



# Expanding Rural & Agricultural Markets Amid Climate Change

March 2-3, 2015  
Lusaka, Zambia

[www.crackingthenutconference.com](http://www.crackingthenutconference.com)

## IN 2015, CRACKING THE NUT IS FOCUSING ON THE IMPACTS AND OPPORTUNITIES OF CLIMATE CHANGE FOR RURAL AND AGRICULTURAL MARKETS.



Welcome to Zambia! Just as the world is constantly evolving and adapting to changes in the environment, so are we. Last year, AZMJ

merged to form Connexus Corporation to increase our emphasis on designing sustainable market-driven strategies for private sector firms and social investors working in developing countries.

There are many people who think rural and agricultural development are contributing to negative environmental impacts. Some insinuate that we must choose between people and the planet. At Connexus, we believe that there are sustainable ways to continue to feed and

house the World's growing population, while protecting the natural environment. Cracking the Nut 2015: Expanding Rural and Agricultural Markets amid Climate Change is designed to facilitate the dialogue and information sharing needed to identify and scale up sustainable approaches to rural and agricultural market development, while honestly assessing the increased costs and risks associated with climate change. Together, we can create a world that not only believes in the human potential to protect all living species, but is committed to it. Thank you for being part of this important initiative!

**Anita Campion**  
President & CEO, Connexus Corporation

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# PARTNERS

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## SPONSORS

### DIAMOND

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### PLATINUM

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### GOLD

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### SILVER

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## MEDIA & IN KIND PARTNERS



## ADVISORY COMMITTEE

The Cracking the Nut Advisory Committee is pivotal in the planning process and success of the Conference. Connexus is grateful for the participation and ongoing support of the Conference's Advisory Committee Members.

- Nathalie Babou
- Lawrence Camp
- Anita Campion
- Geoffrey Chalmers
- Amy Davis
- Nikolaus Eichman
- Dane Fredenburg
- Lexine Hansen
- Brian Martalus
- Melissa Matlock
- Megan Montgomery
- Harry Ngoma
- Dianne Rudo
- Patrick Starr
- Anna Toness

# CONFERENCE OVERVIEW

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## THEMES



### STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

How can public and private investors work to strengthen a country's infrastructure in a way that will expand markets, revenues and competitiveness? How can large agricultural investments be designed to not only protect, but enhance a country's natural resources and environment?



### EXPANDING FINANCIAL SERVICES TO RURAL AREAS

Which financial services are most important to farmers? What role can insurance, futures and commodities exchanges play in reducing price volatility? What creative strategies can be used to serve rural clients? How can we build upon indigenous and informal financial mechanisms to safely broaden financial inclusion, especially to women and youth in rural areas?



### IMPROVING AGRICULTURAL PRODUCTION

To what extent is global climate change going to increase risks associated with agricultural markets, investments and finance? What climate smart technologies are available to help farmers adapt? What types of agricultural subsidies are okay and who should provide them? How can forestry and livestock management help to reduce desertification?

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### REGISTRATION

Monday: 7:30AM-6PM

Tuesday: 7:00AM-6PM

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### LUNCH

Will be served in the main restaurant on the ground floor.

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### BREAKOUT SESSIONS

First come, first served

Arrive early to guarantee a seat

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### FINDING YOUR WAY AROUND

Use the map on pages 4 & 5

"Small Dome" is on the ground floor and is only accessible from outside.

"Meeting Room 1 & 2" and "Executive Lounge" are on the first floor but can only be accessed by the stairs in the hotel lobby on the ground floor.

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## LUNCH PRESENTATION

*Hosted by CRS*

This session will present the final report from a two-year study into Catholic Relief Services' SMART Skills and SMART Private Service Provider (PSP) approach. The session will present lessons learned about the skills and other factors that contribute to smallholders ability to engage with markets and the viability of the SMART PSP, including what smallholders are willing (and able) to pay for.

**Room:** Executive Lounge

**Date:** Monday, March 2, 2015

**Time:** 11:45AM-1PM

## BREAKFAST PRESENTATION

*Hosted by ACCION*

The Center for Financial Inclusion at Accion (CFI) is launching the Africa Board Fellowship. The fellowship is an opportunity for board members and CEOs of MFIS throughout Africa to strengthen governance practices, improve risk-management, and build strategic leadership abilities. We invite you to join us for a breakfast, short presentation, and Q&A to find out more.

