

**Seminar on
“Contract farming & Working with Lead Firms”**

Day and Date: Monday, September 27, 2010

Time: 9:30 am to 4:15 pm

Venue: BRAC Centre
75 Mohakhali, Dhaka, Bangladesh
Phone : 8802-9886681-82

Background

Contract farming, also known as “Outgrowing” is a relatively new concept in Bangladesh which involves farmers cultivating and harvesting specific crops on behalf of “Lead Firms” at a pre-determined price. Outgrowing operations can be instrumental in aggregating the production of small scale producers (outgrowers) so they can participate in larger, more demanding domestic and international markets.

Outgrowing operations not only benefit producers through the improved inputs, technology and technical assistance that companies (buyers) operating such schemes provide them, they also can assist development organizations (DOs) promoting this strategy to achieve their goals of creating sustainable impact for producers and advancing the competitiveness of developing country industries.

Objectives:

- Develop an understanding of the challenges and opportunities related to outgrowing operations for companies, producers, and development organizations
- Present tools for development organizations to promote outgrowing operations
- Explore the different models of outgrowing operations of private sector companies in Bangladesh

Outcome of the Discussion:

The intended outcome of the event is to assist development practitioners understand contract farming in Bangladesh by various private sector organizations, how development organizations can support private companies to establish and/or expand outgrowing operations.



Organized by: ACTION FOR ENTERPRISE

Program of the day:

Time	Activity
9:30 – 10:00 AM	Registration
10:00 – 10:15AM	<p>Welcome – brief overview of AFE, importance of CF, objectives of the workshop</p> <p>Objectives of the workshop:</p> <ul style="list-style-type: none"> - Develop an understanding of the challenges and opportunities related to outgrowing operations for companies, producers, and development organizations - Present tools for development organizations to promote outgrowing operations - Explore the different models of outgrowing operations of private sector companies in Bangladesh
10:15 – 11:00 AM	<p>Presentation of AFE manual for development organizations entitled, “Facilitating the Development of Outgrowing Operations”</p> <ul style="list-style-type: none"> - Background on manual development - Rationale for outgrowing operations - Rational for development organization support - Overview of the contents of the manual
11:00 –11:15 AM	Tea
11:15 – 12:00 PM	<p>Presentation of AFE manual for development organizations entitled, “Facilitating the development of outgrowing operations” (continued)</p> <ul style="list-style-type: none"> - General Lessons Learned - Avoiding side selling - Role of development organizations - Examples of question guides and intervention briefs - Case studies - Q&A
12:00 – 12:30 PM	<p>Meeting the goals of the development organizations</p> <ul style="list-style-type: none"> - How supporting companies to develop outgrowing operation can help a development program to achieve their project goals and objectives - Measuring impacts of CF
12:30– 1:00 PM	Lunch
1:00-3:00 PM	<p>Private Sector Contract Farming Presentations, Panel, and Q&A</p> <ul style="list-style-type: none"> - Presentation of different contract farming models operating in Bangladesh - Discussion of challenges and opportunities in contract farming
3:00 – 3:15 PM	Tea
3:15 – 3:45 PM	Q&A: Open Forum discussion
3:45 – 4:00 PM	Short evaluation of program
4:00 – 4:15 PM	Closing