



24 mai 2012

Mangrove's Rice Guinea

Workshop on Contract Farming
Phnom Penh – May 2012

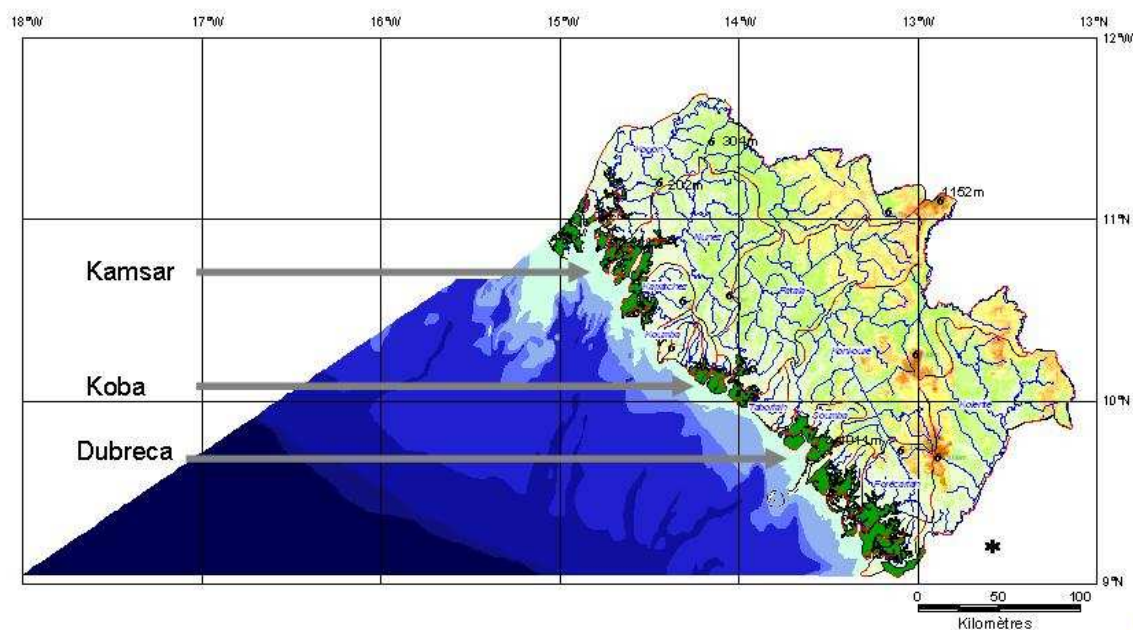
Olivier GILARD

développeur d'avenirs durables

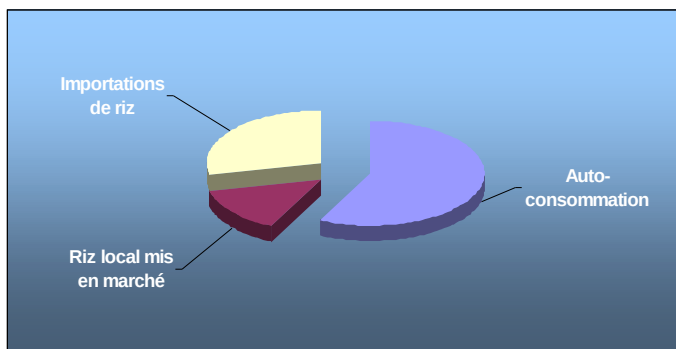
Mangrove's rice

Localisation principale des aménagements / zones de mangrove

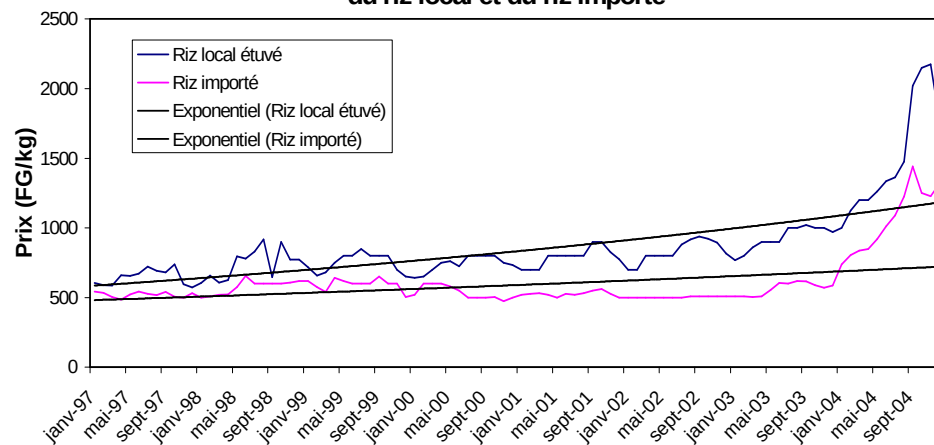
PRÉSENTATION DE LA GUINÉE MARITIME
RELIEF, HYDROGRAPHIE, BASSINS VERSANTS, FORMATIONS FORESTIÈRES DE MANGROVE
BATHYMÉTRIE ET LIMITES DE LA ZEE GUINÉENNE



What is the market ?