**Room:** Executive Lounge

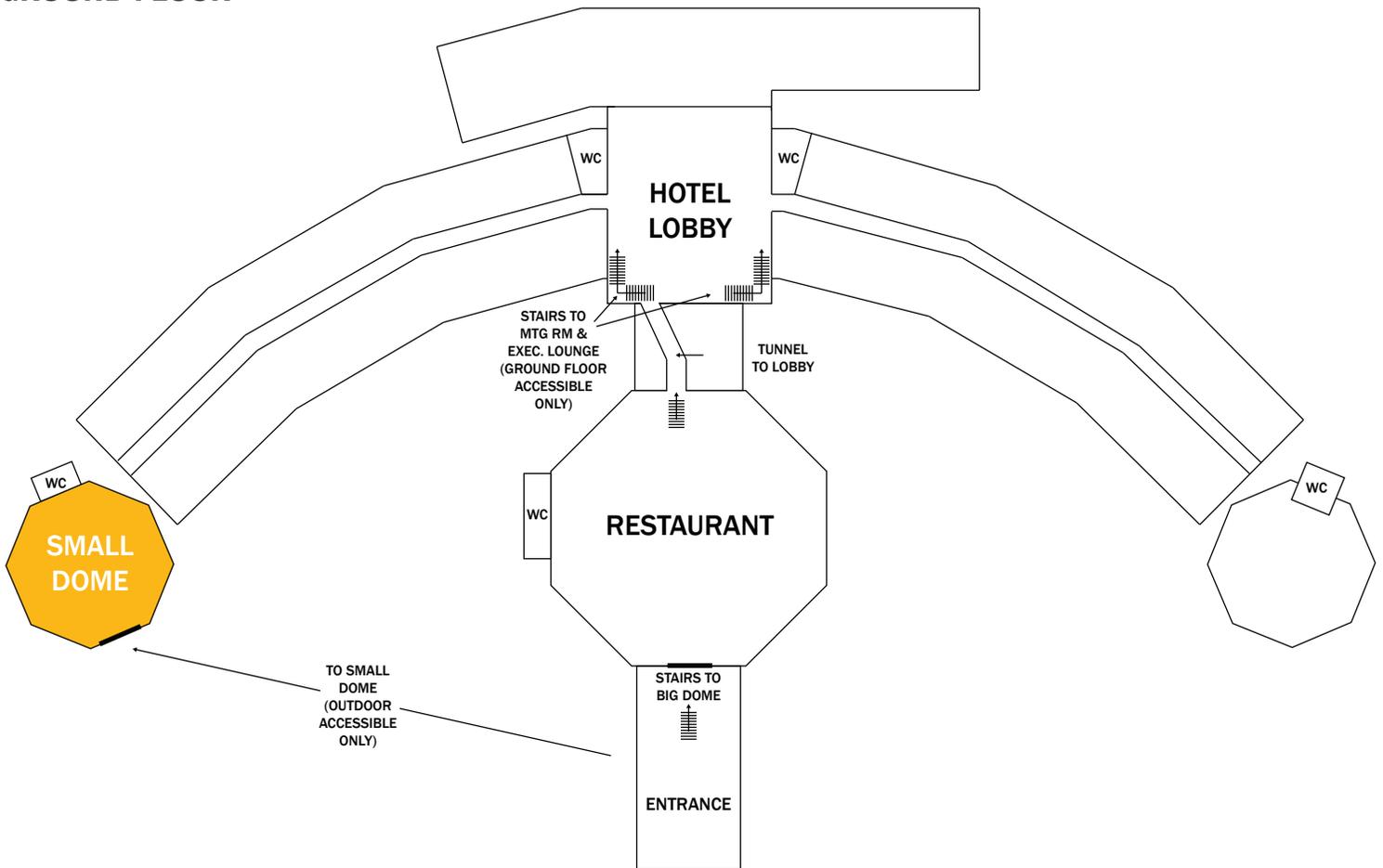
**Date:** Tuesday, March 3, 2015

**Time:** 7:30-8:30AM

## EVENTS

# FINDING YOUR WAY

## GROUND FLOOR



## STAY CONNECTED

### ONLINE CONFERENCE COMMUNITY

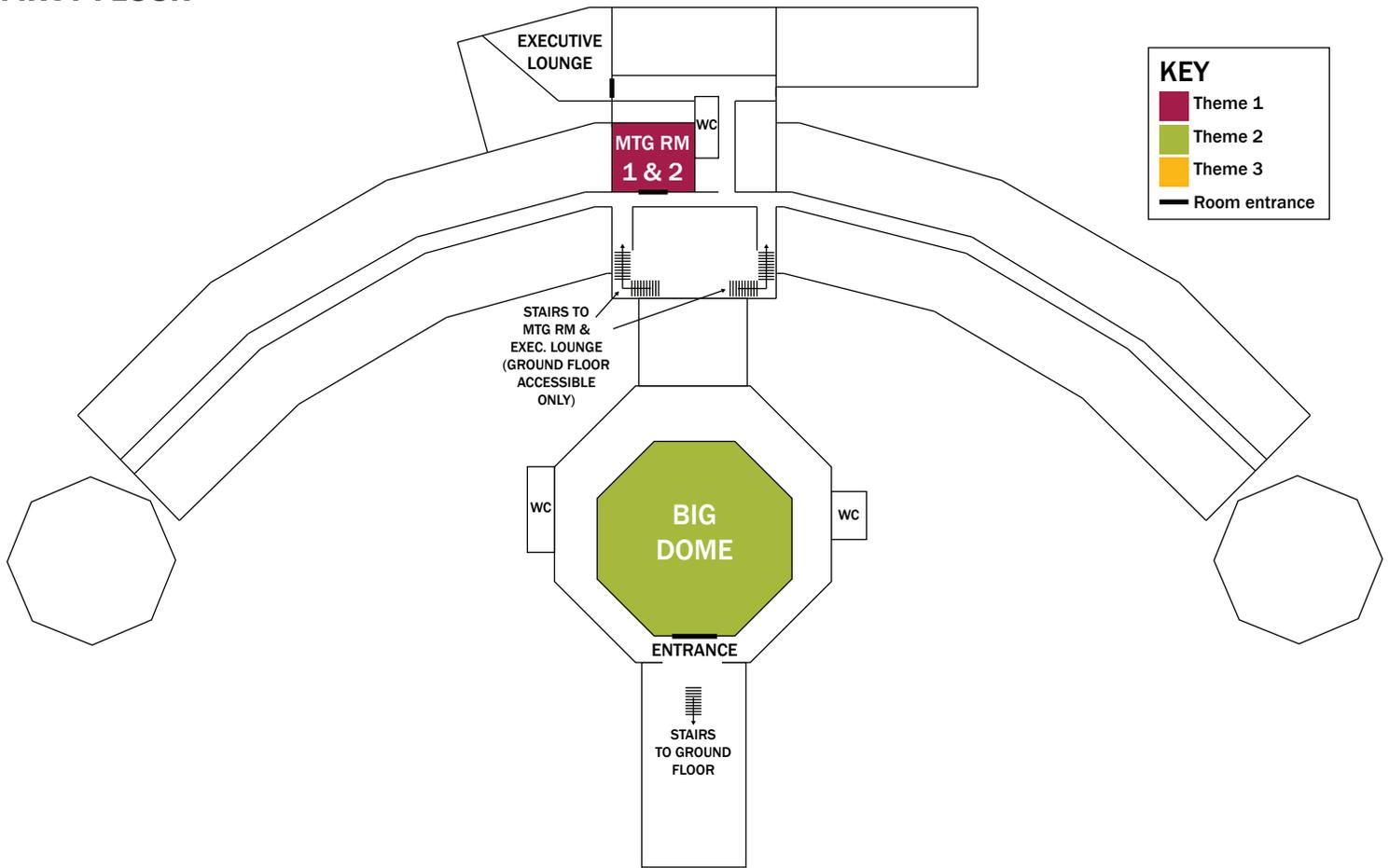
[CRACKINGTHENUT2015.PATHABLE.COM](http://CRACKINGTHENUT2015.PATHABLE.COM)

Online tools to help you engage more deeply with the conference and fellow participants prior to, during and after the conference.

- **Connect** with other participants and browse the conference agenda in this private networking space for attendees.
- **Learn** from industry experts about what it takes to push the frontier of rural and agricultural development.
- **Share** links from your social media profiles and highlight your own blog and post articles.
- **Rediscover** sessions by accessing conference materials.



## FIRST FLOOR



## JOIN THE DISCUSSION ON TWITTER

Use hashtag [#crknut15](#) to tweet.

Follow us on Twitter [@crackingthenut](#) for logistics updates, schedule reminders, highlights, insights from the plenary panels and breakout sessions, and more!



### FOLLOW us on Twitter

Follow [@crackingthenut](#)  
Tweet with hashtag [#crknut15](#)



### LIKE us on Facebook

[facebook.com/CrackingtheNutConference](#)



### JOIN us on LinkedIn

LinkedIn: [Cracking the Nut Conference](#)

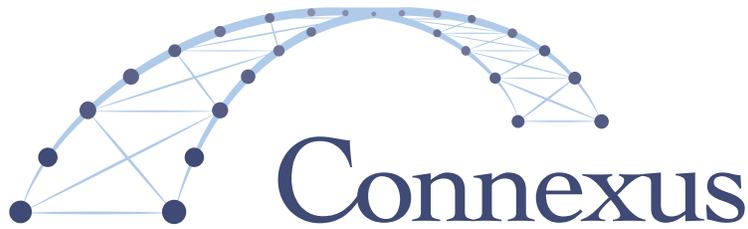
# AGENDA-AT-A-GLANCE

## MONDAY

8:30AM	<b>Welcome Remarks &amp; Introduction</b> – Anita Campion (Connexus) Room: Big Dome		
9AM	<b>Keynote: Preparing for Climate Change Impacts on Global Agriculture</b> – Martin Bwayla, Head of the Comprehensive Africa Agriculture Development Programme Room: Big Dome		
10AM	<b>Coffee &amp; Networking</b>		
10:15AM	<b>STRENGTHENING RURAL &amp; AGRICULTURAL INFRASTRUCTURE</b>	<b>EXPANDING FINANCIAL SERVICES TO RURAL AREAS</b>	<b>IMPROVING AGRICULTURAL PRODUCTION</b>
	<b>Partnering with the Private Sector to Improve Rural Infrastructure</b> – Alex Pavlovic (ACDI/VOCA), Peter Nieuwoudt (Jungle Beat)  Room: Meeting Rooms 1 & 2	<b>Mitigating Risks in a Changing Climate: Low Cost Insurance for Smallholders</b> – Lemmy Manje (FSD Zambia), Rob Munro (Musika)  Room: Big Dome	<b>Farm Business Advisors: Comprehensive Extension Services to Enhance Productivity and Improve Resiliency</b> – Duncan Rhind (iDE Zambia), Bob Nanes (iDE Global) Room: Small Dome
11:45AM	<b>Lunch Sessions</b> Option 1: Lunch & Networking		Option 2: Lunch Presentation: SMART Approaches to Supporting Smallholder Engagement in Agricultural Markets Room: Executive Lounge
1PM	<b>Microinsurance as a Natural Disaster Management Tool: The Philippines Experience</b> – Julia Graham & Manoj Pandey (Microinsurance Network)  Room: Meeting Rooms 1 & 2	<b>Game-Changing Financing: Leveraging Private Investment in Forest Conservation and Sustainable Agriculture</b> – JP Gibbons (USAID), Christian Del Valle (Athelia Climate Fund) Room: Big Dome	<b>Macadamia Nut, Vanilla and Cashew Value Chain Partnerships: Wins for People, Planet and Profit</b> – Jefferson Shriver (CRS), Cheryl Pinto (Ben & Jerry's), Kalifa Belem (Caro Nut)  Room: Small Dome
2:30PM	<b>Coffee &amp; Networking</b>		
2:45PM	<b>Evaluating and Strengthening Local Veterinary Businesses</b> – Polly Compston (The Brooke)  Room: Meeting Rooms 1 & 2	<b>An Emerging Blueprint for a Commercial, Scalable Approach to Financing Smallholder Farmers</b> – Jason Wendle & Ravi Chhatpar (Dalberg), Hillary Miller-Wise (Grameen Foundation), Jane Abramovich (TechnoServe), John Magnay (Opportunity International) Room: Big Dome	<b>Tools, Technologies and Practices of Desert Farming: Lessons in Adaptive and Profitable Farming from the Sands of Abu Dhabi</b> – Kristen Turra & Chris Gillitt (GRM International)  Room: Small Dome
4:15PM	<b>Coffee &amp; Networking</b>		
4:30PM	<b>Plenary Panel: Improving Sustainable Agricultural Production with Public Private Partnerships</b> – Facilitator: Lexine Hansen (USAID); Panelists: Cheryl Pinto (Ben & Jerry's), Eduardo Mendias (The Toro Company), Dale Lewis (COMACO) Room: Big Dome		
5:30PM	<b>Day 1 Wrap Up</b> Room: Big Dome		

## TUESDAY

7:30AM	<b>Optional Breakfast Presentation: Introducing CFI's Africa Board Fellowship</b> <i>(Hosted by Accion)</i> Room: Executive Lounge		
8:30AM	<b>Welcome Remarks</b> Room: Big Dome		
9AM	<b>Plenary Panel: Facilitating and Financing Infrastructure</b> – Facilitator: Anita Campion (Connexus); Panelists: Jenn Pryce (Calvert Foundation), Innocent Rutamu (Erasmus Investment International), Felix Tembo (Syngenta) Room: Big Dome		
10AM	<b>Coffee &amp; Networking</b>		
10:15AM	<b>STRENGTHENING RURAL &amp; AGRICULTURAL INFRASTRUCTURE</b>	<b>EXPANDING FINANCIAL SERVICES TO RURAL AREAS</b>	<b>IMPROVING AGRICULTURAL PRODUCTION</b>
	<b>The Agricultural Investment Opportunities Map</b> – Amanda Grevey (CARANA), Dominic Ansah (Connexus) Room: Meeting Rooms 1 & 2	<b>Catalyzing Cocoa: Aligning Multi-Party Incentives to Deliver Input Credit to Farmers</b> – Jessica Antista (TechnoServe) Room: Big Dome	<b>Improving Nutrition and Agricultural Production with Zero Risk Innovations for Small Farmers</b> – Todd Crosby (NCBA/CLUSA) Room: Small Dome
11:45AM	<b>Lunch &amp; Networking</b>		
1PM	<b>Promoting Responsible Coffee Farming, Production and Consumption</b> – Peter Kimata, Ambrose Kirobi & Catherine Ng'ang'a (Coffee Management Services Ltd.) Room: Meeting Rooms 1 & 2	<b>Financing the Missing Middle: Facilitating Long- and Short-Term Capital for Agricultural SMEs</b> – Chris Isaac (AgDevCo), Jenny Scharrer (KfW Development Bank), Greg Snyders (Dalberg) Room: Big Dome	<b>Partnering with the Private Sector: Scaling Adoption of New Technologies</b> – Vanessa Adams (ACDI/VOCA), Lystra Antoine (DuPont Pioneer) Room: Small Dome
	2:30PM	<b>Coffee &amp; Networking</b>	
2:45PM	<b>Evolving Seed-Security Strategy in the Face of Climate Stress: How Research Advances are Shaping Investment Strategy</b> – Louise Sperling, Margaret Mwenya & Geoffrey Heinrich (CRS) Room: Meeting Rooms 1 & 2	<b>Innovating Access to Agricultural Inputs and Extension through Savings Groups</b> – Waringa Kibe, Emmanuel Niyongira & John Ames (Global Communities), Paineto Baluku & Teddy Ithungu (Bukonzo Joint Cooperative Union) Room: Big Dome	<b>Understanding Farming Households and their Capacity to Adopt Agricultural Technologies</b> – Johannes Chikarate (Concern Worldwide), Lingela Lingela (Senanga District Ag and Commercial Show Society), Carl Wahl (Concern Worldwide Zambia) Room: Small Dome
	4:15PM	<b>Coffee &amp; Networking</b>	
4:30PM	<b>Plenary Panel: Scaling Climate-Smart Innovation to Overcome the Effects of Climate Change</b> – Facilitator: Shaun Ferris (CRS); Panelists: John Magnay (Opportunity International), Douglas Griffith (Chemonics International), Reuben Banda (Musika) Room: Big Dome		
5:30PM	<b>Closing Remarks</b> – Nikolaus Eichman (Connexus) Room: Big Dome		



