

AARINENA

**Global Post-harvest Initiative:
Linking Farmers to Markets**

**Meeting of the *ad hoc* Working
Group for the development of a
Global Partnership Programme**

A1 Ain – UAE

22-23 February 2006

Outline

- **Origins of the Linking Farmers to Markets idea**
- **Potential common areas of inter-regional interest**
- **What is a Global Partnership Programme (GPP)?**
- **Proposed process for formulating a Global Partnership Programme**

Origins ₁

- **Continuing high levels of poverty and hunger in developing countries – we are not meeting the MDG targets**
- **Rapidly changing environment – especially agricultural markets**
- **Need for improving the effectiveness of research and development interventions – food production and income generation for rural communities**

Origins ²

- **GFAR Conference – Dresden, 2000**
- **Regional priority setting, 2000-2001**
- **Regional post-harvest consultations – e.g. Cairo 2002**
- **Global strategic framework – Rome 2003**
- **Identification of potential areas of common interest for inter-regional collaboration – 2004-2005**
- **Enquiry with potential donors about their areas of interest - 2005**

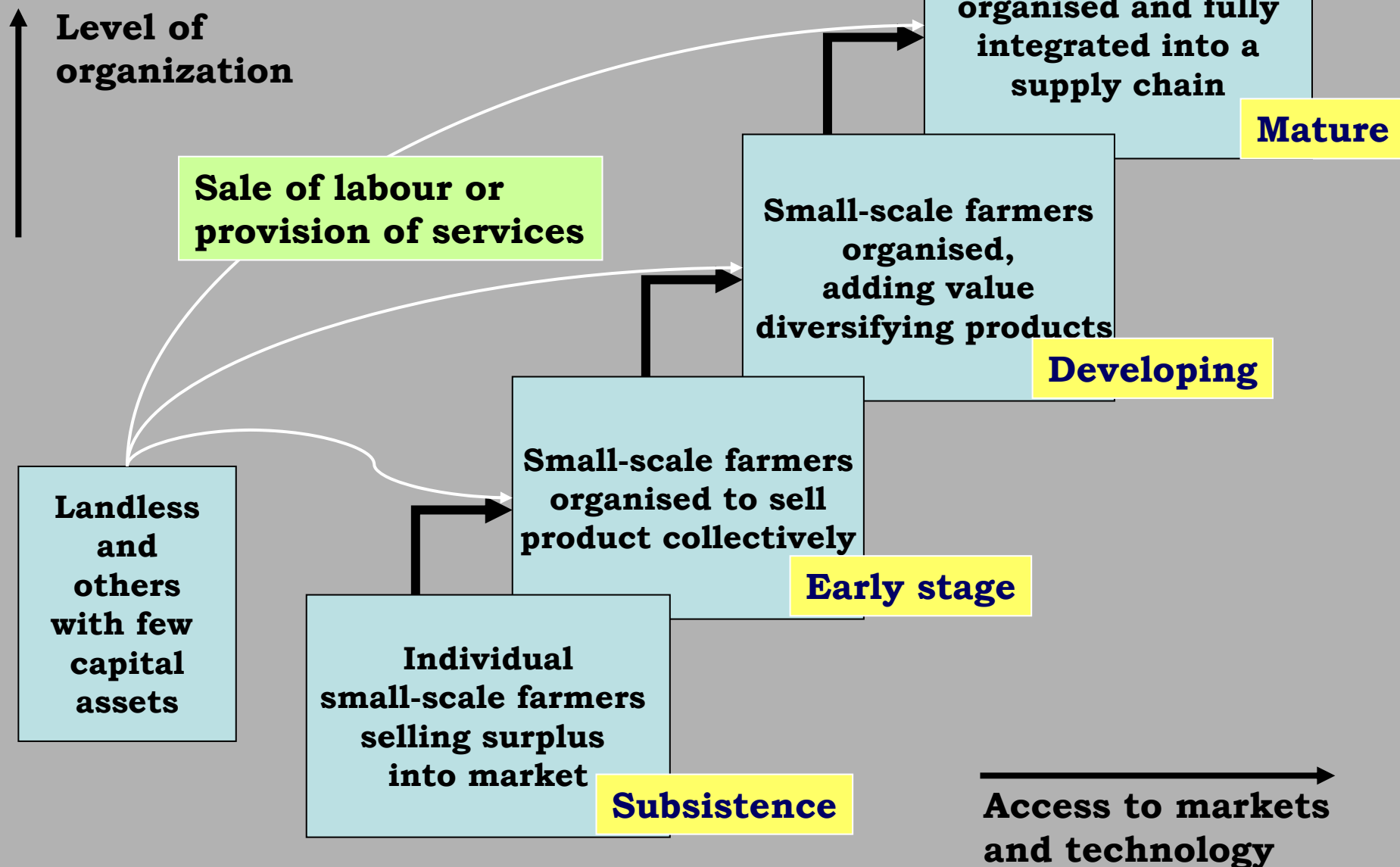
Project ideas developed into concept notes in AARINENA

