



Regional Workshop on
**Disability-Inclusive
Agribusiness Development**

21-22 February 2013 | United Nations Convention Centre, Bangkok, Thailand

APCD



The Asia-Pacific Development Center on Disability (APCD) is a regional center on disability and development. APCD was established in Bangkok, Thailand as a legacy of the Asian and Pacific Decade of Disabled Persons 1993-2002, with the joint collaboration of the Ministry of Social Development and Human Security, Royal Thai Government and the Japan International Cooperation Agency (JICA), Government of Japan. In cooperation with more than thirty countries in the Asia-Pacific region, APCD is currently managed by the APCD Foundation under the Patronage of Her Royal Highness Princess Maha Chakri Sirindhorn. The United Nations Economic and Social Commission for Asia and the Pacific recently identified APCD as the regional center on disability for the Incheon Strategy to Make the Right Real, 2013-2022.

FAO



Food and Agriculture Organization of the United Nations (FAO) is a specialized agency of the United Nations that strives for a world free of hunger and malnutrition where food and agriculture contribute to improving the living standards of all, especially the poorest, in an economically, socially and environmentally sustainable manner. FAO assists member countries with policy advice and technical expertise in agriculture, economic and social development, fishery, forestry and sustainable development to make the region food-secure for present and future generations. FAO undertakes many interrelated activities in support of food security, rural poverty alleviation, and institutional and human capacity building mainly through meetings, publications, and by serving regional technical commissions and FAO-sponsored regional bodies. In addition, FAO plays a major role as an agency for investment support and promotes technical cooperation among developing countries as a main thrust of its activities in the region.

The Nippon Foundation



The Nippon Foundation (TNF) is a non-profit philanthropic organization working actively in Japan and around the world. Initially its efforts focused on the maritime and shipping fields, but since then the range of activities has expanded to education, social welfare, public health and other fields in more than 100 countries. Contributions from TNF have played a decisive role in promoting a peaceful and prosperous global society in partnership with more than 20 organizations. TNF identify change round the world in its earliest stages and work on the solutions quickly. The innovative ideas are implemented to make a better society for all.

Regional Workshop on “Disability-Inclusive Agribusiness Development”

Organized by

Asia-Pacific Development Center on Disability (APCD)

The Nippon Foundation

Food and Agriculture Organization of the United Nations (FAO)

21-22 February 2013

United Nations Convention Centre, Bangkok, Thailand



Printed by

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Executive Summary

BACKGROUND

The World Health Organization (WHO) reported that over a billion people, about 15% of the total population, live with disabilities. The World Bank has estimated that persons with disabilities may have accounted for as many as one in five of the world's poorest. Persons with disabilities make up one of the most significant marginalized and vulnerable groups. It is likely to find facilities and the disability-related services inadequate. Many people with disabilities can't access services to meet the needs of persons with disabilities to access to education, health care, transportation, information and livelihood opportunities. These difficulties are exacerbated in developing countries.

870 million people live undernourished. Most of them (563 millions) live in Asia and the Pacific. The number of hungry people in Asia and the Pacific decreased but it has been reversed as a result of high food price and the global economic downturn since 2008. Hunger and malnutrition are still a great threat to public health especially marginalized groups. Persons with disabilities are the frontline of hunger.

Striving hunger and achieving food security for all to ensure that everyone in society has access to sufficient, safe and nutritious food to meet their dietary needs. Persons with disabilities have special needs but are often marginalized and overlooked in development. Development should be equitable, inclusive and accessible for all in order to benefit all of society. Including persons with disabilities by boosting their food production can improve employment opportunity and income generation.

In response to the situation, the Asia-Pacific Development Center on Disability (APCD), the Nippon Foundation and the Food and Agriculture Organization of the United Nations (FAO) organized the Regional Workshop on Disability-Inclusive Agribusiness. This regional workshop was designed to promote understanding of the current situation of agribusiness practitioners with disabilities, share knowledge and experiences, enhance collaborations and efforts among various concerned stakeholders, and identify follow-up actions.

The regional workshop was the first official event related to disability-inclusive agribusiness at the United Nations' level, as well as the first disability-inclusive business initiative in the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, initiated by the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP).

The participants of the Workshop included persons with disabilities, policy makers, government representatives, international development partners, and civil society organizations. More specifically, the Regional Workshop was attended by 26 senior government officials from the ministries related to social welfare and agriculture, 27 business practitioners, 17 Disable People's Organizations (DPOs) from 7 countries: Cambodia, Indonesia, Lao PDR, Myanmar, Thailand, the Philippines, and Vietnam, together with, 35 representatives from international organizations.

ITEM 1: OPENING SESSION

The workshop was opened in the presence of Mr. Tej Bunnag, the Chairman of the Executive Board, Asia-Pacific Development Center on Disability (APCD), Mr. Shun-ichi Murata, the Deputy Executive Secretary, the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), Mr. Hiroyuki Konuma, the Assistant Director-General and Regional Representative for Asia and the Pacific, the Food and Agriculture Organization of the United Nations (FAO) and Mr. Shuichi Ohno, the Executive Director, International Cooperation Department, The Nippon Foundation.



Opening Ceremony by APCD, UNESCAP, FAO and TNF

The opening session highlighted the importance of defining the concept of disability-inclusive business to explore deeply into the significance of agribusiness, especially in the context of the Asia-Pacific region which is largely rural and is where persons with disabilities mostly live. It was also stressed that the workshop is designed to highlight the trends, gaps and good practices in the field of agribusiness in relations to persons with disabilities. The expected outcome is stronger involvement of business, agribusiness practitioners, governments, civil society, the United Nations and other international organizations in developing future strategies to make business environments more disability-inclusive. Four major strategies include developing partnership between different stakeholders, establishing a collaborative framework to create a sustainable mechanism for the implementation of disability-inclusive agribusiness, supporting and promoting good practices and success stories on disability-inclusive agribusiness to inspire and encourage replication in other communities and emphasizing the belief in the capacity of persons with disabilities.

ITEM 2: POLICY-ENABLING ENVIRONMENT FOR DISABILITY-INCLUSIVE BUSINESS DEVELOPMENT

Mr. Monthian Buntan, Member of Senate / APCD Executive Board Member emphasized that disability-inclusive policies could be developed using approaches through creating the environment that is accessible to people with disabilities based on the principle of universal design and the use of assistive technologies, encouraging and supporting persons with disabilities and their representative organizations to fully and effectively participate in all steps and procedures of policy formulation, implementation and evaluation; and supporting economic empowerment of person with disabilities, including in the area of business development, and organizations in order to sustain their livelihood and promote active/productive participation.



Keynote Speech by Policy Maker and Private Sector

Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited added that private sector has increasingly gained awareness of inclusive society and the company itself has initiated projects concerning skill development for people with disabilities so that they can increase their family's income and livelihood by learning how to raise aquaculture and poultry within their communities.

Mr. Sture Patrik Andersson, Chief, Social Integration Section, Social Development Division, ESCAP highlighted on the launch of "ESCAP-Sasakawa Asia-Pacific Disability Inclusive Business Award" which is developed in partnership between ESCAP, the Nippon Foundation and APCD, with the purpose to publicly recognize businesses demonstrating disability-inclusive business operations and to raise awareness of the opportunities of disability-inclusive business operations. The businesses have a high potential for competition as there are 650 million persons with disabilities in Asia and the Pacific, a market twice the size of the euro zone. Business model revolves around enabling working environment, organizational culture and inclusive products and services while the model requires involvement from consumers, employees and entrepreneurs.

Dr. Charida Pukahuta, Assistant Professor, Ubon Ratchathani University presented the experience of training on mushroom cultivation for persons with disabilities in Ubon Ratchathani Province, Thailand. She shared that the project, initiated since 1999 with cooperation between FAO and the Thai government, was aimed to support people with disabilities to initiate their own mushroom farms. The training provided rehabilitation of body and mind, processes and techniques in mushroom cultivation



Technical Presentation on Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022



Technical Presentation on Incorporating Disability Issues in Agriculture and Food Security Intervention

and enterprise development. The post project report conducted in 2003 revealed that 41, out of 123 participants, have established their own mushroom farms. Key factors for sustainable development on mushroom cultivation involved dedicated and supportive staff members, after training evaluation and monitoring, cooperation between involving sectors, government's strong recognition and supportive public policies, business sector's concerns, facilitative and accessible environment and strong networking.

Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center for Disability emphasized that disability-inclusive business is an enterprise that has a positive impact on disability-friendly environment, communication, attitude, policy and regulation. It is an emerging business trend that strives to address disability, work and employment from the perspective of persons with disabilities as customers, employees, employers, and entrepreneurs. In collaboration with FAO and the Nippon Foundation, APCD conducted pioneering research on more than 60 case studies in targeted ASEAN countries: Cambodia, Indonesia, Lao PDR, Myanmar, the Philippines, Thailand and Vietnam. Forty-five active cases were identified as having elements of disability-inclusive agribusiness. Based on the experiences of disability-inclusive agribusiness practitioners and a growing need for information in this area, the study has identified good practice models and a range of challenges for disability-inclusive agribusiness. Challenges found from the study included understanding disability within the business context and synergy between efficiency, innovation and accessible environment while the solutions yielded from the study comprised of supporting knowledge of persons with disabilities, strengthening multi-sectoral partnership and providing skill development and employment in accordance with market needs. Secret of successful business lay on accessible environment and the key impact was a widening of business opportunities.



