able to find any resources, please email [agrilinks@agrilinks.org](mailto:agrilinks@agrilinks.org), and we'll get them out to folks.

Dick Tinsley: Given the limited funding available in most countries, I fear most regulatory efforts is mostly an opportunity for civil officers to obtain some informal income as there are just not enough funds for a complete regulatory evaluation.

Dick Tinsley: How come plant protection is buried in markets and not combined with fertilizer as a production input?

Sarah Djari: What is limiting the availability of funding to the agri space?

Dylan Anderson-Berens: How is plant protection defined?

Tom Sanderson: In the "markets" category, have you measured those countries that fix or guarantee prices for some commodities? Are floor prices good or bad?

Sarah Djari: In India, floor prices on rice and wheat are perpetuating similar crops resulting on soils deterioration and intensify farmers' exposure to single crops.

Dick Tinsley: Funds limited by no tax base for government to obtain revenue. My definition of financially suppressed economy in which 80% of income goes to feed the family and not enough discretionary income from which taxes can be derived.  
<http://smallholderagriculture.agsci.colostate.edu/financially-suppressed-economy-2/>

Carrie Hubbell Melgarejo: Perhaps I missed this. If this is the 2016 report, how often do you update? If this is for advocacy, would want to be able to recognize when there's been an improvement.

Hemant Nitturkar: I am working on developing sustainable seed system for cassava in Nigeria. I do not see Nigeria in your graphs. Any reason?

Dick Tinsley: Why use cassava seed and not cutting

Nirinjaka Ramasinjatovo: Is it possible to have access to the raw data? I work in the ag sector in Ghana, and we are very interested in the data.

USAID Agrilinks: Hi Hemant, Farbod responded earlier that Nigeria will be covered in the next report, due in January 2017.

Hemant Nitturkar: Yes, cassava stems are used, but seeds mean the same thing in daily usage.

Hemant Nitturkar: Oh, ok. Thanks.

Anna Antwi: Nirinjaka, please which institution are you working with in Ghana?



Nirinjaka Ramasinjatovo: ACDIVOCA, we implement the USAID/ADVANCE project.

Anna Antwi: Ok.

Fakunle Aremu: Hemant Cassava seed may be new to most farmers especially in rural Nigeria.

Dylan Anderson-Berens: Did I see several scores of 100%(?) of quality control on that last slide?

Adam Suleiman: Please, is the USAID ADVANCE project still active in Nigeria? If yes, where is it located?

Fakunle Aremu: Hemant, have you worked on the farmers' perception and adoption of cassava seeds in Nigeria? The result may be surprising.

Hemant Nitturkar: Yes, Fakunle, that is the challenge. Farmers use their own stems, or neighbors' or at most buy from street markets and so the yields are very low compared to the potential. A new project to catalyze a sustainable cassava seed market has started in Nigeria. So it is a pioneering effort.

Carrie Hubbell Melgarejo: Sound is out.

Carrie Hubbell Melgarejo: Yes!

Fakunle Aremu: Good Hemant, I asked the question because of my experience with Nigerian farmers, their attitude and market practice. This need logical techniques to address them.

Dick Tinsley: There is an urgent need to get some improved seed flowing into most smallholder communities even in countries with highly limited seed industries. You might want to consider the "genetic pump" concept. [http://webdoc.agsci.colostate.edu/smallholderagriculture/The\\_Crop\\_Genetic\\_Pump.pdf](http://webdoc.agsci.colostate.edu/smallholderagriculture/The_Crop_Genetic_Pump.pdf)

Fakunle Aremu: Hema.

Tom Sanderson: Maybe also a media project to support dialogue amongst farmers ... (with BBC Media Action!).

USAID Agrilinks: Tom--Good idea! :)

David TD: It seems to me that the crucial goal in all this work is to arrive at smart regulations that are the minimum needed to foster strong market-led development of agriculture. Is there some way of benchmarking the extent to which countries are regularly looking at their agriculture-related regulations to determine if they are needed at all?

Adam Suleiman: Tom I really like the idea of the media action to bridge knowledge gap. Do you have any initiative already working?

Fakunle Aremu: Tom, media campaign is really necessary to advocate for the smallholder farmers, especially in SSA.