- **Market orientation for AARINENA networks and members**
- **Innovative and effective market-oriented and demand-driven extension services**
- **Organic production and markets for olive, cotton, dates and medicinal and herbal plants**

Potential common areas of inter-regional interest

- **Transition of smallholder farmers from subsistence to a greater level of commercially oriented production**
- **Commodity differentiation and diversification targeted at higher value markets**

Improving market access for smallholder farmers



Tentative donor interest

- **DFID – CSOs and farmer empowerment to engage in markets**
- **IFAD – partnerships among supply chain actors and among service providers**
- **CIDA – linking farmers with the private sector**
- **Italy – small and medium rural enterprises**
- **Rockefeller – competitive grants for linking farmers to markets (Africa)**

What is a GFAR Global Partnership Programme?

“Global Programmes are collaborative efforts carried out by a set of stakeholders within a shared framework for action, aimed at achieving jointly defined objectives related to a strategic topic in which there is clear added value to collaborate at a global level”

Why GPPs?

- **Complexity of the challenges that we face in achieving multiple objectives of agricultural research for development**
- **The need for systems perspectives to problem solving**
- **The recognition that no one institution or organization has all the skills or capacity to achieve the impact required**
- **GPPs are a GFAR strategy for promoting and learning about research partnerships among different stakeholders**

Required characteristics of GPPs

- **Address strategic issues critical to the mission of GFAR**
- **Build on-going activities at different levels (subsidiarity)**
- **Promote the ‘open nucleus’ principle of partnership**
- **Gather a critical mass of researchers and other appropriate partners**
- **Develop action-oriented R&D networks among actors or stakeholders**

Guiding principles for managing GPP

- **1 to 3 stakeholders must lead in organizing and managing a GPP**
- **Organization must be flexible to allow new partners to enter**
- **A Steering Committee should be nominated**
- **Small, lean Secretariat/Facilitating Unit with the following functions**
 - **Information and communication**
 - **Monitoring of activities**
 - **Valorization and wide dissemination of results**
 - **Public awareness and donor mobilization**