Presentation on Latest Trend and Key Findings in Disability-Inclusive Agribusiness

ITEM 3: CHALLENGES AND SOLUTIONS ON DISABILITY-INCLUSIVE AGRIBUSINESS (8 CASES)

Eight selected business practitioners shared their knowledge and experience of disability-inclusive agribusiness. The representatives discussed their success and the challenges they face as business owners, suppliers and employees. Various innovative solutions by persons with disabilities were noted.

Mr. Ya Bunly, farm owner of Bunly Fish Farm from Cambodia, presented that permaculture has been practiced at Bunly Fish Farm to ensure the sustainability of natural resources and the enrichment of local ecosystems. He has exercised principles that all resources are fully utilized and it is possible to achieve greater productivity while using less input. By using permaculture, the farm will reap the benefits of a sustainable environment for generations to come. The family-operated farm comprises carp, catfish and tilapia which are among the most profitable and easiest fish to farm in shallow waters due to their tolerance of most water conditions, dietary behavior and rapid growth. The annual profits for the business can be as high as KHR 2 million (USD 500). He has managed to use the waste from the fish farm to make fertilizer for plants and vegetables while he also takes care of livestock such as chicken, ducks, pigs and turtles. He uses landmarks, such as trees, within his working environment to enable him to negotiate the day to day running of the business.

Mr. Rukijan, operator of Rukijan Fish and Livestock Farm from Indonesia, showed that Rukijan Fish and Livestock Farm produces catfish fingerlings as the main product. The family business is run by Mr. Rukijan who has a physical disability and undertook training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL) in 2010. He received initial capital from CIQAL to establish the business. The fingerlings are breed in a two month cycle. When the production is going well, a maximum of 50,000 catfish fingerlings can be sold per cycle at a cost of IDR 6 million (USD 623). Before investing on catfish farming, Mr. Rukijan's main income source was selling chickens to a market wholesaler at a local market while his wife earned from weaving coconut palm leaves into bags for sale. These days, the family still sells chickens and bags at the market, but catfish fingerlings are the main source of income.

Ms. Bang-On Wongpakdee, Bang-On Paddy Field in Lao PDR said that she started paddy field in 2004 and has successfully generated annual profit from rice sales at approximately LAK 8 million (USD 1000). In addition to rice, Nile Tilapia fish is nurtured for self-consumption and to share with her neighbors and relatives. Chicken and ducks are raised and sold in emergency situations when cash is needed. Ekphatthana Microfinance Institution (EMI) granted a loan for Ms. Bang-On Wongpakdee in 2009 and has currently offered a special interest rate for her as she has been considered a reliable customer.

Mr. Ko Than Oo, founder of “Ko Than Oo Farm” in Myanmar said that the farm has recently expanded and diversified its business by moving from traditional agricultural production of betel leaf, rambutan and pomelo to include a chicken farm. The family-run “Ko Than Oo Farm” now sells nine hundred eggs per day, supplies six outlets and has more than doubled its profits. Mr. Ko Than Oo acquired first-hand knowledge on raising chickens from his parents and attended a training provided by a local chicken supplier of CP Livestock, which is one of the biggest agribusinesses in the Asia-Pacific region. Based on the success of the diversification of his operation and increasing profits, Mr. Ko Than Oo has now planned to buy another thousand chicks.

Mr. Donald Aquino Carpio, a farmer in the SM City Rosales Pick and Pay, SM City Rosales in the Philippines presented that, in 2009, the corporate has launched “pick and pay” marketing concept, which aims to develop an urban vegetable garden. In partnership with Harbest Agribusiness Corporation, SM Hypermarket and Supermarket, and SM Foundation Inc., the management thought of utilizing the vacant plot of land next to its mall. Two hundred local farmers were trained in an urban farming course to develop an urban garden in the heart of Rosales city, with the main products grown being papaya, eggplant, chili, and chickens are raised for eggs. Due to the success of the program, it was decided to include farmers with disabilities in the training.

Mr. Suk Perasaen, owner of Suk Chicken Farm in Thailand, presented in the workshop that it has been eleven years since he started his broiler chicken farm. Four times a year, he works on chicken production as a contract farmer with the Betagro Group. Through a friend who had a successful contract chicken farm with the Betagro Group, Mr. Suk became familiar with the idea of contract farming. Unlike pigs and cattle, he felt that chickens, due to their smaller size, were a manageable option. He makes a gross profit of THB 100, 000 (USD 3,361) per cycle. Mr. Suk’s wife supports him in this endeavor as the chicken farm enables him to work at home and brings about sustainable employment. His wife and his wife’s sister work with him on the farm where they also breed cat fish and grow onions and garlic for subsistence. They have



Presentation by Selected Business Practitioners with Disabilities

a rice field, but as they do not own a mill the rice is sold and rice bran is bought from the Betagro Group to feed the chickens.

Mr. Sanae Thoobhom, owner of Sanae Chicken Farm in Thailand, began contract farming with the Charoen Pokphand Group (CP Group) eleven years ago. He has expanded his production to double the size within three and a half years, which equates to three rounds of egg laying production. A friend of his started a contract chicken farm and became very successful, which encouraged Mr. Sanae to consider his own enterprise. Mr. Sanae established the contract farming business with the Charoen Pokphand Group (CP Group) and, after receiving positive benefits, he has expanded the size of the farm's livestock.

"Phu Hoa Cooperative" is located in Vietnam. According to Cooperative member Mr. Nguyen Khac Quy, "Phu Hoa Cooperative" runs a range of agribusinesses including a fish farm, a melon crop and a pigeon farm. Generally the Cooperative initiates a business and then transfers the required knowledge to individual members to run it. Sixty-one year old Mr. Nguyen Khac Quy, who has a share in the Cooperative, was trained to manage the pigeon farm and the everyday care of the stock. When he was twenty-six he had his leg's amputated due to a blood disease. He manages all his daily work activities with the use of two small chairs and he uses a tricycle to move around outside the farm. The pigeons are either sold when they are a month old as squab to restaurants or at five to six months old for breeding stock.

ITEM 4: WAY FORWARD/FUTURE ACTIONS

The panelists acknowledged that the enforcement of disability-inclusive agribusiness poses challenges as well as strives for solutions. Two major factors, accessibility and finance, played crucial roles in putting inclusive agribusiness into practice. Exclusion of people with disabilities from the society derived from both internal and external barriers. PWDs' low self-esteem is one of the major causes to preclude themselves from being active in business making. However, the greater numbers of barriers came from societal perceptions, including misconception of other community members who see PWDs as less reliable, pre-assumption of staff from financial institutions which see PWDs as more risky and lacking of concerns from product designers to manufacture products usable for PWDs.

*Consideration of
the Draft Bangkok Recommendations on
Disability-Inclusive Agribusiness Development*



ITEM 5: CONSIDERATION OF THE DRAFT BANGKOK RECOMMENDATIONS ON DISABILITY-INCLUSIVE AGRIBUSINESS

Based on prior discussions, participants concluded with the following recommendations:

1. Expand enabling policies at all levels, and establish/ strengthen networks that support persons with disabilities, and the public and private sectors engaged in disability-inclusive agribusiness development;
2. Develop and implement disability-inclusive policies and strategies that improve access to productive resources and assets, including credit within the agribusiness sector;
3. Promote employment and job opportunities, and create disability-friendly business environments and customer services in the agribusiness sector;
4. Support research and development, and invest in accessible technologies and infrastructure that will enable persons with disabilities to draw on their unique knowledge and abilities for effective engagement in agribusiness;
5. Improve access of persons with disabilities to affordable credit by providing reasonable provisions such as acceptable credit/ interest terms, from the finance sector;
6. Create a certification/ accreditation system which could add value to disability-inclusive agribusiness products and services;
7. Further promote evidence-based research on disability-inclusive agribusiness across Asia and the Pacific to identify, promote and share good practice models for future replication;
8. Enhance skill development opportunities and on-the-job training for persons with disabilities to include them in agribusiness;
9. Raise awareness of the importance of disability-inclusive agribusiness development, share accessible information and advocate for concerted actions among sectors and partners;
10. Consider the potential of disability-inclusive agribusiness in the discussion of the forthcoming Sustainable Development Goals (SDGs); and
11. Form a network to strengthen coordination and to follow up the Recommendations at the national and regional level for actual implementation, and to meet together in the next 2 years to review and discuss the progress of disability-inclusive agribusiness.

ITEM 6: CLOSING SESSION

The closing session of the workshop was designed for the participants to cast their agreement on the Draft Bangkok Recommendations on Disability-Inclusive Agribusiness. The Recommendations was unanimously adopted. Following the adoption, key speakers and organizers delivered their closing remarks.