Transforming  
International  
Development  
and Building  
Local Capacity



Connexus Corporation, an international development consulting firm, designs sustainable, market-based strategies that link developing economies with global markets to increase incomes for the poor. We specialize in:

#### Finance

- Rural and agricultural finance
- Value chain finance
- Small and medium enterprise finance
- Microfinance
- Institutional due diligence
- Market research and analysis
- Impact assessment

#### Enterprise Development

- Micro, small and medium enterprise development
- Public-private sector partnering
- Value chain analysis and strengthening
- Market research and analysis
- Project design & management
- Training design & delivery
- Monitoring & evaluation

[www.connexuscorporation.com](http://www.connexuscorporation.com)  
[info@connexus.email](mailto:info@connexus.email)

# MORNING PLENARY

8:30-10AM

## WELCOME REMARKS & INTRODUCTION

Big Dome  
8:30-9AM

### SPEAKERS

Anita Campion (Connexus)

## KEYNOTE: PREPARING FOR CLIMATE CHANGE IMPACTS ON GLOBAL AGRICULTURE

Big Dome  
9:00-10AM

Cracking the Nut is pleased to have Martin Bwalya open the conference as the keynote speaker. As Head of the Comprehensive Africa Agriculture Development Programme (CAADP), he is well placed to discuss CAADP's role in the New Partnership for African Development (NEPAD) in ensuring the sustainable development of Africa's rural and agricultural markets. During the keynote, he will highlight the many risks and opportunities that Africa faces as a result of climate change and what must be done to protect its people and natural resources, to better prepare for climate change impacts and to become more resilient and adaptive in the future.

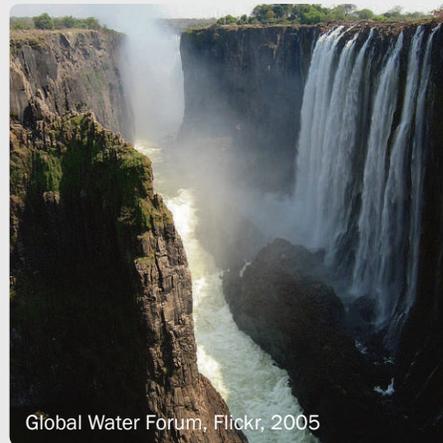
### SPEAKER

Martin Bwalya, Head of the Comprehensive Africa Agriculture Development Programme

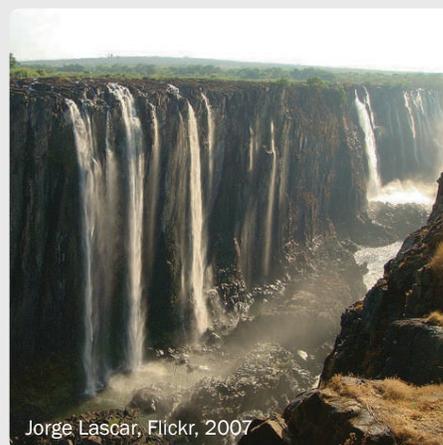
## COFFEE & NETWORKING

10-10:15AM

### Tikulandilani ku Zambia



Global Water Forum, Flickr, 2005



Jorge Lascar, Flickr, 2007

### Victoria Falls / Mosi-oa-Tunya "The Smoke that Thunders"

Considered one of the seven natural wonders of the world, Victoria Falls is Zambia's most famous physical feature. The Falls are located on the Zambezi River, after which the country is named, is Africa's fourth largest river. When touring the Falls, it is likely you will visit or stay the night in Livingstone. Locally known as Maramba, Livingstone was Zambia's capital until 1935.

# BREAKOUT SESSIONS

10:15-11:45AM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### Partnering with the Private Sector to Improve Rural Infrastructure

**Room:** Meeting Rooms 1 & 2

This session will demonstrate how different public-private partnership (PPP) models implemented under the flagship USAID Feed the Future PROFIT+ Project in Zambia lead to direct and indirect improvements in agricultural infrastructure and supply chains. Poor aggregation infrastructure and inefficient supply chains are a key constraint to the development of competitive agricultural value chains and the integration of smallholders into commercial market systems. Through various PPP models, PROFIT+ has improved supply chains and infrastructure, increased farm-gate prices for producers, incentivized investment in productivity enhancing technologies and increased domestic and intra-regional trade. This interactive session will highlight strategies applied by ACDI/VOCA under PROFIT+, including the opportunity to delve deeper and hear firsthand experience from private sector partner Jungle Beat, a groundnut buyer whose innovative purchasing model is incentivizing investment in rural infrastructure.

#### SPEAKERS

Alex Pavlovic, ACDI/VOCA  
Peter Nieuwoudt, Jungle Beat

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### Mitigating Risks in a Changing Climate: Low Cost Insurance for Smallholders

**Room:** Big Dome

Musika and Financial Sector Deepening Zambia (FSDZ) are Lusaka-based organisations funded by the UK's Department for International Development (DFID) and the Swedish International Development Cooperation Agency (Sida) to implement initiatives to improve the economic situation of smallholders in Zambia. With the importance of low cost insurance as a risk mitigating opportunity for farmers in a changing climate, Musika and FSDZ, in collaboration with MicroEnsure – a specialist provider of insurance to the low and middle-income market in Zambia – are jointly exploring ways of scaling weather index insurance to make it accessible to a wide range of Zambian farmers. This session will highlight the work that Musika and FSDZ do in Zambia and will showcase examples of how the partnership has worked. The example of MicroEnsure will be explored in detail, as will the role of weather index insurance in a changing agro-climatic environment.

#### SPEAKERS

Lemmy Manje, FSD Zambia  
Rob Munro, Musika

## IMPROVING AGRICULTURAL PRODUCTION

### Farm Business Advisors: Comprehensive Extension Services to Enhance Productivity and Improve Resiliency

**Room:** Small Dome

To maximize their value to farmers, agricultural extension services need to be coupled with access to inputs and finance. In practice, many potentially lucrative value chains are fragmented with technical assistance, inputs, equipment, financing and market linkages provided by different actors. Because most of this is private, value chain actors are not prepared to invest beyond their area of interest. Hence many farmers do not receive a full assistance package and cannot fully realize the potential benefits afforded by these value chains. This session outlines the development of the iDE Farm Business Adviser (FBA) model and its experience of supporting smallholder farmers through FBAs in Zambia. FBAs are commission-based agent networks providing a comprehensive package of last-mile linkages to smallholders from private-sector value chain actors. In addition to delivering a full range of services, FBAs can rapidly introduce new technologies to farmers, enabling them to adapt their enterprises to changes in the agro-ecological environment resulting from climate changes.

#### SPEAKERS

Bob Nanes, iDE Global  
Duncan Rhind, iDE Zambia

# LUNCH SESSIONS

11:45AM-1PM

## OPTION 1: LUNCH & NETWORKING

Grab some lunch and feel free to network with fellow participants.

## OPTION 2: LUNCH PRESENTATION\*

Executive Lounge

\* "First Come First Serve" - first 50 participants to arrive will be seated for the presentation.

### SMART Approaches to Supporting Smallholder Engagement in Agricultural Markets

This session will present the final report from a two-year study into Catholic Relief Services' SMART Skills (the content) and SMART Private Service Provider (PSP) approach (the delivery mechanisms). These approaches are intended to address issues of scale, sustainability and responsiveness by recognizing that farmers want and require a broad range of market engagement skills and services and that a creative delivery strategy is needed

to be responsive to farmers long-term needs. The study has followed four projects (two in Malawi and two in Zambia) that have utilized these approaches. The session will present lessons learned about the skills and other factors that contribute to smallholders ability to engage with markets and the viability of the SMART PSP, including what smallholders are willing (and able) to pay for.

### PRESENTED BY

Murdoch University, Lilongwe University of Agriculture and Natural Resources and Catholic Relief Services



**"Expanding market opportunities and promoting growth using climate smart technologies"**

Musika stimulates and supports private sector investment in the smallholder market. It develops innovative home-grown solutions that increase access to markets, information, finance and productivity enhancing technologies and services. Its interventions have increased access to a wide range of financial products required to improve smallholder production, productivity and resilience, and have increased access to new technologies and innovations that increase smallholders' capacity to increase incomes and adapt to a changing climate.

Musika's goal is to reduce rural poverty through provision of high quality, commercially focused technical support and a range of smart, catalytic investments that reduce initial risks involved in exploring, testing and developing new markets.

Tel: +260 211 251 371  
Cell: +260 969 250 355  
Website: [www.musika.org.zm](http://www.musika.org.zm)

Funded by Sweden and DFID



**EXPANDING FINANCIAL INCLUSION IN ZAMBIA**

Financial Sector Deepening Zambia (FSDZ) works with banks, insurance companies, mobile network operators, and other financial service providers who have the shared vision of providing more people with financial services, particularly those with low incomes. FSDZ also supports capacity development to ensure support services are available and works closely with policy makers, including the Bank of Zambia and other regulatory bodies to create an enabling environment. We invest substantially in understanding the financial service needs and practices of low-income households and small enterprises; playing a key role in knowledge generation and dissemination to support financial market development.

Tel: +260 211 23 8747  
Website: [www.fsdzambia.org](http://www.fsdzambia.org)





# building partnerships towards prosperity

**WORKING WITH A VARIETY OF PARTNERS—** local and international, research, technical, private sector and church—the CRS Agricultural livelihoods team fosters farmer led innovation and offers a range of tools, skills and links to service providers that enable farmers to enhance productivity, engage profitably in markets and assure robust farming livelihoods.

