



# Cracking the Nut 12

*Attracting Private Sector Investment to Rural and Agricultural Markets*

## AGENDA AT A GLANCE

**MONDAY, JUNE 25**

8:30 AM – 9:00 AM	Welcome and Introduction to Conference – Ana Maria Rodriguez-Ortiz (Inter-American Development Bank)				
9:00 AM – 10:00 AM	Keynote: Attracting Private Sector Investment to Rural and Agricultural Markets – Beth Keck, Senior Director of Sustainability (Walmart)				
10:00 AM – 10:15 AM	Coffee Break				
10:15 AM – 11:45 PM	<b>THEME 1</b>	<b>THEME 2</b>	<b>THEME 3</b>	<b>THEME 4</b>	<b>THEME 5</b>
	Expanding in Indian Agricultural Markets through Collaborative Linkages – Girish Aivalli (YES Bank, India)	The Multilateral Investment Fund Facilitates Private Sector Sourcing in Central America – Alejandro Escobar (FOMIN), Allan Safieh (Unispice, Guatemala)	Leveraging Industrial Agro-Processors as a Hub for Maximizing Rural Development – Dano Jukanovich (Karisimbi Business Partners, Rwanda)	A New Approach to Agricultural Microfinance – Maria Elena Querejazu (Sembrar, Bolivia)	Working with the Indian Government for an ICT-Based Financial Inclusion Initiative – Dr. Benugopal Mukhopadhyay (NABARD, India)
11:45 AM – 1:00 PM	Lunch & Rapid Fire Session – Hank Dunlop (Ecom Trading), Dennis Flemming (Chevron Corporation), William Grant (DAI), Glenn Westley (Independent), Shailee Adinolfi (Chemonics)				
1:00 PM – 2:30 PM	Partnerships: A Critical Success Factor for Expanding Markets – John Mennel & Bill Marquard (Deloitte), Derek Yach (PepsiCo), Dr. Christof Walter (Unilever), Maria Eugenia Castro (Dole)	Brokering Investment to Meet Market Demand in Paraguay – Fleming Duarte (ACDI/VOCA)	Partnership Farming in Agribusiness to Reach New Markets – Dr. Yotsawin Kukeawkasem & Max Baumann (GIZ)	Retail Lending to Smallholder Farmers – David Richardson & Barry Lennon (WOCCU)	Leveraging Government Support for Alternative Development in Peru – Greg Jacobs (Chemonics)
	Coffee Break				
2:45 PM – 4:15 PM	Innovations in Market Research (for Rural Finance) – Nicole Pasricha, Jennifer Denomy & Sashi Selvendran (MEDA)	Tapping New Markets for Women-Owned Cashew Processing in Asia– Laté Lawson-Lartego (CARE USA)	Partnerships for Investment in Production, Marketing and Processing – Santiago Sedaca & Nathan Van Dusen (CARANA), Dan Phipps (Red River Foods)& Roger Brou (W. Africa Trade Hub)	Financial Instruments to Increase Productivity – Loïc De Cannière (INCOFIN), Enrique Hennings (Fair Trade International) & Alberto Solano (Grameen Foundation)	Promoting Evidence-Based Policymaking for Rural and Agriculture Finance – Dr. Robert Stone & Sukhwinder Arora (Oxford Policy Management)
	Coffee Break				
4:30 PM - 5:30 PM	Plenary Panel: How to Build Successful Public-Private Partnerships in Developing Countries Facilitator: Anita Campion (AZMJ); Panelists: Jeff Dykstra (General Mills), Henry Dunlop (Ecom AgroIndustrial), Dennis Flemming (Chevron Corporation)				
5:30 PM – 5:45 PM	Day 1 Wrap-Up – Nikolaus Eichman (AZMJ)				