Closing Session by APCD, TNF and FAO

Bangkok Recommendations on Disability-Inclusive Agribusiness Development



Bangkok Recommendations on Disability-Inclusive Agribusiness Development

We, the representatives of government agencies representing the sectors concerning disability, social welfare and development, agriculture, the business sector, civil society organizations, including groups and organizations of persons with disabilities, the United Nations and other international partners, from the Asia-Pacific region met at the United Nations Convention Centre in Bangkok, Thailand, from 21st to 22nd February 2013, at the Regional Workshop on Disability-Inclusive Agribusiness Development. Comprised of over 120 delegates, the Workshop was organized by the Asia-Pacific Development Center on Disability (APCD), the Food and Agriculture Organization of the United Nations (FAO) and The Nippon Foundation.

Participants recognized that persons with disabilities make up a significant part of the world's most vulnerable and disadvantaged population, often excluded from productive resources and livelihood opportunities. According to the World Report on Disability, issued by the World Health Organization (WHO) and the World Bank in 2011, 15% of the world total population is persons with disabilities. In Asia and the Pacific, it is estimated that approximately 40% of the population is persons with disabilities and their family members.

Highlighting food insecurity, hunger and malnutrition continues to be a major challenge. According to WHO, the biggest cause of disability is malnutrition. The global prevalence of malnutrition and hunger remains unacceptably high. From 2010 to 2012, it was estimated that nearly 870 million people were undernourished. The Asia-Pacific region holds the largest share, 62 % of the world chronic hunger population. Despite all efforts, there has been little improvement in recent times due to widening inequity and income disparity, as well as high and volatile food prices which affect the most vulnerable groups of society, including persons with disabilities and their family members.

Acknowledging that the Workshop was the first event after the adoption of the United Nations Convention on the Rights of Persons with Disabilities (CRPD), ASEAN (Association of Southeast Asian Nations) Decade of Persons with Disabilities, 2011-2020, and the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, led by the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), to showcase great initiatives, to facilitate the involvement of the business sector, disability-inclusive agribusiness practitioners, government, civil society, United Nations and international organizations to develop future strategies.

While disability-inclusive initiatives are a growing trend, the significance of agribusiness within the context of the Asia-Pacific region and the reduction of hunger and poverty has not yet been explored.

In collaboration with FAO and the Nippon Foundation, APCD conducted pioneering research on more than 60 case studies in targeted ASEAN countries: Cambodia, Indonesia, Lao PDR, Myanmar, the Philippines, Thailand and Vietnam. Forty-five active cases were identified as



having elements of disability-inclusive agribusiness. Based on the experiences of disability-inclusive agribusiness practitioners and a growing need for information in this area, the study has identified good practice models and a range of challenges for disability-inclusive agribusiness. These challenges are defined by the selected countries' individual perspectives on business, behavior and knowledge. Key findings for each challenge were shared according to the expertise of persons with disabilities as a source of numerous solutions. In addition, multi-sectoral partnerships and the sharing of technical expertise were acknowledged as enabling factors.

Based on the discussions, participants concluded with the following recommendations:

1. Expand enabling policies at all levels, and establish/strengthen networks that support persons with disabilities, and the public and private sectors engaged in disability-inclusive agribusiness development;
2. Develop and implement disability-inclusive policies and strategies that improve access to productive resources and assets, including credit within the agribusiness sector;
3. Promote employment and job opportunities, and create disability-friendly business environments and customer services in the agribusiness sector;
4. Support research and development, and invest in accessible technologies and infrastructure that will enable persons with disabilities to draw on their unique knowledge and abilities for effective engagement in agribusiness;
5. Improve access of persons with disabilities to affordable credit by providing reasonable provisions such as acceptable credit/interest terms, from the finance sector;
6. Create a certification/accreditation system which could add value to disability-inclusive agribusiness products and services;
7. Further promote evidence-based research on disability-inclusive agribusiness across Asia and the Pacific to identify, promote and share good practice models for future replication;
8. Enhance skill development opportunities and on-the-job training for persons with disabilities to include them in agribusiness;
9. Raise awareness of the importance of disability-inclusive agribusiness development, share accessible information and advocate for concerted actions among sectors and partners;
10. Consider the potential of disability-inclusive agribusiness in the discussion of the forthcoming Sustainable Development Goals (SDGs); and
11. Form a network to strengthen coordination and to follow up the Recommendations at the national and regional level for actual implementation, and to meet together in the next 2 years to review and discuss the progress of disability-inclusive agribusiness.

Presented and unanimously adopted
at the Regional Workshop on Disability-Inclusive Agribusiness Development,
22nd February 2013

Annex

OPENING REMARKS

H.E. Dr. Tej Bunnag
Chairman of the Executive Board,
Asia-Pacific Development Center on Disability /
Former Minister, Ministry of Foreign Affairs,
Government of Thailand



Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nation (FAO),

Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation,

Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP),

Excellences', Distinguished Guests, Friends and Colleagues,
Ladies and Gentlemen,

Good morning.

The year 2013 is significant for us, for it is 10 years since the establishment of the APCD Foundation under the Royal Patronage of Her Royal Highness Princess Maha Chakri Sirindhorn. APCD's mission is to empower persons with disabilities and promote inclusive barrier-free and rights-based societies across Asia and the Pacific.

From 2011-2012, APCD in collaboration with the Nippon Foundation, conducted roundtable talks with representatives from the business as well as the disability sector to define the concept of disability-inclusive business. These discussions led to the elaboration of disability-inclusive business which "strives to utilize the unique knowledge that persons with disabilities have from the perspective of entrepreneur, employee and customer". While the concept of disability-inclusive business has grown particularly in urban settings, the significance of agribusiness, especially in the context of the Asia-Pacific region which is largely rural and is where persons with disabilities mostly live, has not been explored deeply.

In view of the urgent need, APCD in collaboration with FAO and the Nippon Foundation conducted pioneering research on more than 60 case studies in

targeted Southeast Asian countries namely Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand and Vietnam. As one of the research processes, this workshop is designed to highlight the trends, gaps and good practices in the field of agribusiness in relations to persons with disabilities, The hoped-for outcome is stronger involvement of business, agribusiness practitioners, governments, civil society, the United Nations and other international organizations in developing future strategies to make business environments more disability-inclusive.

This workshop will be the first official event related to disability-inclusive agribusiness at the United Nations' level, as well as the first disability-inclusive business initiative in the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, initiated by the United Nations ESCAP. APCD has been endorsed by the United Nations ESCAP through the Incheon Strategy to "encourage private sector engagement in disability-inclusive business that promotes disability-friendly products, services, employment opportunities and entrepreneurship development".

While this workshop is one step towards promoting and realizing disability-inclusive business in Asia and the Pacific, much work still needs to be done if we are to promote equal opportunities for persons with disabilities in the field of agribusiness. I wish therefore to emphasize the following points:

- 1) Partnerships should be developed between different stakeholders including the business sector, agribusiness, government, civil society, persons with disabilities and other key players. A common understanding of the importance of disability-inclusive agribusiness and its significance to be the general community should also be developed.
- 2) A collaborative framework should be established to create a sustainable mechanism for the implementation of disability-inclusive agribusiness in multifarious settings.
- 3) Good practices and success stories on disability-inclusive agribusiness should be continuously supported and promoted for replication in other communities. These stories can serve as an inspiration not only to persons with disabilities but also to the general public in different fields on how a certain undertaking can be disability-inclusive and successful at the same time.
- 4) Most importantly, we should always believe in the capacity of persons with disabilities to engage in the field of their choosing, including disability-inclusive agribusiness, and promote their right to equal opportunities, just like everyone else.

In closing, I would like to say that today is the start of greater things to come especially in the field of disability-inclusive agribusiness. On behalf of APCD, I would like to extend my thanks to all of you for being here today to support this unique undertaking.

Thank you very much.

WELCOME REMARKS

Mr. Shun-ichi Murata

Deputy Executive Secretary,

Economic and Social Commission for Asia and the Pacific



Your Excellency Dr. Tej Bunnag, Chairman of the Executive Board of the Asia-Pacific Center on Disability,

Mr. Hiroyuki Konuma, Assistant Director-General and Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations,

Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation,

Senator Monthian Buntan, APCD Executive Board Member,

Ladies and gentlemen,

A very good morning to you all.

It is my great pleasure to be here this morning and to address this Regional Workshop on Disability-Inclusive Agribusiness Development.

At the outset, let me commend our partners, the Asia-Pacific Development Center on Disability (APCD), and the Nippon Foundation, for their relentless work and commitment to promoting Disability Inclusive Business in this region. I am happy to see our partnership growing, as we together step up efforts to uphold the rights of persons with disabilities.

Today, there are 650 million persons living with disabilities in Asia and the Pacific. Most of them experience daily discrimination, isolation, exclusion from social and economic activities, often as result of limited employment opportunities. They are also disproportionately poorer than persons without disabilities.

