



Training Workshop on Planning and Implementing

Contract Farming Operations

***** Field visit *****

Suggested topics to be explored by the group

- General issues
 - a. Motivations of the firm to start or not start the CFO
 - b. Length of the contractual relation between farmers and the firms: how long has this CFO been going on?
 - c. Do all products that the firm processes/sells come from the contracted farmers?
 - d. Written or a verbal agreements? Why?
 - e. Individual or group contracts?
 - f. Price negotiations: how and when?
 - g. Main players in contract negotiations (firm, farmer organizations, government, NGO, etc.)
 - h. Duration of the contracts
 - i. Challenges the firm faces working with farmers
 - j. Challenges farmers face working with the firm
 - k. Gender issues
 - l. Financing issues
 - m. Risks and their mitigation strategies

- Operational issues
 - a. Farmer selection process followed by the firm
 - b. Input provision: yes or no? Which inputs? Are there interest payments charged to farmers if inputs are provided?
 - c. Technology provision to farmers: who does it and who pays for it?
 - d. Problems incurred in the production of the commodity? (pests, weather events, lack of farmers technical ability, lack of appropriate production inputs, etc.). If so, who is responsible for the consequences?

- e. Problems incurred in the post-harvest process? (post-harvest losses, lack of storage, infrastructure, transportation, etc.) If so, who is responsible for the consequences?
- f. Cases of contractual breach and other conflicts. If existing, what happened? Why? What was done to solve the conflicts?
- g. If the commodity is not compliant with the company demand, what is its destination? (sales to local markets, to another firm, own consumption, etc.)
- h. Crop insurance: yes or no? Who pays for it?
- i. Product transportation: who, where, who pays?