USAID Agrilinks: All: Please keep the questions coming! We will be starting the official Q&A in a few minutes.

Adam Suleiman: How targeted and accessible is it? We working on the Yieldwise initiative are looking to work on small holding farmer engagement not just through training but also creating a fora for discourse on agronomy practice.

Hemant Nitturkar: Tom, I had communicated with you when I was with ICRISAT in Mali. Now, I would love to talk on cassava system. Please email me your contact on h.nitturkar@cgiar.org

Tom Sanderson: We've done media projects in Tanzania (mixed farming) and Sierra Leone (cocoa) and had good results in farmers reporting increased knowledge and adoption of new farming crops or practices.

Adam Suleiman: Any work in Nigeria? Links website and access information to build on this conversation?

Fakunle Aremu: Hemant: a lot has also been done on cassava in Nigeria by IITA. Useful information can also be got from them.

Sarah Djari: Tanzania is developing a regulation on WRF, I think.

Tom Sanderson: No project in Nigeria (yet!). We can follow-up direct using tom.sanderson@bbc.co.uk

Dick Tinsley: But has that work done in Nigeria reached the smallholders who have not seen a new variety in 30 years?

USAID Agrilinks: Love the networking that is going on today!

Adam Suleiman: Tom Perfect.

Amy Chambers: For those of you in the field, have you heard discussion of the EBA report from policymakers or the private sector? What has been the response on the ground?

Hemant Nitturkar: Yes, I work with IITA but this time the focus is on sustainability and entrepreneurship - <http://www.rtb.cgiar.org/new-project-to-build-commercially-sustainable-cassava-seed-system-in-nigeria/>

Dick Tinsley: Repeating my earlier question: Are you mainly dealing with large agro industry and international agro business companies at the expense of the village based family enterprise in direct contact with the smallholder farmers?

Jeannette Tramhel: Does anyone have names of persons with expertise in warehouse receipts financing in LAC? Thanks.

Sarah Djari: Is it possible to quantify how WRF promotes financial inclusion and in particular affects the small farmers?

Nathan Kline: Have you considered looking at the unique risk weighting for commercial loans in the agricultural sector?

Fakunle Aremu: Tom Perfect.

Tom Sanderson: I like how you have included DAC's ((European countries and USA) in the coverage. It makes it more inclusive, and chimes with universal SDGs etc. Thank you.

Doudou Ndiaye: What about non-tariff barriers in regional market access like Police, Customs and Gendarmes intervention in your analysis on market access?

Sarah Djari: @ Jeannette, I don't but interested too in case you find some!! Thanks.

Dick Tinsley: I also get concerned with countries like Ethiopia where the limited available fertilizer is closely regulated by the "mandatory farmer cooperative" and requires the approval of extension officers and fear this not requires an informal payment to get the fertilizer.

Fakunle Aremu: Tom, you can reach me on jaremu@kufuorfoundation.org. I advocate for small scale rice farmers in SSA and media campaign is one of our tools in policy advocacy.

Indra Klein: With regard to finance, are insurance and financial literacy components?

Niels Jensen: When will the seminar in Ethiopia take place?

Fakunle Aremu: Hemant, your project is a good one and that is highly needed in Nigeria. To make ensures sustainability and entrepreneurship, youths need to be enticed into agriculture.

Indra Klein: Does data include break down of entity sizes and respective % in market?

Sonya Wahi-Miller: I'm also interested in Doudou's question. Has/will analysis been done on the WTO TFA and effects on NTMs?

Dylan Anderson-Berens: I know UC Davis has an ag extension and gender expert that has done some interesting work.

George Staicu: Thanks Mr. Youssefi for answering my question. It is VERY IMPORTANT that the findings and related recommendations of EBA reports to be ACKNOWLEDGED AND IMPLEMENTED through business agriculture enabling policies CHANGES/REFINEMENTS by the governments. It's ONLY THIS WAY the expertise embedded into EBA reports could be capitalized and put to practice for the benefit of farmers and consumers with spillover effects on poverty and hunger alleviation, financial inclusion, etc.