**KEY:** **THEME 1: EXPAND TO NEW MARKETS** **THEME 2: TAP NEW SOURCES OF SUPPLY**

**THEME 3: CREATE EFFECTIVE PARTNERSHIPS** **THEME 4: MAKE FINANCE WORK** **THEME 5: FORGE POSITIVE GOVERNMENT SUPPORT**

\*Agenda subject to changes



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## AGENDA AT A GLANCE

**TUESDAY, JUNE 26**

8:30 AM – 9:00 AM	Welcome Remarks				
9:00 AM – 10:00 AM	<b>Plenary Panel: Promoting Agricultural Policies: Issues and Alternatives</b> Facilitator: Mark Cackler (World Bank); Panelists: Hon. Jacobo Regalado (Ministry of Agriculture, Honduras), Boaz Blackie Keizire (African Union Commission), Saurabh Bhat (YES Bank, India)				
10:00 AM – 10:15 AM	Coffee Break				
10:15 AM – 11:45 PM	<b>Warehouse Receipts in Africa: Using Guarantees to Leverage Private Sector Capital</b> – Kofi Owusu-Boakye (USAID), Elibariki Masuke Ogwa & Anderson Yohana Mlabwa (CRDB Bank)	<b>Using Technology to Connect Buyers with Smallholders</b> – Eduardo Tugendhat (CARANA), Dan Phipps (Red River Foods) & Roger Brou (West Africa Trade Hub)	<b>Using a Value Chain Model to Build Productive Partnerships: Lessons from Nicaragua &amp; Africa</b> – GERALYN SHEEHAN, John Magnay & Genzo Yamamoto (Opportunity International)	<b>New Models for Mobile Bundling of Technical and Financial Services</b> – Leesa Shrader (Mercy Corps) & Teresita Tan (BPI)	<b>Increasing Nigerian Rice Production while Competing with Imports</b> – Tim Prewitt (Nigeria MARKETS) & Dr. Martin Fregene (Fed. Ministry of Ag. and Rural Development, Nigeria)
11:45 AM – 1:00 PM	Lunch & Speed Networking				
1:00 PM – 2:30 PM	<b>Attracting Investment in Drip Irrigation in Latin America &amp; Africa</b> – Naty Barak (Netafim)	<b>Expanding Access to Agricultural Inputs in Africa</b> – Joe Dougherty & Cinar Akcin (Cardno Emerging Markets)	<b>Leveraging Partnerships to Connect Production to Local Supermarkets in El Salvador</b> – Enrique Rivas (Chemonics) & Ximena Robin (Grupo Calleja/Super Selectos)	<b>Integrating Finance and Livelihood Services</b> – Moderator: Malini Tolat (Social Enterprise Associates); Panelists: Santhosh Ramdoss (BRAC) & Sabina Idowu-Osehobo (LAPO)	<b>MNC Insights on the Enabling Environment for Investing in Agriculture</b> – Russell Brott (Fintrac), Stephen van Schoor (EmVest), Dr. Shachi Sharma (Syngenta), Corey Modeste (Greylock Capital)
2:30 PM – 2:45 PM	Coffee Break				
2:45 PM – 4:15 PM	<b>Linking Agriculture to Household Energy Demand</b> – Harry Stokes, Brady Luceno & Gulce Askin (Project Gaia)	<b>Innovations in Developing the Specialty Markets</b> – David Browning (TechnoServe)	<b>Getting to a Win-Win with Lead Firms in India</b> – Alex Pavlovic (ACDI/VOCA)	<b>Behavioral Economics in Agricultural Finance</b> – Alexandra Fiorillo & Saugato Datta (Ideas42)	<b>Leveraging Municipal Government Support for Value Chains in Nicaragua</b> – Jefferson Shriver & Jorge Brenes (CRS)
4:15 PM – 4:30 PM	Coffee Break				
4:30 PM - 5:30 PM	<b>Plenary Panel: Helping the Poor to Become “Market Ready” for Private Sector Opportunities</b> Facilitator: Albert Engel (GIZ); Panelists: Jason Wolfe (USAID), Alexia Latortue (CGAP) Héctor Malarin (Inter-American Development Bank)				
5:30 PM – 5:45 PM	Closing Remarks – Rashmi Ekka (AZMJ)				

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**THEME 3: CREATE EFFECTIVE PARTNERSHIPS** **THEME 4: MAKE FINANCE WORK** **THEME 5: FORGE POSITIVE GOVERNMENT SUPPORT**

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