Only a few months ago, in November 2012, 39 governments of the Asia Pacific region gathered in Incheon, Republic of Korea, to tackle the barriers that prevent persons with disabilities from participating fully in society. The Meeting adopted the world's first set of regionally-agreed disability-inclusive development goals – the Incheon Strategy. I am happy to see that all the Governments represented in this room today were part of that historic adoption: Cambodia, Lao PDR, Indonesia, Myanmar, the Philippines, Thailand and Viet Nam.

The Incheon Strategy charts the regional course over the next ten years. For the first time, the Asian and Pacific region will be able to track and measure progress in our efforts to improve the quality of life of persons with disabilities. The business sector will play a critical part in this development. It is therefore with great pleasure that I welcome this workshop on Disability-Inclusive Agribusiness Development.

As some of you know, ESCAP, the Nippon Foundation and APCD launched the first Disability-Inclusive Business Award during the Incheon Meeting. The aim of this Award is to publicly recognize businesses that are pioneers in promoting business practices that cater to the needs of persons with disabilities. The first Award is expected to be conferred at the end of 2013.

Ladies and gentlemen,

Building a disability-inclusive society is not only a moral imperative, but also a tremendous social and economic opportunity to realize the potential of 15% of the region's population.

The first Goal of the Incheon Strategy is to "Reduce poverty and enhance work and employment prospects" for persons with disabilities. Having a decent job is the best means of overcoming poverty. For people working in the agriculture sector, informal and precarious employment tends to be the norm. The prospects for persons with disabilities in rural areas are even more limited. The challenges range from physical barriers to performing daily agricultural tasks to negative attitudes about their ability to work, in this high-risk and physically demanding profession.

In South-East Asia, agriculture employs around 44 per cent of the total labour force. Agricultural productivity, however, is still low, contributing to only 13 per cent of the subregion's aggregate GDP. As governments invest in agriculture, the concerns of persons with disabilities need to be considered. Those who can and want to work must be supported, protected and equipped to do so. It is not only the right thing to do, but it also carries long-lasting benefits for all parties.

Through rehabilitation services and targeted extension services, persons with disabilities can productively integrate in economic life and contribute their unique knowledge and skills. Modern technology and accessible design can also increase productivity for agricultural businesses, translating into increased profits and economy-wide benefits.

I am very pleased that the Food and Agriculture Organization of the United Nations is a partner in this important initiative. FAO, a firm and reliable partner in ESCAP's work on a range of issues, from rural development to food security, is ideally placed to provide the technical and operational support in promoting Disability-Inclusive Agribusiness.

Ladies and gentlemen,

As we embark on this new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, let us seize all opportunities to promote the rights of persons with disabilities. On this journey, disability-inclusive business development will be critical in stimulating a climate of nondiscrimination and equal opportunity for all.

I wish you all a very constructive meeting. Let us all work together to "Make the Right Real" for the 650 million persons with disabilities in our region.

I thank you.

WELCOME REMARKS

Mr. Hiroyuki Konuma

Assistant Director-General and

FAO Regional Representative for Asia and the Pacific



Mr. Shuichi Ohno, Executive director , Nippon Foundation,
Mr. Shunichi Murata, Deputy executive Secretary, ESCAP,
Dr. Tej Bunnag, Chairman of the Executive Board of APCD,
Distinguished guests, resource persons,
Ladies and Gentlemen.

It is my great pleasure to extend to all of you a warm welcome to this “Regional workshop on Disability-Inclusive Agribusiness Development”.

First of all, I wish to express my heartfelt gratitude and appreciation to the Nippon Foundation and APCD for their strong partnership with FAO in organizing this important gathering. I also wish to thank UN ESCAP for hosting this special event at the centre of United Nations in Asia and the Pacific region.

Hunger and malnutrition continue to be major challenges in this region. FAO estimates that nearly 870 million people were undernourished, out of which Asia and the Pacific region holds the largest share of 62 percent, nearly two thirds of the world total. There has been a little improvement in recent past influenced by widening inequity and income disparities as well as high and volatile food prices which affected the most vulnerable groups of society including people with disabilities and their family members.

Ladies and gentlemen,

Persons with disabilities make up one of the world’s most significant part of vulnerable and disadvantaged groups in society, often excluded from productive opportunities. According to the World Report on Disability issued by the World Health Organization and the World Bank in 2011, persons with disability share 15 percent of the world total population. More significantly, in Asia and the Pacific region, approximately 40 percent of the total population is persons with disability and their families.

Notwithstanding rights that are well understood, persons with disabilities continue to face discrimination, social exclusion and poverty in many cases. Efforts to make a difference has been continuing by governments, UN agencies, Civil Society Organizations and most importantly by the persons with disability by themselves. However, the progress has been rather slow in general and affected by emerging challenges such as negative impact of climate changes and natural disasters, as well as high food prices. FAO has long been a promoter of the rights of persons with disabilities and has funded and implemented a number of field projects in cooperation with partners and recipient governments. The focus has been on capacity building and skill development and linking them with markets,

with an aim to facilitate persons with disability to gain income generating opportunities and self-reliance, thereby promoting their self-esteem in equitable society. In Thailand, FAO initiated the project “Mushroom Production Training for Disabled People” 13 years ago for improving the livelihoods of rural people with disabilities.

In developing countries, it is considered that four of every five people with disabilities live in rural area. Most people with disabilities who do work in rural areas are engaged in income-generating activities as subsistence farmers or small-scale entrepreneurs in the informal economy. However, they frequently lack not only access to existing disability services such as vocational rehabilitation services but also lack access to essential business development services, transportation and microfinance, particularly credit, because of the assumption that people with disabilities are not credit-worthy or constitute a high risk group. However, we need to pose the question whether they are really a high risk group.

Last year, under the ESCAP’s initiative, Incheon strategy “Make the Right Real” for persons with disabilities in Asia and the Pacific has been adapted. Member countries are now committed to the achievement of the regional vision of an inclusive society that ensures, promotes and upholds the rights of all persons with disabilities in Asia and the Pacific. The Incheon goal one aims to reduce poverty and enhance work and employment prospects. Provide adequate support to people with disabilities engages in agriculture and agribusiness will certainly contribute to achieve this goal.

Today, you will hear interesting cases and good practices identified in selected country in Asia through the study conducted by Asia Pacific Center of Disability, the Nippon Foundation and FAO and we wish to discuss further to identify the way forward to support the people with disabilities in agriculture and agribusiness as well as the agribusiness sector to develop the disability-inclusive agribusiness development.

Ladies and gentlemen,

I believe this workshop would provide all the opportunity for the exchange of views on recent developments on enabling environment for disability-inclusive agribusiness development and discuss the issues, gaps and identify future course of actions among the participants from different sectors and levels. I hope that this opportunity of multistakeholders including senior policy makers and planners both from Ministry of Agriculture and Ministry of Social Welfare, experts from partner organizations, CSOs and UN organizations as well as the agribusiness sector, would lead to a formation of long-term platform to enhance collaboration and concerned effort on disability-inclusive agribusiness development.

Before concluding, I would like to thank the Asia Pacific Development Center for Disability and the Nippon Foundation for providing FAO to opportunity to collaborate this issue. I would also like to thank all the participants present for sparing their time as well as providing their inputs and sharing their experiences to support this important workshop.

I wish you fruitful discussions and a pleasant stay in Bangkok.

Thank you very much.

KEYNOTE SPEECH

Mr. Monthian Buntan
Senator / APCD Executive Board Member



Political Commitment and Policy Support for Disability-Inclusive Development

By Monthian Buntan
Member of The Senate, The Royal Thai Parliament
Delivered at the Regional Seminar on Disability-inclusive Agribusiness Development
February 21, 2013
Bangkok Thailand

What is Disability-Inclusive Development?

- **Incorporate** disability needs, requirements and benefits in all aspects (designing, implementing, evaluating);
- Enable persons with disabilities to **participate** fully and effectively on an equal basis with others and without any form of discrimination;
- Follow the principle of “**rights-based development.**”

What was development in the past?

- **Ignored, excluded and left out** disability perspective;
- **Lacked meaningful participation** by persons with disabilities;
- Treated persons with disabilities as objects of **charity-based** care and guardianship, etc.

How should the policy be developed for Disability-Inclusive Development?

- Create the environment which is **ACCESSIBLE** to and inclusive of persons with disabilities, based on the principle of **Universal Design** and the use of **Assistive Technologies with Reasonable Accommodations**;
- Encourage and support persons with disabilities and their representative organizations to fully and effectively **participate** in all steps and procedures of policy formulation, implementation and evaluation;
- **Support economic empowerment** of person with disabilities, including in the area of business development, and organizations in order to sustain their livelihood and promote active/productive participation.

What kind of policy is needed in the agriculture field concerning disability?

- *Concerning* resources, such as funding;
- *Concerning* accessibility of information and knowledge;
- *Concerning* relevant skill training;
- *Concerning* availability and accessibility of market.

Why does the business sector need to be involved in the development process?

- The business sector is increasingly playing more significant role in social and economic development;
- It makes more business sense to include and support 15 percent of the population so as to expand the market;
- It guarantees more success than to depend only on the government which tends to be slow in action and, often, lacks good governance.



Why do persons with disabilities need to be involved in business?