[crsprogramquality.org/agriculture](https://crsprogramquality.org/agriculture)



As a founding member of this dynamic coalition, CRS works in disaster and chronic stress environments to bolster markets, enhance resilience and put farmers in the decision-making chair. [seedssystem.org](https://seedssystem.org)



As a founding member of this unique partnership, CRS supports smallholder farmers to take action against the effects of climate change. [africacsa.org](https://africacsa.org)

# BREAKOUT SESSIONS

1-2:30PM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### Microinsurance as a Natural Disaster Management Tool: The Philippines Experience

**Room:** Meeting Rooms 1 & 2

Drawing on evidence from a recently released study commissioned by the Microinsurance Network, this session examines how the low-income populations of the Philippines used microinsurance to cope with the aftermath of typhoon Haiyan, what impact it had, and how microinsurance service providers performed. With the highest insurance penetration in Asia, the Philippines is regarded as a microinsurance success story and the unfortunate disaster caused by Haiyan provided an opportunity to test the effectiveness of microinsurance in the face of natural disasters. In this session, participants will gain insights into the impact of microinsurance as a risk management tool and increase their understanding of the challenges and successes facing microinsurance in disaster risk management. This interactive session will include discussions around the replicability of the lessons learned from the Philippines for addressing natural disasters in other contexts.

#### SPEAKERS

**Julia Graham**, Microinsurance Network  
**Manoj Pandey**, Microinsurance Network

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### Game-Changing Financing: Leveraging Private Investment in Forest Conservation and Sustainable Agriculture

**Room:** Big Dome

Driven by urban sprawl, illegal logging, and agriculture expansion, deforestation claims 13 million hectares of forest each year. With estimates that agricultural activities account for roughly 75% of deforestation worldwide, it is essential to identify solutions that promote more sustainable economic activity in forested areas around the globe. USAID, through the Development Credit Authority, recently partnered with the Althelia Climate Fund on a new and innovative approach to extend private financing to forest-based businesses that follow sustainable land use practices for their livelihoods. The financing allows local communities to develop economic activities while also generating credits that can be sold on the voluntary market, providing supplemental income streams critical to the long-term sustainability of forests. This session will explore how to think through the unique needs of different actors involved in getting private financing to rural agriculture sectors and how negotiations can result in game-changing models.

#### SPEAKERS

**Christian Del Valle**, Althelia Climate Fund  
**JP Gibbons**, USAID

## IMPROVING AGRICULTURAL PRODUCTION

### Macadamia Nut, Vanilla and Cashew Value Chain Partnerships: Wins for People, Planet and Profit

**Room:** Small Dome

This session will examine the use of agroforestry systems by small farmers to produce vanilla, cashews and macadamia nuts. CRS will use conclusions from recently completed feasibility studies to help demonstrate that such an approach is climate-smart, has high income potential, is gender-friendly, and enhances food security. Lead buyers from Ben & Jerry's and Caro Nut will discuss the value and challenge of sourcing these products including presentations outlining their business models and theories of change for supporting their smallholder suppliers. The audience will then have a chance to discuss the subject with the speakers as part of a panel discussion moderated by CRS.

#### SPEAKERS

**Jefferson Shriver**, CRS  
**Cheryl Pinto**, Ben & Jerry's  
**Kalifa Belem**, Caro Nut

# COFFEE & NETWORKING

2:30-2:45PM

# BREAKOUT SESSIONS

2:45-4:15PM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### Evaluating and Strengthening Local Veterinary Businesses

Room: Meeting Rooms 1 & 2

Working horses, mules and equids are an essential part of many rural livelihoods. Draft animal power has the potential to play an important role in conservation agriculture, but there is often insufficient healthcare in place for them. This results in lost days of animal work and in livelihood loss for their owners. This session will explore business strategies and the basic economics of private and public veterinary healthcare providers that serve these animals. Participants will learn how to evaluate the financial viability of small-scale veterinary and para-veterinary businesses in ways that are accessible and understandable to stakeholders with low literacy levels. By the end of the session, participants will have developed a pilot participatory mapping tool to be used for evaluating the business economics of small rural veterinary businesses. Successful, sustainable veterinary business models and market chains will increase opportunities for these animals to support smallholder agriculture, helping to stabilize their communities' economies.

#### SPEAKER

Polly Compston, The Brooke

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### An Emerging Blueprint for a Commercial, Scalable Approach to Financing Smallholder Farmers

Room: Big Dome

Work by various organizations over the last few years has clarified the key internal and external factors that constitute the major challenges that hinder scale in agricultural finance. This session will bring together some of the industry leaders that have brought game-changing interventions to the field, and they will share their perspectives on the key factors for achieving scale, the current barriers and possible solutions. After this panel discussion, the presenters will facilitate an interactive session that will tap into the expertise and experience of all attending participants. This mini-workshop will go beyond the points raised by the presenters to engage in a design exercise that will result in provocative approaches to collaboration and impact that will be disseminated to conference participants.

#### SPEAKERS

Ravi Chhatpar, Dalberg Design Impact Group

John Magnay, Opportunity International

Hillary Miller-Wise, Grameen Foundation

Jane Abramovich, TechnoServe

Jason Wendle, Dalberg

## IMPROVING AGRICULTURAL PRODUCTION

### Tools, Technologies and Practices of Desert Farming: Lessons in Adaptive and Profitable Farming from the Sands of Abu Dhabi

Room: Small Dome

In the United Arab Emirates, agricultural production is heavily subsidized and constrained due to high temperatures, limited soil nutrients and increasingly saline groundwater. The Abu Dhabi's Farmers' Service Center (ADFSC), set up by GRM International, has been the change agent, moving the agricultural sector from subsidy-driven to a market-driven business, while delivering packages of climate-smart innovations to farmers. Key features of the ADFSC model include: market-based financing and credit schemes, innovative water-saving technologies, a soil typology database to enhance agricultural planning and ICT-enabled extension services. 24,000 farmers interface with ADFSC using enhanced practices and technologies learned through extension and demonstration. The success of the ADFSC is transferable, particularly in Northern Africa, where the use of greater climate data and adaptive technologies can promote food security in harsh farming environments.

#### SPEAKERS

Chris Gillitt, GRM International

Kristen Turra, GRM International

# COFFEE & NETWORKING

4:15-4:30PM

# AFTERNOON PLENARY

4:30-5:30PM

## PLENARY PANEL

Big Dome  
4:30-5:30PM

### Improving Sustainable Agricultural Production with Public Private Partnerships

This session will begin with a discussion of USAID's Tropical Forest Alliance and how the initiative is facilitating public-private sector cooperation on sustainable agriculture in hopes of mitigating some of the adverse effects of climate change in developing countries. The session will then engage a panel of leading agribusiness, government, and civil society organizations in a discussion of their latest technologies and strategies to boost agricultural production and expand markets while preserving valuable natural resources.

#### FACILITATOR

Lexine Hansen, USAID

#### PANELISTS

Cheryl Pinto, Ben & Jerry's  
Eduardo Mendias, The Toro Company  
Dale Lewis, COMACO

## DAY 1 WRAP-UP

Big Dome  
5:30-6PM



## Tikulandilani ku Zambia



### Basketry

Made from a variety of raw materials including bamboo, liana vines, roots, reeds, grasses, rushes, papyrus palm leaves, bark and sisal, Zambia's basketry is touted as some of Africa's finest. Decorated with natural dyes basket-woven items can be found in curios all over Zambia.

# OPTIONAL BREAKFAST SESSION

7:30-8:30AM

HOSTED BY

CENTER for  
FINANCIAL  
INCLUSION

ACCION

## INTRODUCING CFI'S AFRICA BOARD FELLOWSHIP

Executive Lounge

The Center for Financial Inclusion at Accion (CFI) is launching the Africa Board Fellowship. The fellowship is an opportunity for board members and CEOs of MFIS throughout Africa to strengthen governance practices, improve risk-management, and build strategic leadership abilities. We invite you to join us for a breakfast, short presentation, and Q&A to find out more.

## MORNING PLENARY

8:30-10AM

### WELCOME REMARKS

Big Dome

8:30-9AM

### PLENARY PANEL

Big Dome

9:00-10AM

#### Facilitating and Financing Infrastructure

This session will discuss the role of infrastructure for rural and agricultural development, which broadly covers all elements needed to create an enabling environment for rural and agricultural market development and access to finance. The panel will explore how large public-private partnerships are forged to support infrastructure, the role of impact investors, as well as how to encourage local equity investment and buy-in to a holistic rural and agricultural development initiative.

#### FACILITATOR

Anita Campion, Connexus

#### PANELISTS

Jennifer Pryce, Calvert Foundation

Innocent Rutamu, Erasmus Investment International

Felix Tembo, Syngenta

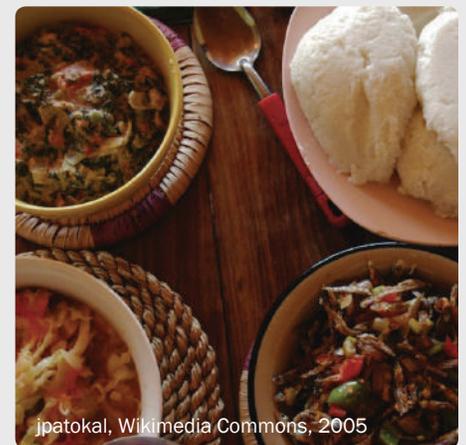
## COFFEE & NETWORKING

10-10:15AM

### Tikulandilani ku Zambia



Geoff Gallice, Flickr, 2011



jpatokal, Wikimedia Commons, 2005

### Nshima

*Nshima* is a porridge made from white cornmeal, or maize and water. A staple of any Zambian's diet, it is served sweet for breakfast, and thicker for lunch and dinner. Most often accompanied with meat, fish or vegetable relish, *nshima* is tastiest when eaten steaming hot. *Nshima* can also be made with cassava and sorghum.