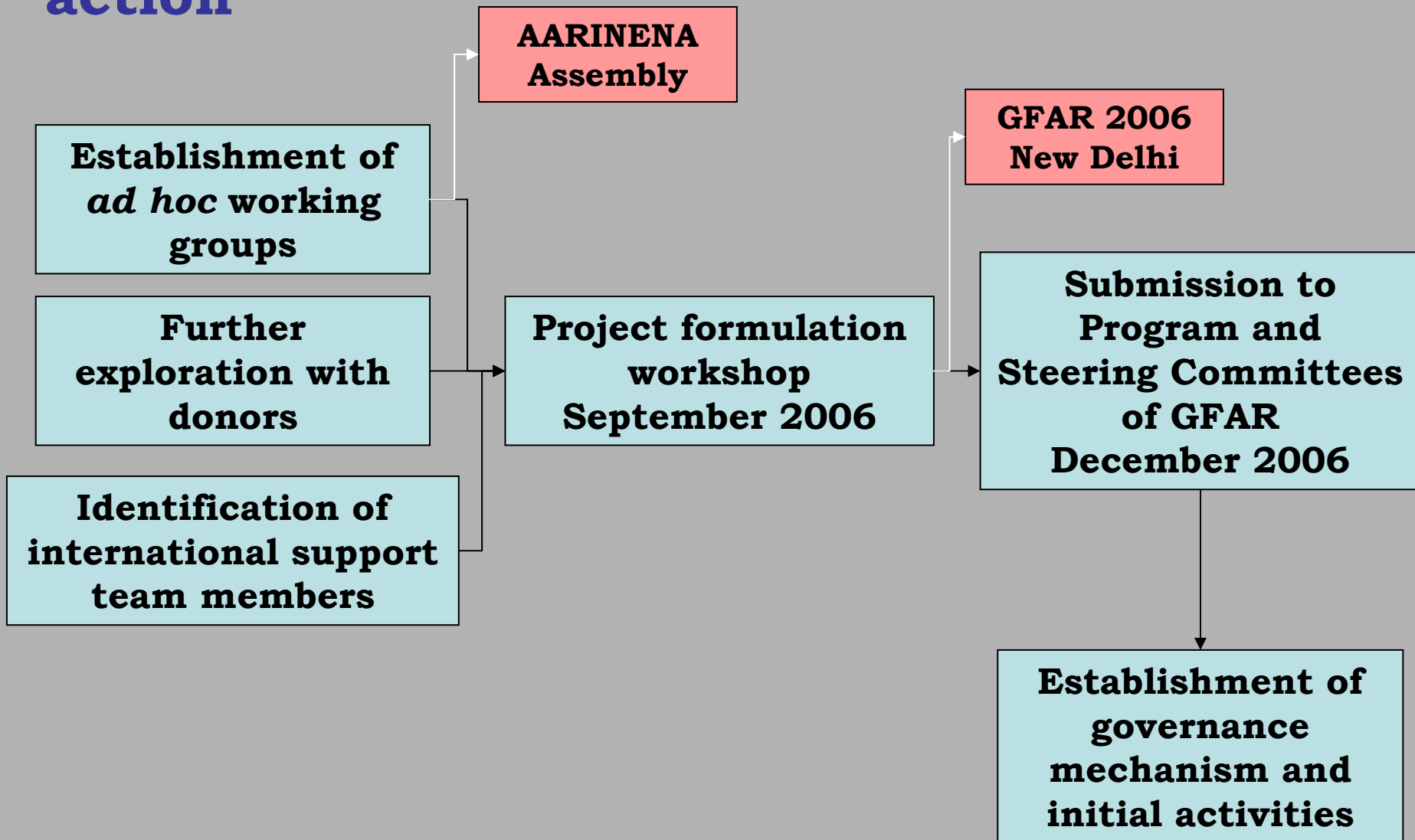
Roles at different levels

- **Global and regional level – governance, advocacy, oversight, communication and technical support**
- **National and local level - action research in pilot sites, learning and exchange, capacity building**

Some suggested principles

- **Build on on-going projects and programmes**
- **Clearly identified with on-the-ground activities**
- **Start small and grow**
- **Pay attention to governance – to build ownership and commitment**
- **Make monitoring and evaluation explicit**
- **Scaling-up and exit strategies well defined**

Proposed process: from planning to action



Functions of the *ad hoc* working group

- **Identify and analyze experiences and expertise available and needed to address the GPP theme**
- **Identify and establish contact with an initial set of partner organizations**
- **Identify representatives (2) to ensure experiences and needs are expressed in the inter-regional workshop**

What we need to achieve in this meeting?

- **Revisit the three concept notes**
- **Identify elements of the proposals that could form the basis of an inter-regional proposal**
- **Identify candidate on-going R&D interventions on which to build and potential partner institutions**
- **Determine regional supply of and demand for experience and expertise**
- **Nominate a regional liaison institution**
- **Develop a plan of activities and responsibilities**

Possible AARINENA entry points

- **Olive-based systems**
 - **Date palm-based systems**
 - **Medicinal and herbal plants (+ fruit and vegetables?)**
 - **Organic markets**
 - **Effective extension**
 - **Market-oriented researchers and networks**
- Target beneficiaries?**