- To make business sector more accessible, inclusive and innovative;
- To help grow, broaden and expand the scope of business;
- To diversify employment opportunity.



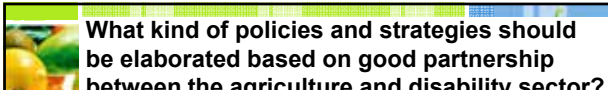
What was collaboration between the agriculture and disability sector?

- **So far very little;**
- Based on individual efforts and experiences with little or no systematic policies;



What is the significance of PWDs being involved in the policy-making process?

- Ensuring disability-inclusive policy



What kind of policies and strategies should be elaborated based on good partnership between the agriculture and disability sector?

- *Disability-inclusive* loan services;
- *Disability-inclusive* agriculture-related information and knowledge;
- *Disability-inclusive* agriculture-related skill training and development support;
- *Disability-inclusive* or *Disability-specific* agribusiness development models, such as cooperatives, community/social enterprises, etc.



Thank You !

KEYNOTE SPEECH

Mr. Supree Baosingsauy

Assistant Vice President

Charoen Pokphand Foods Public Company Limited



Mr. Chairman, Distinguished Guest, Ladies and gentlemen,

It is a great privilege and great pleasure to be given this opportunity to convey, on behalf of the Charoen Pokphand Foods Public Company Limited, or CPF, our efforts in promoting and supporting equal rights for the 'disabled'.

As we are a part of society, we realized that we should play a vital role in food security and environmental preservation.

The Charoen Pokphand Foods established the non-profit organization called 'Rural Live Development Foundation' since 1987. There are 5 main activities we initiated.

First, regarding the food security, the Rural Lives Development Foundation had promoted and supported, the establishment of a 'Lunch Project', which initiated by Her Royal Highness Princess Maha Chakri Sirindhorn, in schools by raising layer-chickens to produce eggs for lunch as nutrition. At present, there are over 420 schools throughout the country that have joined this initiative projects, with schools for the hearing and vision impaired such as the 'Punyanukul School' in Chiangrai province for the vision impaired, the Sothaht School for the hearing impaired in Nakornpathom province, the Srisangwan School in Chiangmai province that teaches people how to raise chicken and fish as well as the promotion of raising bantam chickens among disabled farmers in Prachinburi province.

Second, sustainable social initiatives, CP Foods supports skills-development for disabled students and farmers so that they can increase their family's income and livelihood by learning how to raise aquaculture, poultry and fighting cock within their communities.

Third, to promote environmental preservation, CP Foods educated disabled farmers by encouraging them to generate biogas from cattle manure as well as use paddy husk for fuel instead of wood.

Forth, throughout the years and at present CP Foods continues to hire disabled employees to work within the organization in engineering and Information Technology work.

Fifth, in order to give the opportunity for disabilities equally for income generating projects through business practice in many cases especially for agribusiness, we support and encourage 5 initiative projects.

The first initiative is Lunch Project for school children will learn to raise chicken collect eggs for sale through the school cooperative store. Next, Project for school for blind at Chiangmai province to raise chicken. Next, Veteran Village to raise chicken, fish and grow vegetable and rice. Next, the Intellectual impaired School of Nakornsawan province. The last initiative is the homeless and Street Children at Saraburee Province.

Last but not least, Charoen Pokphand Group of Company and Charoen Pokphand Foods Public Company limited for more than 92 years, CP Group's operations and investment both locally and internationally have always contained our three-benefit philosophy. Passionately embedded into our everyday working life, our businesses and affiliates with more than 280,000 employees worldwide firmly uphold that our work must serve 3 main benefits. First, benefit to the Country where we have run our business there. Second, benefit to the People who live in the area where our business had done. And Third, benefit to the Company. It can be said that we are not only involve to agriculture business, but also the implementation of social responsibility.

It is over 25 years that The Rural Lives Development Foundation was established and our objectives are focusing on people, children and disabilities in disadvantage areas to obtain a better life with activities that promote and encourage vocational training.

For the rural and disadvantage people

Thank you

Program

• Day 1: 21 February 2013 (Thu)

Registration	
08.00-09.00	1st Floor, United Nations Convention Centre
Item 1: Opening of the Regional Workshop (Moderator: Mr. Ryuhei Sano)	
09.00-10.15	<p>Opening Remarks: H.E. Dr. Tej Bunnag, Chairman of the Executive Board, Asia-Pacific Development Center on Disability (APCD) / Former Minister, Ministry of Foreign Affairs, Government of Thailand</p> <p>Welcome Remark: Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP)</p> <p>Welcome Remark: Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations (FAO)</p> <p>Opening Address: Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation</p> <p>Introduction of Participants</p> <p>Group Photo</p>
10.15-10.45	Coffee Break
Item 2: Policy-Enabling Environment for Disability-Inclusive Business Development (Moderator: H.E. Mr. Sem Sokha / Mr. Ingill Ra)	
10.45-12.30	<p>Keynote Speech</p> <p>Political Commitment and Policy Support for Disability-Inclusive Development Mr. Monthian Buntan, Senator / APCD Executive Board Member</p> <p>Private Sector Contribution to Disability-Inclusive Agribusiness Development Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited</p> <p>Technical Presentation</p> <p>Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022 Mr. Sture Patrik Andersson, Chief, Social Integration Section, Social Development Division, United Nations Economic and Social Commission for Asia and the Pacific</p> <p>Incorporating Disability Issues in Agriculture and Food Security Intervention: Dr. Charida Pukahuta, Assistant Professor, Ubon Ratchathani University</p> <p>Latest Trend and Key Findings in Disability-Inclusive Agribusiness Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center for Disability</p> <p>Q&A</p>
12.30-13.30	Lunch

Item 3: Challenges and Solutions on Disability-Inclusive Agribusiness (Moderator: Ms. Ha Thi Minh Duc / Mr. Apriyanto Dwi Nugroho)	
13.30-15.00	<p>Cambodia: The Use of Permaculture Mr. Bunly Ya, Farm Owner, Bunly Fish Pond</p> <p>Indonesia: Breeding and Raising Catfish Fingerlings Mr. Rukijan, Farm Owner, Rukijan Fish and Livestock Farm</p> <p>Lao PDR: Experience of Accessing Bank Loans Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm</p> <p>Myanmar: Expanding the Egg Market Mr. Than Oo, Farm Owner, Ko Than Oo Chicken Farm</p>
15.00-15.30	Coffee Break
15.30-17.00	<p>Philippines: Pick and Pay Garden Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay</p> <p>Thailand: Contract Farming Mr. Suk Pilasaen, Farm Owner, Suk Chicken Farm and Mr. Sanae Thoobhom, Farm Owner, Sanae Chicken Farm</p> <p>Vietnam: Cooperative Management Mr. Nguyen Khac Quy, Cooperative Member, Phu Hoa Cooperative</p> <p>Q&A</p>
18:00-20:00	Welcome Reception

• **Day 2: 22 February 2013 (Fri)**

Item 4: Way Forward / Future Actions (Moderator: Mr. Akiie Ninomiya / Mr. Ghulam Nabi Nizamani)	
09.00-10.30	<p>Panel Discussion on Disability-Inclusive Agribusiness</p> <p>Panelist Mr. Jersey Y. Mendoza, SM Supermalls (Philippines) Mr. I Nengah Latra, Director, YAKKUM Bali (Indonesia) Mr. Chantha Mingboupoupha, Deputy Director, Ekphatthana Microfinance Institution (Lao PDR)</p>
10.30-11.00	Coffee Break
11.00-12.30	Review of Key Findings and Potential Disability-Inclusive Agribusiness Policy All Participants
12.30-13.30	Lunch
Item 5: Consideration of the Draft Bangkok Recommendations on Disability Inclusive Agribusiness (Moderator: Mr. Hiroyuki Konuma / Ms. Carmen Reyes Zubiaga)	
13.30-15.00	<p>Future Implementation of Disability Inclusive Agribusiness</p> <p>Summary of Item 4 Draft Bangkok Recommendations on Disability Inclusive Agribusiness</p>
15.00-15.30	Coffee Break
Item 6: Closing of the Regional Workshop (Moderator: Mr. Toshiro Mado)	
15.30-16.00	<p>Adoption of the Recommendations</p> <p>Closing Remark Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center on Disability Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations</p>