# BREAKOUT SESSIONS

10:15-11:45AM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### The Agricultural Investment Opportunities Map

Room: Meeting Rooms 1 & 2

USAID, in conjunction with its implementing partners, designed a geospatial tool to attract the investment needed to build out and strengthen rural and agricultural infrastructure to achieve productivity gains and to finance investment necessitated by climate change. The Agricultural Investment Opportunities Map creates a geospatial database of crop production and related infrastructure. It then allows the user to model 'what if' scenarios, making it easier for project developers and investors to identify potential value chain investment opportunities and for financial intermediaries to undertake the initial due diligence needed to finance them. Drawing on examples from the USAID FinGAP project in Ghana, this session will highlight the challenge of increasing investment in rural and agricultural infrastructure and demonstrate how the tool can be used to provide readily available data on current and projected production levels and existing value chain infrastructure, while minimizing due diligence costs of exploring value chain investment opportunities.

#### SPEAKERS

Dominic Ansah, Connexus

Amanda Grevey, CARANA Corporation

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### Catalyzing Cocoa: Aligning Multi-Party Incentives to Deliver Input Credit to Farmers

Room: Big Dome

Since 2009, TechnoServe has worked to design and execute input credit schemes that link smallholder cocoa farmers to productivity-enhancing agro-inputs in Côte d'Ivoire, Ghana, and more recently, Nigeria. The objective of the credit schemes is to reduce rural poverty by increasing cocoa farmer yields. This session will explore the design of the credit model, in particular, the suite of innovative risk mitigation mechanisms put in place to align the mutual interests of farmer organizations, buyers, financial institutions and input suppliers. Central to the model is a multi-party risk sharing mechanism, which leverages each partner's complementary technical expertise to reduce operational and financial risk. This session will further discuss the challenges encountered and solutions developed, to identifying opportunities for replicability of the scheme in other countries and industries.

#### SPEAKER

Jessica Antista, TechnoServe

## IMPROVING AGRICULTURAL PRODUCTION

### Improving Nutrition and Agricultural Production with Zero Risk Innovations for Small Farmers

Room: Small Dome

This interactive session will discuss proven strategies used by NCBA/CLUSA in Senegal to improve the implementation and adoption of conservation agriculture in the Sahel through key innovations embodied in its "Risk Zero" package including: the Risk Zero package approach, the integration of tractor enterprises and tillage services, the use of micro-insurance, the use of service providers to improve conservation agriculture implementation and the integration of Namibian-style "Rip Furrowing" to improve water catchment and improve resilience in the face of changing climates.

#### SPEAKER

Todd Crosby, NCBA/CLUSA

# LUNCH & NETWORKING

11:45AM-1PM

# BREAKOUT SESSIONS

1-2:30PM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### Promoting Responsible Coffee Farming, Production and Consumption

**Room:** Meeting Rooms 1 & 2

The Creating Shared Value Initiative brings together responsible farming, production and consumption practices throughout the coffee value chain in Kenya. The initiative is anchored in a three pillar plan that addresses issues related to responsible farming, responsible production and supply, and responsible consumption, while considering social, economic and environmental challenges in the coffee sector today. The initiative promotes good agricultural practices through a dynamic approach that includes demo farms and training, supply of propagation materials, provision of mobile and well-qualified agronomists, and a 4C certification program that links certified farmers to a direct market with Nestle as a buyer. Initial success has shown an increase in premium grade coffee yields by 30 percent in the first two years.

#### SPEAKERS

**Peter Kimata**, Coffee Management Services Ltd.

**Ambrose Kirobi**, Coffee Management Services Ltd.

**Catherine Ng'ang'a**, Coffee Management Services Ltd.

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### Financing the Missing Middle: Facilitating Long- and Short-Term Capital for Agricultural SMEs

**Room:** Big Dome

This session will draw on the collective development finance expertise of AgDevCo, Dalberg, and KfW Development Bank to explore the challenges and lessons learned in financing agricultural small and medium enterprises (SMEs). Too large for microfinance institutions, and too small to access external sources of funds, agricultural SMEs are often considered a part of the “missing middle” of organizations who largely lack access to finance. AgDevCo and KfW have extensive experience working directly with SMEs and have portfolios of investments that span across Africa, while Dalberg has been working to identify various pathways to address the gap between demand and supply in the area of rural finance. Together, these organizations will describe the various mechanisms they have employed to facilitate access to finance and they encourage participants to come and share their experiences and ideas.

#### SPEAKERS

**Chris Isaac**, AgDevCo

**Jenny Scharrer**, KfW Development Bank

**Greg Snyders**, Dalberg

## IMPROVING AGRICULTURAL PRODUCTION

### Partnering with the Private Sector: Scaling Adoption of New Technologies

**Room:** Small Dome

This session will highlight a partnership with DuPont Pioneer through USAID's Feed the Future projects in Ethiopia and Ghana, where 100,000 smallholder farmers are scaling new maize hybrid seed technologies. This highly successful public-private partnership (PPP) models sustainably increasing the productivity of smallholder maize farmers through linkages with Farmer Cooperative Unions to improve access to credit, hybrid drought tolerant seed, better agronomy, new blended fertilizers, secure output markets, and improved storage. This model has the potential to be replicated across Africa not only with DuPont Pioneer, but also with other input providers interested in developing a market base among smallholders. Participants will walk away with a blueprint for replicating similar models in other countries or sectors.

#### SPEAKERS

**Vanessa Adams**, ACDI/VOCA

**Lystra Antoine**, DuPont Pioneer

# COFFEE & NETWORKING

2:30-2:45PM



**USAID**  
FROM THE AMERICAN PEOPLE

# GLOBAL CLIMATE CHANGE



Photo credit: Willie McGhee

"The world we leave our children, and our children's children, will be cleaner and healthier, and more prosperous and secure."

U.S. PRESIDENT BARACK OBAMA, SEPTEMBER 2014

# BREAKOUT SESSIONS

2:45-4:15PM

## STRENGTHENING RURAL & AGRICULTURAL INFRASTRUCTURE

### Evolving Seed-Security Strategy amid Climate Stress: How Research Advances are Shaping Investment

**Room:** Meeting Rooms 1 & 2

This session will share recent advances in seed system diagnosis and response for emergency, recovery and chronic stress periods, including those triggered by climate variability. Drawing from the world's largest data set on smallholder seed systems, it will introduce novel assessment tools that are helping to guide a range of seed-security linked actions. In this session, participants will learn the latest developments in the fast-evolving understanding of seed systems and engage in dynamic discussion around the basket of responses to seed-security challenges that can strengthen smallholder systems – not only for greater productivity, but also for enhanced resilience and more nutritious products. The session will draw on examples from Haiti and Africa, highlighting CRS's experience under the USAID-funded Mawa Project in Zambia.

#### SPEAKERS

**Geoffrey Heinrich**, CRS  
**Margaret Mwenya**, CRS  
**Louise Sperling**, CRS

## EXPANDING FINANCIAL SERVICES TO RURAL AREAS

### Innovating Access to Agricultural Inputs and Extension through Savings Groups

**Room:** Big Dome

Savings groups and self-help groups in Rwanda and Uganda have not only improved the livelihoods of those who participate, but have also increased agricultural production and food security in their communities. In Rwanda, Global Communities has been working with the innovative idea of embedding savings groups into agricultural cooperatives. In neighboring Uganda, the Bukonzo Joint Cooperative Union – a local savings group that has grown into a union of 11 cooperatives within 72 producer coffee groups – uses its Gender Action Learning Systems to incentivize women's contributions to the cooperative and the community. The session will explore the details behind the implementation of these innovative savings and lending ideas and discuss the challenges and lessons learned by each organization.

#### SPEAKERS

**Paineto Baluku**, Bukonzo Joint Cooperative Union  
**Teddy Ithungu**, Bukonzo Joint Cooperative Union  
**Waringa Kibe**, Global Communities  
**Emmanuel Niyongira**, Global Communities  
**John Ames**, Global Communities

## IMPROVING AGRICULTURAL PRODUCTION

### Understanding Farmer Households and their Capacity to Adopt Agricultural Technologies

**Room:** Small Dome

This session will highlight Concern Worldwide's Conservation Agriculture programs in Malawi and Zambia, which employ two distinct agricultural production methodologies. The disparities between the two areas, Nsanje District in Malawi and Western Province of Zambia, and the methodologies adopted, bio-mass transfer in Malawi and microdosing of organic inputs in Zambia, suggest that the adoption of the technologies reflects very powerful, yet not easily quantified contextual configurations that shape agriculture. This ecology of contexts in which farmers operate is inclusive of ecological, social, cultural, economic and political factors that can either constrain or encourage agricultural performance. Participants will develop a richer understanding of ecologies of context for transferring technology to small farmers.

#### SPEAKERS

**Johannes Chikarate**, Concern Worldwide  
**Lingela Lingela**, Senanga District Agriculture and Commercial Show Society, Zambia  
**Carl Wahl**, Concern Worldwide

# COFFEE & NETWORKING

4:15-4:30PM

# AFTERNOON PLENARY

4:30-6PM

## PLENARY PANEL

Big Dome  
4:30-5:30PM

### Scaling Climate-Smart Innovation to Overcome the Effects of Climate Change

Learn how development practitioners are adjusting to the effects of climate change, working with smallholders to innovate new approaches and scale out climate smart agricultural solutions. Join our panel of experts from CRS, Musika, Chemonics and Opportunity International to explore this topic through the perspective of their project successes and challenges.

#### FACILITATOR

Shaun Ferris, CRS

#### PANELISTS

Reuben Banda, Musika

John Magnay, Opportunity International

Douglas Griffith, Chemonics International

## CLOSING REMARKS

Big Dome  
5:30-6PM

#### SPEAKER

Nikolaus Eichman, Connexus



We've delivered sustainable financial services to more than 200,000 smallholder farmers in Africa together with strategic partners.

Invest in Opportunity  
[opportunity.org](http://opportunity.org)

## Tikulandilani ku Zambia



### Landlocked

Zambia shares borders with eight different countries: Democratic Republic of Congo (DRC), Tanzania, Malawi, Angola, Mozambique, Zimbabwe, Botswana and Namibia. Its longest border, approximately 34% of Zambia's total land border, is shared with the DRC. Due to its landlocked nature, Zambians have to travel at least 600 miles to see the nearest ocean shoreline!