Evolution comparée des prix de détail du riz local et du riz importé



French cooperation supported projects

■ Rice Investment projects

- CGN0082 : 1991-1998
- CGN1012 : 1994-1999
- CGN1073 : 1997-2003
- CGN1078 : 1997-2004



■ Food security

- Pasa,
- Dynafiv ...



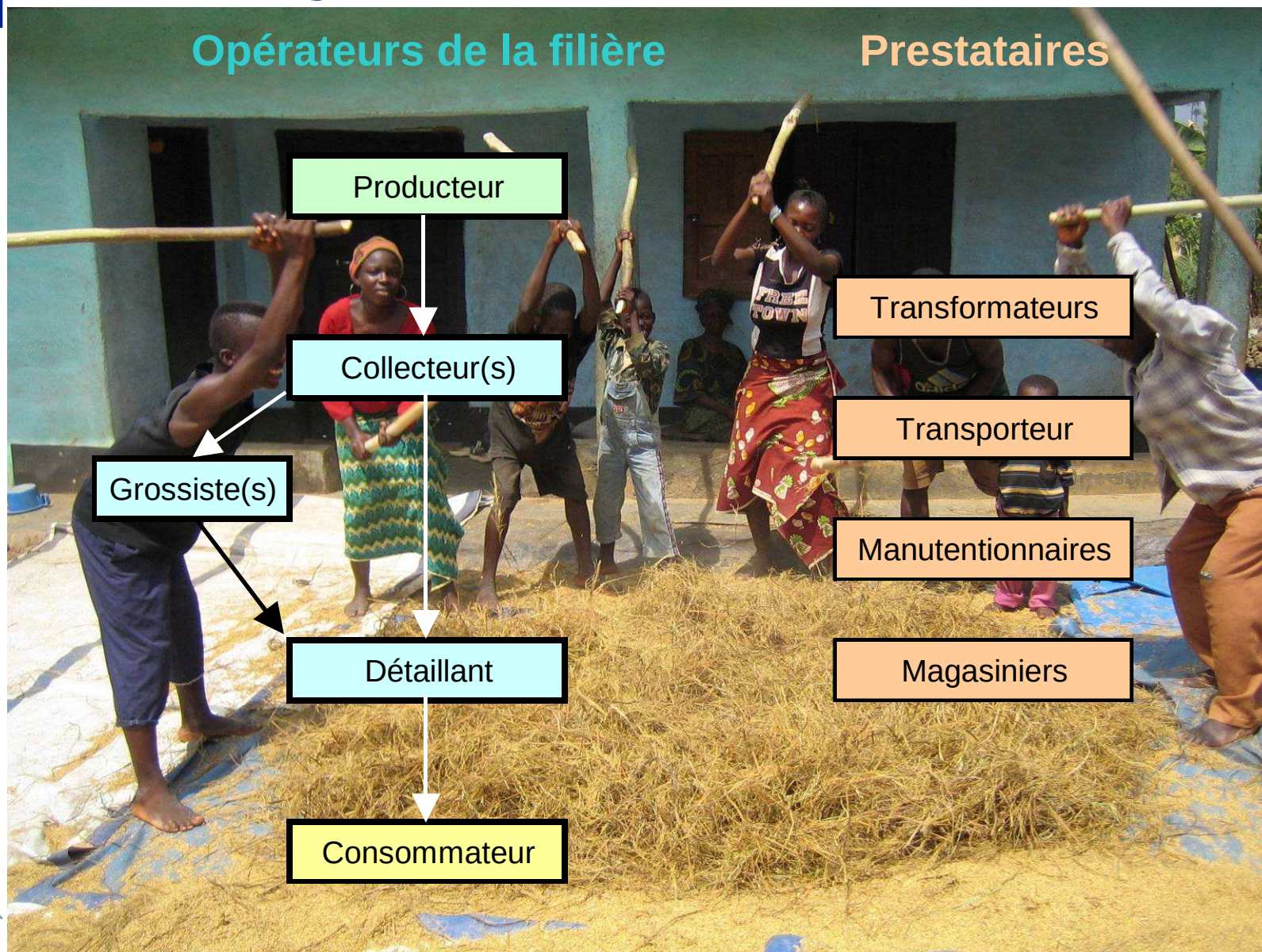
■ Farmers organisation



■ Environment

- OGM

Commodity chain



An opportunity !

■ A big client :

- Mining company (SGBG)

■ A farmer organisation

- Union Bora Male – UBM
- (Supported by a « Champion »)

■ A Contract

- UBM supply SGBG
- Regularity, quantity, quality (200 T – 6 months)

■ Sub contracts

- Between UBM and local producers groups
- Between UBM and local parboiling women groups



Conclusions

■ Economics and institutionnal impacts

- Strengthening of FO and definition of their role
- Less intermediary stakeholders
- Confidence building between actors

■ Model limits

- How to cope with price fluctuations ?
- Key role of the « champion »
- Specificity of the Client





Merci de votre attention

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