List of Participants

- Ms. Deot Doung, Farm Owner, Cow Shelter Owner, Cambodia
- Mr. Makara Chan Em, Secretariat of Director, Disability Action Council, Ministry of Social Affairs, Veterans and Youth Rehabilitation, Cambodia
- Mr. Sokchea Hang, Farm Owner, Sokchea Pig Farm, Cambodia
- Mr. Thy Nhip, Executive Director, Cambodian Development Mission for Disability (CDMD), Cambodia
- Mr. Pich Op, Deputy Director, Department of Administration, Planning, Accounting and International Cooperation (DAPAIC)
- Mr. Sophall Phorn, Assistant to Executive Director, Cambodian Development Mission for Disability (CDMD), Cambodia
- Mr. Tom Say, Chief of Human Resource and Development, Department of Department of Agricultural Extension, Ministry of Agriculture, Forestry and Fisheries, Cambodia
- Mr. Sem Sokha, Secretary of State, Ministry of Social Affairs, Veterans and Youth Rehabilitation, Cambodia
- Mr. Bunly Ya, Farm Owner, Bunly Fish Pond, Cambodia
- Mr. I Nengah Latra, Director, YAKKUM Bali, Indonesia
- Mr. Apriyanto Dwi Nugroho, Head of Food Consumption Requirement Sub Division, Ministry of Agriculture, Indonesia
- Mr. Rahadi Pratoyo, Head of Fresh Food Safety Division, Ministry of Agriculture, Indonesia
- Mr. Rukijan, Fish Farmer, Rukijan Fish and Livestock Farm, Indonesia
- Ms. Emma Salwa, Staff of Rehabilitation Centre for Hearing and Speech Disabilities, Melati, Mosa, Ministry of Social Affairs, Indonesia
- Ms. Arni Surwanti, Program Coordinator, Center for Improving Qualified Activity in Live of People with Disabilities (CIQAL), Indonesia
- Ms. Emma Widiati, Head Section of Social Rehabilitation for Persons with Intellectual Disabilities Directorate Social Rehabilitation for Person with Disabiliites, Ministry of Social Affairs, Indonesia
- Mr. Inthadom Akkharath, Acting Director of International Cooperation Division, Ministry of Agriculture and Forestry (Department of Planning and Cooperation), Lao PDR
- Mr. Nhetdara Insisiengmay, Secretary, Lao Agro Processing Association, Lao PDR
- Mr. Kampasuk Jibrujagriang, Resort Guide, Uttayan Bajiang Ecological Farm and Resort, Lao PDR
- Mr. Wimol Kijbamrung, Farm Owner, Uttayan Bajiang Ecological Farm and Resort, Lao PDR

Mr. Sengaloun Luangraj, Deputy Director, National Coordination Office for People with Disabilities, Ministry of Labour and Social Welfare, Lao PDR

Mr. Chantha Mingboupha, Deputy Director, Ekphatthana Microfinance Institution (EMI), Lao PDR

Mr. Chomyaeng Phengthongsawat, Director of International Relations and Cooperation Division, Ministry of Labour and Social Welfare, Lao PDR

Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm, Lao PDR

Ms. Kyawt San Dar Aung, Lecturer, Yezin Agricultural University, Myanmar

Mr. Saw Tha Kho, Farm Owner, Thay Ko Maw Fish Farm, Myanmar

Ms. Khin Soe Kyi, Principal of Disabled Care Centre (Department of Social Welfare), Ministry of Social Welfare, Relief and Resettlement, Myanmar

Ms. Moe Moe Min, Principal of School for the Blind (Department of Social Welfare), Ministry of Social Welfare, Relief and Resettlement, Myanmar

Mr. Myo Min Oo, Interpreter, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Kay Khine Soe, Finance Manager, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Nwaye Zar Che Soe, Radio Program Editor, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Nu Nu Yee, Programme Officer of Department of Agricultural Planning, Ministry of Agriculture and Irrigation, Myanmar

Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay, Philippines

Mr. Mart Benedict Lerma, Factory Manager, Sure Catch Fishing Products, Philippines

Mr. Raphael Domingo, Coordinator, Education Access for the Deaf, De La Salle-College of Saint Benilde, Philippines

Mr. John Matthew Espina, SM PWD Committee, SM Suppermalls, Philippines

Mr. Jersey Mendoza, Manager, SM Rosales, Philippines

Mr. Don Gonzales De Vera, Architect, Globalink Property Innovations Inc., Philippines

Ms. Tara Katherine Jalandoni Yap, New Reporter, Manila Bulletin, Philippines

Ms. Carmen Reyes Zubiaga, Acting Executive Director, National Council on Disability Affairs, Philippines

Mr. Sakorn Aimsomboon, Vice Chairperson, Rayong Disabled's Agricultural Product Trade Association, Thailand

Ms. Nitiwadee Arunanurak, Agricultural Extensionist, Professional Level, Bureau of Farmer Development, Ministry of Agriculture and Cooperatives, Thailand

Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited, Thailand

Mr. Witthayut Bunnag, Lecturer, Suan Dusit Rajhabat University, Thailand

Mr. Monthian Buntan, Member of Senate of Thailand / APCD Executive Board Member, Asia-Pacific Development Center on Disability, Thailand

Mr. Nawanon Chantapasarn, Head of Dairy Academic Section, Marketing Department, Dairy Farming Promotion Organization, Ministry of Agriculture and Cooperatives, Thailand

Ms. Roberta Clarke, Regional Director, UN Women ROAP and Representative in Thailand, UN Women, Thailand

Mr. Phayu Kaewkoon, Agricultural Extensionist, Professional Level, Office of the Secretariat of Community Enterprise Development Board, Ministry of Agriculture and Cooperatives, Thailand

Mr. Paradon Koomsup, Director, Phayathai Independent Living Center, Thailand

Mr. Cherawat Laowang, Farm Owner, Suan Nam Rin Farm, Thailand

Ms. Kirana Lamniam, Social Development Officer Professional Level, Bureau of Policy & Technical Support, Ministry of Social Development and Human Security, Thailand

Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP), Thailand

Mr. Suchat Ovatwannasakul, President, Association for Persons with Intellectual Disability of Thailand (APIDT), Thailand

Mr. Suk Pilasaen, Farm Owner, Suk Chicken Farm, Thailand

Ms. Kularb Poonkit, Farm Owner, Kularb Farm, Thailand

Ms. Kwanruthai Savangsri, Manager, Phayathai Independent Living Center, Thailand

Mr. Taweekiat Sonput, Animal Husbandman, Charoen Pokphand Foods Public Company Limited, Thailand

Mr. Teerawat Sripathomsawat, Director, Nakhon-Pathom Independent Living Center, Thailand

Ms. Phacharin Sujaritwatansak, Leader, Dao Ruang Self-Advocacy Group for Persons with Intellectual Disability/United ID Mekhong Sub-Region Network, Thailand

Mr. Thamnoon Thongprapai, Head of Semen Production Section, Marketing Department, Dairy Farming Promotion Organization, Ministry of Agriculture and Cooperatives, Thailand

Mr. Sanae Thoobhom, Farm Owner, Sanae Chicken Farm, Thailand

Dr. Arayan Trangarn, Senior Vice President (Corporate Strategy), BETAGRO, Thailand

Mr. Woranun Woramontri, CSR Senior Specialist, Office of the President, BETAGRO, Thailand

Mr. Boonthan T. Verawongse, Director, Peace and Human Rights Resource Center, Thailand

Mr. Thatchai Viravaidya, Project Manager, "Dare to Dream" Television Program, Thailand

Ms. Le Van Anh, Officer of Department of Crop Production, Ministry of Agriculture and Rural Development (MARD), Vietnam

Mr. Tran Quang Chieu, Senior Officer of International Cooperation Unit, Department of Crop Production (DCP), Ministry of Agriculture and Rural Development (MARD), Vietnam

Ms. Ha Thi Minh Duc, Director, ASEAN Cooperation Division, International Cooperation Department, Ministry of Labour, Invalids and Social Affairs, Vietnam

Ms. Tu Manh Ky, Secretary to the Director, Disability Resource & Development (DRD), Vietnam

Mr. Tran Viet Linh, Director, Cong Ty TNHH Dana Tre (Bamboo Dana Ltd.) Career Center, Business Production, Vietnam

Ms. Nguyen Thi Kim Oanh, Farm Owner, Oanh Pig Farm, Vietnam

Mr. Nguyen Khac Quy, Cooperative Member, Phu Hoa Cooperative, Vietnam

Ms. Dinh Thi Thuy, Vice Director, NCCD, Bureau for Social Protection, Ministry of Labour, Invalids and Social Affairs, Vietnam

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Economic and Social Commission for Asia and the Pacific (ESCAP), Thailand

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(Representative from Food and Agriculture Organization of the United Nations), Thailand

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Mr. John Xandre Baliza, Sign Language Interpreter, Philippines

Ms. Rungrudee Sungphet, English/Thai Interpreter

Ms. Pattarisa Sasitrukula, English/Thai Interpreter

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Mr. Phinny Horng, PA for Mr. Hong Sokchea, Cambodia

Ms. Pav Meng, PA for Mr. Ya Bunly, Cambodia

Mr. Monchai Kijbamrung, PA for Mr. Wimol Kijbamrung, Lao PDR

Mr. Angel Bermillo, PA for Mr. Don De Vera, Philippines

Ms. Lina Lynn Santos Simon, PA for Ms. Carmen Reyes Zubiaga, Philippines

Mr. Prakrit Chamnansree, PA for Mr. Paradon Koomsup, Thailand

Mr. Dejdumrong Jitjumnong, PA for Mr. Sanae Thoobhom, Thailand

Ms. Yuree Laowang, PA for Mr. Cherawat Laowan, Thailand

Mr. Thanakorn Nakchatree, PA for Ms. Kularb Poonkit, Thailand

Mr. Kamakom Pinrasaen, PA for Mr. Suk Perasaen, Thailand

Mr. Prasert Sanguanphan, PA for Mr. Teerawat, Thailand

Ms. Duong Thi Thu Lan, PA for Mr. Tran Viet Linh, Vietnam

Ms. Tran Bao Ngoc, PA for Ms. Nguyen Thi Kin Oanh, Vietnam

Mr. Le Huu Thuong, PA for Mr. Nguyen Khac Quy, Vietnam



Group Photo by All Participants

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Food and Agriculture Organization of the United Nations