# SPEAKER BIOGRAPHIES



## JANE ABRAMOVICH

Lead, Access to Finance Practice  
TechnoServe

Jane manages TechnoServe's strategic relationships with financial service partners. In this role, she provides technical expertise on program design and implementation and develops and shares best practices, tools and innovations around lasting financial solutions in the developing world. Prior to TechnoServe, Jane held financial advisory and deal origination roles, at UBS Investment Bank and Jones Lang LaSalle. Jane holds an MPA from Harvard University's Kennedy School of Government and a BA in Economics from Northwestern University.



## VANESSA ADAMS

Chief of Party, USAID Ethiopia MADE  
ACDI/VOCA

Vanessa is Chief of Party for USAID's role in Ethiopia's Agricultural Growth Program, Agribusiness Market Development, implemented by ACDI/VOCA. Previously, for USAID's West Africa Trade Hub, Vanessa facilitated \$170 million in exports and catalyzed \$20 million in regional and international investments in the agribusiness and manufacturing sectors. She oversaw the development of internationally respected industry alliances in the cashew, shea and transport sectors, fostering collaboration and increased sustainability with public and private contributors.



## JOHN AMES

Chief of Party, USAID Ejo Heza  
Global Communities

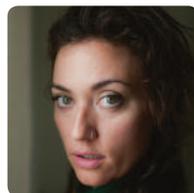
John has 12 years of field experience managing USAID-funded livelihoods programs with Chemonics International, DAI and Global Communities in Afghanistan, Zambia, Indonesia, Egypt, Sri Lanka and Rwanda. Currently, he serves as Chief of Party of the USAID Feed the Future-funded Integrated Improved Livelihoods Program in Rwanda, implemented by Global Communities. The project works in four key target areas: agriculture, financial services, health and nutrition and adult literacy and will reach 125,000 beneficiaries.



## DOMINIC ANSAH

Agri-Finance Training Technical Specialist,  
USAID FinGAP  
Connexus

Dominic has 10 years of experience in financial services, training, business planning, market research, product development, risk management and value chain finance. He currently serves as the Agri-Finance Training Technical Specialist for USAID's Financing Ghanaian Agricultural Project (FinGAP). Dominic is a skilled trainer and has facilitated numerous trainings on financial performance indicators, loan portfolio management, financial statements analysis, and value chain finance.



## JESSICA ANTISTA

Regional Program Manager, West Africa  
TechnoServe

Jessica is Regional Program Manager for TechnoServe's West Africa cocoa input credit initiatives, where she organizes and implements innovative private sector partnerships to facilitate input credit for smallholder farmers in Côte d'Ivoire, Ghana and Nigeria. At TechnoServe, Jessica has developed field experience in East, West and Southern Africa; oversaw the design, mobilization and management of credit facilities; provided backstopping of regional program portfolios; and designed and facilitated of gender integration strategies and trainings.



## LYSTRA ANTOINE

Global Director, Sustainable Agriculture  
Development  
DuPont Pioneer

Lystra leads DuPont Pioneer's sustainable agriculture development efforts globally. She is responsible for designing and implementing agriculture development initiatives that help smallholder farmers improve their livelihoods and increase their contribution to the value chain. Lystra also leads the development of public-private partnerships that support these and other goals. Previously, Lystra spent over 16 years at the World Bank, where she worked in multiple departments gaining experience in several countries spanning four continents.



**PAINETO BALUKU**

**Managing Director and Co-Founder  
Bukonzo Joint Cooperative Union**

Paineto is Managing Director and Co-Founder of Bukonzo Joint Cooperative Union. He has consulted widely with development organizations nationally and internationally. He has also worked as a Training Facilitator and Program Assistant for the Uganda Change Agent Association, and Research Assistant for a University of Dublin agribusiness research project in Uganda. Paineto is a graduate of the Uganda Change Agent Training Program with a certificate from the Rural Development Regional Microfinance Training Program in Financial Management.



**REUBEN BANDA**

**Managing Director and Co-Founder  
Musika**

Reuben is Managing Director and Co-Founder of Musika Development Initiatives Zambia Ltd. He has over 16 years of experience in market development, value chain analysis and project development. His key skills and knowledge areas include market development facilitation, project management, strategic planning and training of trainers. Reuben has worked on several CLUSA projects including the Smallholder Enterprise and Marketing Program and the Rural Group Business Program, as well as in a variety of positions, most recently as Chief of Party.



**KALIFA BELEM**

**Head Buyer  
Caro Nut**

Kalifa is Caro Nut Company's Head Buyer for African Cashews. He has been with Caro Nut since 2010 as Country Supervisor in Burkina Faso, providing financial support to the company's first local partner in Africa, SOTRIA-B. After training in cashew quality control in processing factories, Kalifa was involved in building Caro Nut teams in Benin, Togo, Ghana and Cote d'Ivoire, where he also served as a lead trainer in cashew quality control and international trade. Kalifa holds an MA in Management and Accounting from Ouagadougou University in Burkina Faso



**MARTIN BWALYA**

**Head of the Comprehensive Africa  
Agriculture Development Programme**

Martin is the Head of CAADP in the NEPAD Agency where he coordinates and provides technical backstopping to country and regional initiatives focused on sustainable land and water management and climate change. He joined NEPAD in 2007 as Senior Land and Water Management Specialist and point person for the TerrAfrica Partnership. Martin has over 10 years of experience in international agricultural development work, including as Executive Secretary for the African Conservation Tillage Network from 2000 to 2007.



**ANITA CAMPION**

**President and CEO  
Connexus**

Anita is President and CEO of global consulting firm, Connexus Corporation. She is an agricultural finance specialist with 25 years of experience in international finance and private sector development. Anita oversees Connexus's work on USAID's FAIDA in Afghanistan and FinGAP in Ghana, as well as public private partnerships on SME finance in West Africa. Previously, Anita managed Chemonics' Financial Services Indefinite Quantity Contract and multiple projects.



# SPEAKER BIOGRAPHIES



## **RAVI CHHATPAR**

**Co-Founder and Principal, Design Impact Group**  
**Dalberg**

Ravi is Co-Founder and Principal of Dalberg's Design Impact Group, where he brings human-centered design to clients looking for creative approaches to breakthrough innovation in social impact and development. Before Dalberg, Ravi led frog design's emerging markets business, working in Uganda, South Africa and China. Previous clients include multinationals, foundations, start-ups and non-profits across various channels such as access to finance, agricultural finance, public health, social innovation, technology, education and media.



## **JOHANNES CHIKARATE**

**Program Manager, Nsanje Area**  
**Concern Worldwide, Malawi**

Johannes is the Nsanje Area Program Manager with Concern Worldwide in Malawi. He is part of the team that pioneered conservation agriculture (CA) in the mid-1990s in collaboration with Brian Oldrieve at Hinton Estates, the original promoters of CA technology in Zimbabwe. From that time to date, Johannes has been successful in applying the practice in different contexts ranging from Zimbabwe and Malawi's semi-arid regions to the wetlands of Sierra Leone.



## **POLLY COMPSTON**

**Research Advisor**  
**The Brooke**

Polly is a Research Advisor for The Brooke, where she builds the research skills and knowledge capacity of local teams across Brooke's 11 country programs. Her particular interest lies in integrating animal health economics into a wider development agenda. Before The Brooke, Polly completed a residency in clinical research and an MA in Veterinary Epidemiology and Public Health. She graduated from Edinburgh Veterinary School in 2007, and worked as a veterinarian for a private practice, providing primary health care to a range of domestic animals.



## **TODD CROSBY**

**Chief of Party, USAID/Senegal Yaajeende**  
**NCBA/CLUSA**

Todd Crosby is Chief of Party for Yaajeende, USAID/Senegal's primary food security project in Senegal run by NCBA/CLUSA. Todd holds an MA in Sociology from the University of Chicago and has over 20 years of experience working in community development in West Africa, in particular Mali, Senegal, Burkina Faso, Togo, Benin and Ghana. His technical expertise focuses on the use of private sector business approaches such as social marketing, social franchising, micro-credit and value chain methodologies for development.



## **CHRISTIAN DEL VALLE**

**Founder and Managing Partner**  
**Althelia Climate Fund**

Christian is a Founder and Managing Partner of Althelia Ecosphere and Althelia Climate Fund GP. Previously, Christian served as Director of Environmental Markets & Forestry with BNP Paribas, where he led the movement into the Forest Carbon space in Africa and Latin America. He serves as an advisor to the Forum on Readiness for REDD, the American Carbon Registry and the World Economic Forum's Project on Sustainable Land-use Finance. Christian holds an MSc in Conservation Biology from the University of Kent.



## **NIKOLAUS EICHMAN**

**Agribusiness & PPP Specialist**  
**Connexus**

Nikolaus is an Agribusiness and Public-Private Partnerships Specialist with nine years of experience in project management, developing agricultural value chains and creating market and investor linkages, including for large USAID and private sector development projects. Nikolaus plays a crucial role, applying the Connexus business model of connecting corporate sustainable sourcing initiatives in agriculture to comprehensive development projects, including donors, investors and value chain actors as project stakeholders.



**SHAUN FERRIS**

**Director, Agriculture and Livelihoods**  
**Catholic Relief Services**

Shaun is Director of Agriculture and Livelihoods for CRS where he supports smallholder farmers in improving their productivity and market performance. He is also involved in agro-enterprise development and value chain support; collaborates with public and private sector agencies to develop new business models for inclusive market linkage; promotes training materials to build the agro-enterprise capacity of field staff; and generates agro-enterprise content for cloud based distance learning systems and farmer friendly business tools using ICT solutions.



**JP GIBBONS**

**Senior Investment Officer**  
**USAID**

JP is a Senior Investment Officer for USAID’s Development Credit Authority, where he serves on the Strategic Transactions Group. He is involved in the origination and structuring of unique capital market solutions to tackle development problems, primarily in the environment and conservation sectors. Prior to USAID, JP was a Small Business Advisor with Peace Corps Guatemala and an Analyst with a financial consulting firm. JP holds an MBA in Sustainability from Duquesne University and a BA in Finance and Business Economics from the University of Notre Dame.