Rosemary Nyoka: Good information at what I can say macro-levels, I would like to understand how this information can be linked to the grass-root - smallholder farmers as a way of achieving an inclusive enabling environment in agriculture.

Dylan Anderson-Berens: Gender in ag extension from UC Davis: <http://ip.ucdavis.edu/kb>

Stephen Mink: What does EBA anticipate will be the annual costs and staffing needs of sustaining its measurement and reporting systems? Until what year does the current phase of funding run?

USAID Agrilinks: Thanks for sharing, Dylan!

Meaghan Murphy: I too am interested, Rosemary, in how this can be paired with other data for inclusive dialogue and changes.

Pramod Sahu: How we are planning to introduce Climate Smart Agriculture integrated into broader EBA frame work and how we are taking initiative to develop tailor-made region-wise CSA solutions in this framework.

Indra Klein: Post data analysis: based on experience with government action, what is likelihood for effective policy change to occur & be implemented within 2-5 years?

Stephen Mink: As EBA adds countries, what is the increase in the number of people involved in doing the scoring? As this grows, how do you get consistency across the scorers so that there is stability across countries and time? This seems similar to the World Bank effort in getting consistency in its Country Policy and Institutional Assessment (CPIA) on which IDA finance envelopes are determined... a pretty big annual investment is needed to maintain such a country scoring system.

George Staicu: Sorry but I have to go. Thanks USAID, Agrilinks, KDAD for this VERY USEFUL webinar! My thanks to all the presenters also! See you to the next webinar! George Staicu-Bucharest, Romania.

USAID Agrilinks: Thank you for joining, George!

Hemant Nitturkar: The laws prohibit non certified seeds to be sold, but certification is non-existent especially for crops like cassava, so how do we move forward?

Hemant Nitturkar: Even businesses selling quality assured seeds will be technically illegal.

Mure Agbonlahor: Hemant, since certification is nonexistent, you move forward as enforcement will also be nonexistent technically.

Hemant Nitturkar: That is the hope, Mure, but the risk is there if the businesses grow and as international orgs, can we take that chance is the dilemma?

Gordon Wanzare: Agricultural extension is key to enabling the business of agriculture. There is need to measure it also apart from just e-extension. There is also need to assess the effectiveness of demand-driven extension, private versus government extension service.

Meaghan Murphy: Thanks Farbod for speaking to that question, helpful to hear!

Indra Klein: Will/are local/small farmers' perspective included? If not, when or why not?

Amy Chambers: Do you worry that in focusing too much on the red dots, policymakers will miss other priority areas not reflected in the scores (e.g., informal activities or extralegal behavior) and/or cut the private sector out of the dialogue process?

Mure Agbonlahor: An earlier post indicated the very strong informal seed system related to cassava. For such traditionally linked seed, public certification can be very restrictive and of high social concern.

USAID Agrilinks: I am pulling up some polls. We would love your input!

USAID Agrilinks: Please note that these responses are only seen by the webinar hosts.

Tek Gurung: Thanks for the clear presentation. It was good learning.

Mario Porchetta: Thanks a lot, good job!

Indra Klein: Thank you for thought provoking presentations as well as chat exchange.

Tom Sanderson: Great webinar and tech. Thank you.

Anna Antwi: Stacie from Ghana, which organization are you working with?

Ekanath Khatiwada: Very informative discussions.

Mure Agbonlahor: Great webinar. Please improve on the audio quality.

Fakunle Aremu: Thank you organizer. It's quite informative. Update me for further events at fakunle2011@gmail.com

USAID Agrilinks: Thank you, everyone, for participating! And thank you to Kelley and our presenters for the very informative presentation!

Afia Agyekum: Great presentation. I will like to know more on the findings for each country to have a better understanding of the business environment in each country and which areas needs more focus.

USAID Agrilinks: Select resources are available for download in the pods to the left of your screen. Other post event resources will be available within about a week.

USAID Agrilinks: Everyone will receive an email noting that these resources are available.

Fakunle Aremu: Great presentation.

USAID Agrilinks: Thank you!

Nathan Kline: Thank you.

Pramod Sahu: Thank you.

Meaghan Murphy: Thanks Kelley, Federica, Farbod and the Agrilinks/KDAD team!

SKIP Jack: Thanks!