Mr. Hiroyuki Konuma, Assistant Director-General/ Regional Representative for Asia and the Pacific

Ms. Nominelger Bayasgalanbat, Nutrition Officer

Mr. Ingill Ra, Partnership and Resource Mobilization Specialist

Ms. Yoshimi Onishi, Junior Professional Officer (Gender, Equality and Rural Employment)

The Nippon Foundation

Mr. Shuichi Ohno, Executive Director, International Cooperation Department

Mr. Toshiro Mado, Senior Manager

Presentations

DIB and the New Asian and Pacific Decade of PWDs, 2013-2022
 by Mr. Sture Patrik Andersson
 Chief, Social Integration Section, Social Development Division, UNESCAP


Regional Workshop on Disability-Inclusive Agribusiness Development

Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022

United Nations Conference Centre


Patrik Andersson
 Chief, Social Integration Section, Development Division, ESCAP

Bangkok, 21-22 February 2013




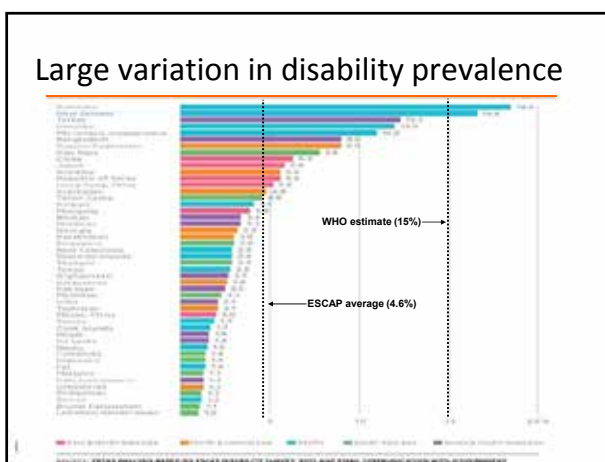
Content

1. Statistical overview
2. The Incheon Strategy
3. Disability Inclusive Business




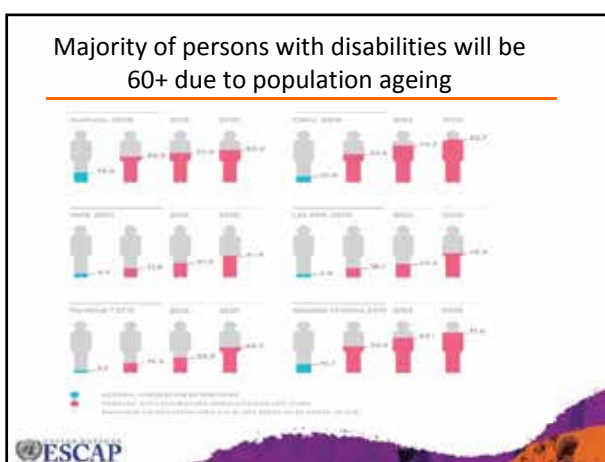
Statistical Overview

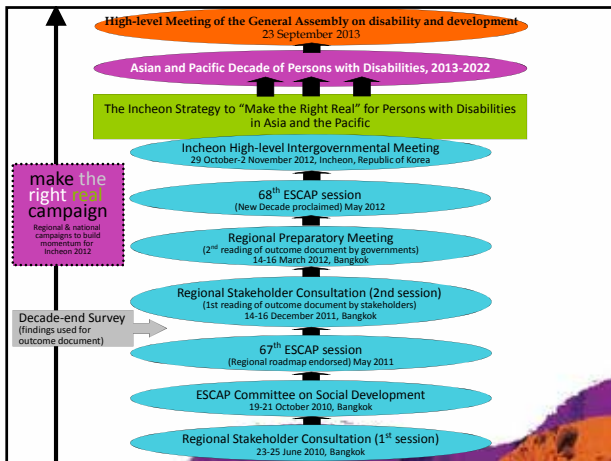
- Lack of common definition of disability
- Lack of reliable data collection methods
- Disability prevalence ranges from 1% to 18.5%
- World Report on Disability estimates a 15% disability prevalence

A key challenge

- Limitations in statistical data quality impede evidenced-based policies & programmes
- Persons with disabilities tend to be unseen, unheard & uncounted
- Progress is difficult to track



- ### Key outcomes of the Incheon High-level Meeting
- Launched a new Asian and Pacific Decade of Persons with Disabilities, 2013-2022
 - Adopted the Incheon Strategy to:
 - ✓ Guide the implementation of the new Decade
 - ✓ Accelerate CRPD ratification & implementation
 - ✓ Serve as Asia-Pacific's regional input to the G.A. High-level Meeting on Disability



- ### The Incheon Goals
- Goal 1: Reduce poverty & enhance work & employment prospects
 - Goal 2: Promote participation in political processes & in decision-making
 - Goal 3: Enhance access to the physical environment, public transportation, knowledge, information & communication
 - Goal 4: Strengthen social protection
 - Goal 5: Expand early intervention & education of children with disabilities
 - Goal 6: Ensure gender equality & women's empowerment
 - Goal 7: Ensure disability-inclusive disaster risk reduction & management
 - Goal 8: Improve the reliability & comparability of disability data
 - Goal 9: Accelerate the ratification & implementation of the Convention on the Rights of Persons with Disabilities & the harmonization of national legislation with the Convention
 - Goal 10: Advance subregional, regional & interregional cooperation

- ### Goal 1
- Goal 1: Reduce poverty and enhance work and employment prospects**
- Targets**
- Target 1.A: Eliminate extreme poverty among persons with disabilities
 - Target 1.B: Increase work and employment for persons of working age with disabilities who can and want to work
 - Target 1.C: Increase the participation of persons with disabilities in vocational training and other employment-support programmes funded by governments
- Core indicators**
- 1.1 Proportion of persons with disabilities living below the US\$ 1.25 (PPP) per day international poverty line, as updated by the World Bank and compared to the overall population
 - 1.2 Ratio of persons with disabilities in employment to the general population in employment
 - 1.3 Proportion of persons with disabilities who participate in government-funded vocational training and other employment-support programmes as a proportion of all people trained
- Supplementary indicators**
- 1.4 Proportion of persons with disabilities living below the national poverty line

- ### ESCAP-Sasakawa Asia-Pacific Disability Inclusive Business Award
- Developed in partnership between ESCAP, the Nippon Foundation and APCD
 - In Asia and the Pacific, there are 650 million persons with disabilities, a market twice the size of the euro zone

The Disability Inclusive Business model



ESCAP

The Award

- Public recognition of businesses demonstrating disability-inclusive business operations
- Raise awareness of the opportunities of disability-inclusive business operations
- Award winners selected by an international Jury

ESCAP

Get Counted to Count!

make the
right real

ESCAP

*Over 120 Representatives of
Government, Business and
Civil Society Organizations*



**Incorporating Disability Issues in Agriculture and Food Security Intervention:
by Dr. Charida Pukahuta,
Assistant Professor, Ubon Ratchathani University**

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
Mushroom Cultivation

The Experience of FAO Mushroom Training for Disabled People in Ubon Ratchathani



Satit Thaitatgoon,
Arunyik Mushroom Center
Charida Pukahuta,
Ubon Ratchathani University

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
Mushroom Cultivation

Introduction

1999 Project was initiated
FAO/Thai government
Northeast Vocational Rehabilitation Center, Ubon Ratchathani Province
2003 Post project review/report
Ms Hanko & Mr Mongkol
Privately follow-up of some trainees
Mr Satit, Mr Prasert, Charida
2013 Regional Workshop

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
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Objective

- To share the experience of FAO mushroom training for disabled people
 - Building skills and technical capacity
 - Initiation of their own mushroom farms
 - Support for sustainable mushroom cultivation

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How the project was started.....


- Preparation of
 - Program (3 parts)
 - Trainee
 - Trainer
 - Course and manual
 - Mushrooming facilities
 - Mushroom fruiting house
 - Raw materials etc

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Training program part 1

Rehabilitation of mind, spirit and body
Trainee learn to become confident and self reliant by convincing oneself that one can do = mind
Trainee learn to accept oneself for who one is, how one is, see and accept the differences = spirit
The inner strength then gives the body the power and the capability of learning to do new things



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Training program part 2

Mushroom cultivation

- mushrooms and properties
- mushroom tissue culture
- mushroom production techniques for cultivation
- packaging
- processing
- waste management
- troubleshooting

Mushroom Cultivation: skills & techniques

- Species of cultivatable mushroom
- Preparation of mushroom spawn
- Preparation/sterilization of culture medium
- Preparation/Pasteurization of substrate
- Aseptic/Inoculation technique *
- Incubation/fruited
- Sanitation/hygiene
- Harvesting

Appropriate facility



Edible & cultivatable mushroom



Wild *L.squarrosulus* Mont.