**CHRIS GILLITT**

**Agricultural Economist**  
**GRM International**

Chris is an Agricultural Economist for GRM International, providing consultancy to the Abu Dhabi Farmers Services Center on agricultural economics, farm planning and organizational support. He has over 10 years of experience providing advisory services and economic modelling, and has broad knowledge of the agricultural sector, including farm investment and management, agribusiness, and food security. Before GRM International, Chris was Regional Economist for the South African Cane Growers Association.



**JULIA GRAHAM**

**Knowledge and Advocacy Coordinator**  
**Microinsurance Network**

Julia is the Knowledge and Advocacy Coordinator for the Microinsurance Network. Drawing on her experience in communications, media and a variety of development roles, she is responsible for implementing the advocacy agenda of the Network and ensuring that the valuable knowledge generated by the Network and its Working Groups is efficiently and appropriately disseminated through the right channels and reaches the right audience. She has an MA in Human Rights and a BA in Criminology.



**AMANDA GREVEY**

**Senior Associate**  
**CARANA Corporation**

As a Senior Associate at CARANA Corporation, Amanda oversees a portfolio of economic development projects in sub-Saharan Africa. Amanda specializes in agricultural investment, public-private partnership development, corridor development, and transport and logistics reform. Prior to CARANA, Amanda managed projects supporting job growth in Haiti at the Clinton Bush Haiti Fund. She has an MS in International Development and International Business Diplomacy from Georgetown University.



**DOUGLAS GRIFFITH**

**Chief of Party, Feed the Future Enabling Environment for Agriculture Activity**  
**Chemonics International**

Douglas is Chief of Party (COP) of the USAID/Uganda Feed the Future (FtF) Enabling Environment for Agriculture Activity. He has expertise in institutional strengthening and capacity building, policy reform and value-chain strengthening. Previously, Douglas served as COP on two projects in Moldova and designed competitiveness initiatives as well as conducted agribusiness sector assessments in Eastern Europe and Southern Africa. He holds an MBA and an MA in International Development and a BS in Environmental Management.

# SPEAKER BIOGRAPHIES



## LEXINE HANSEN

Senior Policy Advisor, Global Climate Change Initiative

USAID

Lexine is Senior Policy Advisor for the Global Climate Change Initiative at the U.S. Agency for International Development (USAID) and leads the agency's work with Tropical Forest Alliance 2020, a global partnership to reduce commodity-driven tropical deforestation. With over 15 years of experience in international development, Lexine collaborates with partners to find innovative solutions to local, regional, and global challenges.



## GEOFFREY HEINRICH

Senior Technical Advisor, Agriculture, Environment and Rural Livelihoods

Catholic Relief Services

Geoff is a Senior Technical Advisor for Agriculture, Environment and Rural Livelihoods for CRS. Throughout his 25 years in on-farm research and development, Geoff has helped smallholder farmers in Africa and Asia to increase farm productivity and food security, as well as protect the environment through sustainable resource use. Geoff has served in both scientific and management positions with agriculture research institutions and holds a PhD in Crop and Soil Science.



## CHRIS ISAAC

Founding Director

AgDevCo

Chris is a Founding Director of AgDevCo, a \$150 million social venture capital fund which invests in farming and agri-processing enterprises in sub-Saharan Africa. Prior to AgDevCo, Chris worked in corporate finance and international development. For the past 12 years, his work has been exclusively in Africa, including four years in Namibia and Mozambique. He holds Economics degrees from the London School of Economics (MSc) and Oxford (BA).



## TEDDY ITHUNGU

Lead GALS Trainer

Bukonzo Joint Cooperative Union

Teddy has worked with Bukonzo Joint Cooperative Union as a trainer since 2007. She is also a coffee farmer at the Musasa Lower Micro Washing Station and a teacher at the Musasa Primary School, which runs a Girl Education Movement Club. Teddy completed a diploma in Agriculture at Uganda Martyrs University-Nkozi. She is also one of the founders of a self-help savings and credit group and cooperative established in 1997. Teddy has also worked as a village counselor on HIV/AIDS.



## ALEX PAVLOVIC

Acting Chief of Party, USAID Zambia PROFIT+

ACDI/VOCA

Alex is a private sector development specialist with 10 years of experience designing, implementing, managing, and evaluating complex market development projects. He has extensive experience using the value chain approach to understand economic constraints and opportunities in growing economies. He currently serves as the Acting Chief of Party for USAID's flagship Feed the Future PROFIT+ program in Zambia. Previously, he was the Public Private Partnership Advisor for a USAID funded AGP-AMDe project in Ethiopia.



## WARINGA KIBE

Project Coordinator, USAID/Rwanda Ejo Heza

Global Communities

Waringa is the Program Coordinator with Global Communities Rwanda on USAID's Ejo Heza program, and previously served as the Rural Finance and Marketing Advisor. She has over 19 years of experience in development, microfinance and promoting sustainable livelihoods. Waringa has worked in Kenya and Rwanda with various organizations including Faulu Kenya, World Council of Credit Unions, the African Rural and Agricultural Credit Association and Strathmore University.



**PETER KIMATA**

**Senior Agronomist**

**Coffee Management Services Ltd.**

Peter is a Senior Agronomist for CMS and oversees the dry milling operations at Central Kenya Coffee Mill, a sister company to CMS. With over 15 years of experience in the coffee industry, he previously worked as an Agronomist with TFM in large scale coffee farming. Peter is involved in several sustainable coffee farming projects and is a Lead Auditor on Environmental Management. He holds a BA in Agricultural Engineer from Jomo Kenyatta University of Agriculture and Technology.



**AMBROSE KIROBI**

**Senior Agronomist**

**Coffee Management Services Ltd.**

Ambrose is Senior Agronomist at Coffee Management Services (CMS) and has more than nine years of experience in coffee agronomy and farm allied activities that include coffee nutrition, canopy management, disease and pest control, irrigation, human resource management and training. He has a sound understanding of the coffee market and price risk management. Ambrose holds a BA in Agribusiness Management from Egerton University and a Certificate in Coffee Farm Management from Kenya Coffee College.



**DALE LEWIS**

**President and Founder, Director of Conservation and Agriculture**

**COMACO**

Dale is the President and Founder of Community Markets for Conservation (COMACO). He has lived and worked in Zambia for 35 years, dedicating his life to researching better ways to achieve conservation success in Africa. He served as COMACO's CEO for the first ten years, establishing the first range of It's Wild! products and now focuses on growing the model's impact, promoting appropriate technologies for food production and improved land management.



**LINGELA LINGELA**

**District Program Manager**

**Senanga District Agriculture and Commercial Show Society**

Lingela is District Program Manager for the Senanga District Agriculture and Commercial Show Society (SDACSS), a farmer-owned and managed cooperative union in Senanga, Zambia that boasts over 1,000 members. A former farm manager and extension officer, he accepted his current role in 2012 and has expanded SDACSS' business presence and effectiveness in value addition of rice and sunflower, as well as supply of agro-inputs to the private sector.



**JOHN MAGNAY**

**Head, Agricultural Finance**

**Opportunity International**

John is Head of Agricultural Finance for Opportunity International. He has been a consultant for USAID, the UN and the World Bank, and has advised on agri-business and output market development throughout Africa. Before Opportunity International, he served as the Chairman and Chief Executive of Uganda Grain Traders Ltd. John also founded Magric Uganda Ltd to provide agricultural inputs and technologies to African governments and private sector companies. He received a BSc in Agricultural Management from Wye College.



**LEMMY MANJE**

**Microinsurance Coordinator**

**Financial Sector Deepening Zambia (FSDZ)**

Lemmy is the Microinsurance Coordinator for FSDZ, providing technical support in the implementation of the microinsurance development process for Zambia. He has over 15 years of experience in research, training and project management of microinsurance projects with various international organizations including ILO, FinMark Trust, Microfinance Opportunities, CGAP and UN. Lemmy also has published work on microfinance, microinsurance and small enterprise development.

# SPEAKER BIOGRAPHIES



## **EDUARDO MENDIAS**

**Senior Market & Product Development Manager**

**The Toro Company**

Eduardo is Senior Market and Product Development Manager for Toro's Aqua-Traxx Drip tape product line for the Americas. Throughout his 13 year career in the irrigation industry, he has held various sales and marketing positions at Rain Bird, John Deere and Toro. Previously, Eduardo managed engineering and manufacturing operations in Mexico and Central America for various industries. He holds BS and BA degrees in Engineering and Economics from the University of California, and an MBA in Finance and Marketing from Pepperdine University.



## **HILLARY MILLER-WISE**

**CEO, Africa Region**

**Grameen Foundation**

Hillary is CEO of the Africa Region at Grameen Foundation. Prior to joining Grameen, she served as Deputy Regional Director and Country Director in Tanzania for TechnoServe. She also spent six years at Development Alternatives, Inc. (DAI), where she provided a range of consulting services to small businesses, financial institutions and governments worldwide. Early in her career, Hillary served as Tanzania Country Director of FINCA International. She holds an MBA from INSEAD and an MA in International Economics from Johns Hopkins University.



## **ROB MUNRO**

**Senior Technical Advisor**

**Musika**

Rob is the Senior Technical Advisor at Musika Development Initiatives Zambia Ltd, a Zambian non-profit company that supports private sector investment in the smallholder agricultural market. Musika provides commercially-focused technical advice and business support to catalyze and strengthen mutually beneficial commercial relationships between the corporate and smallholder markets. Rob has played a key role in agricultural market development in Zambia for over ten years and has another ten years of experience in the Zambian commercial farming sector.



## **MARGARET MWENYA**

**Deputy Chief of Party, USAID/Zambia Feed the Future**

**Catholic Relief Services**

Margaret is currently the Deputy Chief of Party for a USAID's Feed the Future program in Zambia. She has over 30 years of experience in agricultural development, working at various levels from directly improving the nutrition of rural households to increasing productivity and improving food security. She has experience training field staff and village volunteers in approaches that ensure food security and improved nutrition. Margaret holds an MSc in Project Management and a BA in Agricultural Sciences.



## **BOB NANES**

**Head, Technology and Innovation Group**

**iDE Global**

Bob is currently Head of the Technology and Innovation Group at International Development Enterprises (iDE). He supports iDE's programs in technology development, agriculture program development, global equipment supply, agriculture knowledge management and microfinance. In his 24 years with iDE, Bob has also worked as Country Director in Bangladesh, India, Nepal and Ghana, and as the Director of Training. Bob also started and manages an irrigation contracting business and a food processing business.



## **CATHERINE N. NG'ANG'A**

**Project Manager**

**Coffee Management Services Ltd.**

Catherine is the Head of Projects at CMS. She has four years of experience managing projects related to smallholder coffee farmers in Kenya including sustainability, good agricultural practices, HIV/AIDS and youth education. Three years of system auditing gave Catherine a comprehensive view of how systems contribute to livelihood improvement and poverty eradication, and how they affect an organization's efficiency and effectiveness.



**PETER NIEUWOUDT**

**Director**  
**Jungle Beat**

Peter is the Director of Jungle Beat Limited, a groundnut company that manufactures peanut butter in Lusaka which is then distributed all over Zambia. He has been based in Zambia for the past six years where he works very closely with smallholders in the Eastern province, sourcing their groundnuts. He also assists them with better techniques in planting and harvesting to reduce the aflatoxin levels in the groundnuts and manages an out grower scheme in which Jungle Beat supplies seed to farmers and then buys back their produce.



**EMMANUEL NIYONGIRA**

**Agriculture Specialist, USAID/Rwanda Ejo Heza**  
**Global Communities**

Emmanuel is the Agriculture Specialist for Global Communities Rwanda on the USAID-funded Ejo Heza program. He is in charge of cooperative development and serves as the gender advisor. He has over ten years of experience managing agriculture activities in Rwanda with Women for Women International as a project coordinator, and with the Adventist Development and Relief Agency as an Agronomist.



**MANOJ PANDEY**

**Knowledge Coordinator**  
**Microinsurance Network**

Manoj is the Knowledge Coordinator of the Microinsurance Network and in his role, he fosters the effective and strategic development of the Microinsurance Network working groups, projects and publications in line with the strategic outcomes of the Network, drawing on his in-depth experience in the microinsurance sector and energetic facilitation skills. He has more than 7 years of experience in insurance and inclusive finance, having worked in India, Sri Lanka, Kenya, Egypt and now Luxembourg. He has a bachelor's degree in accountancy and an MBA.



**CHERYL PINTO**

**Global Values Led Sourcing Manager**  
**Ben & Jerry's**

Cheryl Pinto is the Global Values Led Sourcing Manager for Ben & Jerry's, based in South Burlington, Vermont. Values Led Sourcing is Ben & Jerry's approach to ingredient procurement which embeds Ben & Jerry's commitment to Linked Prosperity throughout the value chain. Cheryl brings extensive experience in new product commercialization within an international foods manufacturing environment and received her MBA in Finance from the University of Chicago in 2008.



**JENN PRYCE**

**President and CEO**  
**Calvert Foundation**

Jenn brings nearly 20 years of finance and community development work to her role as the President and CEO of Calvert Foundation. Since joining Calvert Foundation in 2009, Jenn has risen from the position of U.S. Portfolio Manager to Vice President of Strategic Initiatives, then Chief Strategy Officer and now President and CEO. In her role as Chief Strategy Officer, she led the organization's Strategic Initiatives team and its work on raising capital, developing new products and initiatives, and marketing and communications.



**DUNCAN RHIND**

**Country Director**  
**iDE Zambia**

Duncan is the Country Director of International Development Enterprises (iDE) Zambia. Born in Zambia, he comes from a background working in smallholder agriculture, primarily in Africa, and has over 25 years of experience working in both the private sector, and with consulting and non-governmental organizations. He currently leads the iDE team in Zambia, developing and implementing market-based approaches and providing sustainable support to smallholder farmers. Duncan holds an MBA and an MSc in Insect Pest Management.

# SPEAKER BIOGRAPHIES



## **INNOCENT RUTAMU**

**Board Director, Green Business Hub  
Rwanda**

**Erasmus Investment International**

Innocent is Board Director for Green Business Hub Rwanda, a business arm of Erasmus Investment International. He is an Agribusiness and Rural Development Specialist with experience in Tanzania, Zimbabwe and Rwanda, focusing on rural business development in the coffee, tea, milk, fish farming, sericulture and fruit production industries. He has also worked on livestock and dairy production projects between the Dutch and Tanzanian governments. Innocent holds an MSc in Tropical Agriculture from the Swedish University of Agricultural Sciences.



## **JENNY SCHARRER**

**Senior Project Manager**

**KfW Development Bank**

Jenny is a Senior Project Manager with KfW Development Bank. She has been responsible for the Africa Agriculture and Trade Investment Fund, the structuring of the Fund for Agricultural Finance in Nigeria and, jointly with AgDevCo, the Working Capital Facility. Jenny also worked for OXFAM as a strategy team leader, for McKinsey & Company on economic reform projects and for the German Government helping to administer the German Economic Stimulus Pact. Jenny is a lawyer and holds an MPA from Harvard University.



## **FELIX TEMBO**

**Head, Channel Distribution & Emerging  
Farmers**

**Syngenta**

Felix manages the commercial channel distribution for integrated crops solutions and development of the emerging farmer business for MSI Syngenta. Previously, he worked for BASF Zambia as the Regional Sales Manager. He has also worked on the USAID funded PROFIT+ project in which he was responsible for market development for smallholders and a Bill and Belinda Gates funded soy value chain programme. Felix holds a BSc in Agriculture from the University of Zambia and an MBA from the Management College of Southern Africa.



## **JEFFERSON SHRIVER**

**Senior Technical Advisor, Market Linkage  
and Value Chain Development**

**Catholic Relief Services**

Jefferson is the Senior Technical Advisor for Market Linkage and Value Chain Development with Catholic Relief Services based in Nicaragua. He has lived in Latin America for the past 17 years, designing and managing agriculture value chains and rural development initiatives with various non-profit organizations. His technical experience and expertise includes facilitating small farmer insertion in competitive markets, agroforestry production systems and working at the crossroads of climate change and agriculture.



## **GREG SNIDERS**

**Associate Partner**

**Dalberg**

Greg is an Associate Partner in Dalberg's Washington, DC office, where he specializes in investment fund structuring and innovations in agricultural finance. He recently led a team in the design and structuring of the Fund for Agricultural Finance in Nigeria, and co-manages Dalberg's mandate for USAID's groundbreaking Investment Support Program which seeks to mobilize private investment for development, primarily in agricultural value chains in Africa. He holds an MBA from MIT and an MPA/ID degree from Harvard University.



## **LOUISE SPERLING**

**Senior Technical Advisor**

**Catholic Relief Services**

Louise is a Senior Technical Advisor at CRS, focusing on more vulnerable populations. She has managed and technically backstopped programs in more than 25 countries worldwide. In terms of seed systems, Louise's work encompasses 'normal' smallholder systems as well as high stress ones. She has authored over 70 works and is involved in content development for the website, seedsystem.org, a collaboration among diverse national and international organizations aiming to improve seed security in vulnerable and high-stress areas of the world.



### **KRISTEN TURRA**

**Project Manager**

**GRM Futures Group**

Kristen is Project Manager for GRM International in Abu Dhabi. She has over 12 years of experience in project management, program monitoring and evaluation and business planning for agribusiness projects and enterprises. Past work includes private sector development and agribusiness projects in sub-Saharan Africa including Rwanda, Uganda, Cape Verde and Senegal, as well as eight years of experience in the Middle East region. Kristen holds a Global MBA from the Thunderbird School for Global Management and an MA in International Relations.



### **CARL WAHL**

**Conservation Agriculture Coordinator**

**Concern Worldwide, Zambia**

Carl is the Conservation Agriculture Coordinator for Concern Worldwide in Zambia. A former US Peace Corps volunteer, he has lived and worked on conservation agriculture and agroforestry adoption in over 20 districts of Zambia. His specific focus has been on the contexts shaping the spread of *Faidherbia albida* in the Tonga Plateau of Southern Zambia. Carl holds an MSc in Agroecology from the University of Wisconsin-Madison.



### **JASON WENDLE**

**Program Director, Rural and Agricultural  
Finance Learning Lab**

**Dalberg Global Development Advisors**

Jason is the Program Director for the newly launched Rural and Agricultural Finance (RAF) Learning Lab, an initiative of The MasterCard Foundation, implemented by Dalberg and the Global Development Incubator. The Lab will help create and share knowledge from the Foundation's RAF portfolio and facilitate collaborative learning in the broader financial service community. Jason draws from his experience as an Associate Partner in Dalberg's Nairobi office, with expertise in access to finance, agriculture development, and evaluation and learning.

# THANK YOU

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## CRACKING THE NUT 2015 TEAM

### Connexus

Anita Campion, President &

CEO

Laura Smith, Operations  
Manager

Melissa Matlock, Project  
Manager

Natalia Oyola-Sepulveda,  
Project Associate

Nathalie Babou, Administrative  
Assistant

Nikolaus Eichman,  
Agribusiness & PPP Specialist

Patrick Starr, Finance  
Specialist

## SESSION NOTE TAKERS

Carl Jensen

John Berry

Rachel Levenson

Zachary Taylor

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John Mulanda

Lilian Chakulunta

Sunday Silunugwe

Tidzitwa Zulu

# COUNTRIES REPRESENTED

## Africa

Burkina Faso

Ethiopia

Ghana

Kenya

Madagascar

Malawi

Mauritius

Nigeria

Rwanda

South Africa

South Sudan

Tanzania

Uganda

Zambia

Zimbabwe

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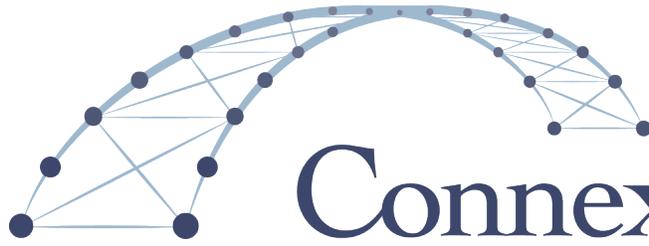
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