Cultivated *L.squarrosulus* Mont.

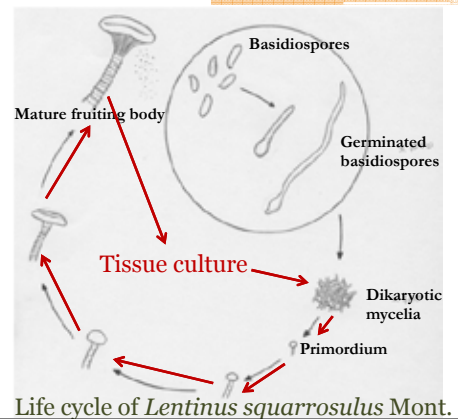


Cultivated *L.polychrous* Lev.



Cultivated oyster, *Pleurotus* sp.

Aseptic technique
->
mushroom mycelial production



Mushroom cultivation in sawdust



Mycelia in seed culture

inoculation



Mycelial/spawn run



Open the bag

Move to fruiting house



Mycelia fully grown

Training program part 3.

Enterprise development

- how to set-up
- how to enterprise
- how to make it profitable
- marketing
- basic bookkeeping

Group 1 After training



Initiation of own mushroom farms (post project review/report, 2003)

group	Total trainees (individual)	visited	cultivation
1	28	18	14
2	21	10	8
3	20	10	7
4	13	7	2
5	10	5	4
6	11	6	1
7	9	4	2
8	11	6	3
sum	123	66	41

Conclusion

- Key factors for continuous success
 - Qualitatively selection [trainee & trainer]
 - Moral and ethic [staff]
 - Target to develop mind & spirit [trainee]
 - Trainer = genuine mushroom farmer
 - Privately forward expenses [staff]
 - Evaluation & monitoring after training
 - Cooperation of involving sectors

Conclusion (2)

- Support for this kind of project
 - Strongly recognize and action -> Gov. Not only disables but also other minor..
 - Associate public policy/support in action/evaluation & monitoring in each level -> to strengthen inner power (mind/spirit)
 - Cooperative Social Responsibility of business sectors

Conclusion (3) Ubon case

- Support for sustainable mushroom cultivation (follow-up of some trainees)
 - Technical knowledge
 - Moral support/network/annual meeting
 - Mushroom pure culture
 - Some facility





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Mushroom Cultivation

References

Disabled people :- Oradee, Darat, Pramuan, Jongjai, Saeng, Sawaeng and their families
 Johanne Hanko, FAO Technical Consultant and Mongkhol Chantrabumrourng, Dept Social Development and Welfare, Min. Social Development and Human Security. October 2003. Post Project Review of TCP/THA/8821 "Mushroom Training for Disabled People" Joint FAO/Government of Thailand
 FAO. 1999. Mushroom Cultivation Manual for Disabled People



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Mushroom Cultivation

Q & A

- How can continuous improvement of the group & their kids be?
- What kind of support or suggestion for better life to disables in the case of Ubon?

Latest Trend and Key Findings in Disability-Inclusive Agribusiness

by Mr. Akiie Ninomiya,
Executive Director, Asia-Pacific Development Center for Disability

APCD

Latest Trend and Key Findings in Disability-Inclusive Agribusiness

Akiie Ninomiya
Executive Director
Asia-Pacific Development Center on Disability

APCD

Regional Implementation on Disability and Development

UN Agencies & Int. Organization
DPOs & NGOs & Donors
Governments in Asia-Pacific (FPs)
Business Sector

APCD

Asia-Pacific Region

- 1) **15%** of the total population is persons with disabilities in the world
- 2) **40%** of the total population is persons with disabilities and their family members in Asia and the Pacific
- 3) Background in Asia and the Pacific (**60%** of the world)
 - Rural / Agriculture
 - Family, community linkage

APCD

Emerging Business Trend

Environmental Issues / Concern Disability Issues / Concern

APCD

Roundtable Talks on Disability-Inclusive Business Sep 2011 - Aug 2012

APCD

Definition: Disability-Inclusive Business

“Disability-Inclusive Business” is an enterprise that has a positive impact on disability-friendly environment, communication, attitude, policy and regulation.

It is an emerging business trend that strives to address disability, work and employment from the perspective of persons with disabilities as customers, employees, employers, and entrepreneurs. In general, an enterprise is described as a disability-inclusive business if it matches the following criteria:

- 1.It incorporates the principles of accessibility into each of its business aspects.
- 2.It offers disability-friendly products, communication and services that replace those which are non disability-friendly.
- 3.It has made a commitment to disability principles according to the United Nations Convention on the Rights of Persons with Disabilities in its business policies.

Unanimously adopted at the Inclusive Business Roundtable Talk on Rating System at the Asia-Pacific Development Center on Disability, Bangkok, Thailand, 1 February, 2012

Disability-Inclusive Business as the regional policy

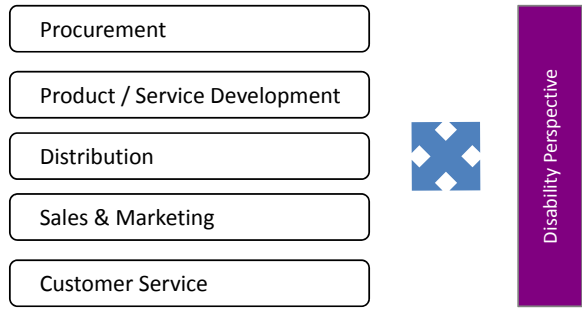


Incheon Strategy by ESCAP



ESCAP-SASAKAWA DIB Award

Value Chain and Disability Inclusive Business



Procurement

Product / Service Development

Distribution

Sales & Marketing

Customer Service

Disability Perspective


Project Outline / Summary

1. Collaboration:

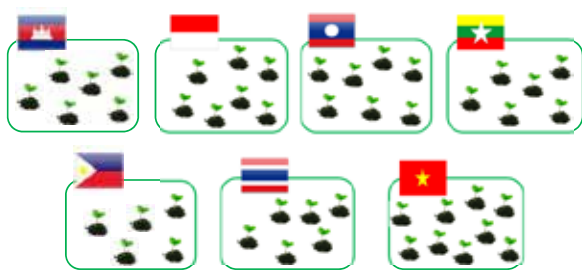
- 1) Food and Agriculture Organization (FAO) of the United Nations
- 2) Asia-Pacific Development Center on Disability (APCD)
- 3) The Nippon Foundation (TNF)

2. Activities:

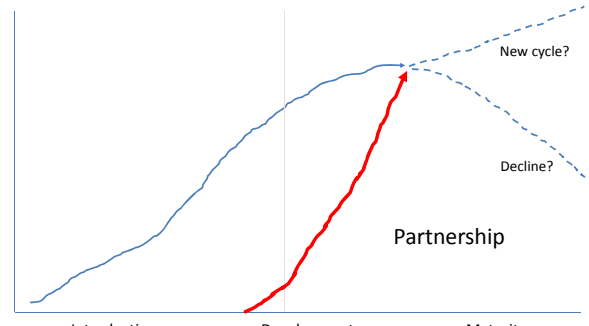
- 1) Identification of Disability-Inclusive Agribusiness in the selected countries (Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand, Vietnam),
- 2) Documentation of Good Practices
- 3) Regional Workshop on Disability-Inclusive Agribusiness



Identified Disability-Inclusive Agribusiness Cases (45 active cases)



Key Findings: Challenges (1)
Understanding disability within the business context



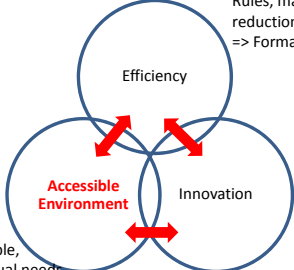
New cycle?

Decline?

Partnership

Introduction Development Maturity

Key Findings: Challenges (2)
Synergy between efficiency, innovation and accessible environment



Efficiency

Innovation

Accessible Environment

Rules, manuals, risk reduction, modeling => Formal documents

Usable and accessible, response to individual needs, not always easy to standardize => Compliments, kind words

New concept, new business ideas, uniqueness => Not always written

Key Findings: Solutions (1)
Knowledge of Persons with Disabilities

Key Findings: Solutions (2)
Multi-sectoral Partnership

Key Findings: Solutions (3)
Skill development and employment
in accordance with market needs

Secret of Successful Business:
Accessible Environment

Key Impact:
Business Opportunities

Thank you !!!

www.apcdfoundation.org

Cambodia: The Use of Permaculture

by Mr. Bunly Ya, Farm Owner, Bunly Fish Pond



Regional Workshop on Disability-Inclusive Agribusiness Development

Challenges and Solutions on Disability-Inclusive Agribusiness Permaculture

UNCC, Bangkok, Thailand
Thursday 21st – 22nd February 2013

Inclusive communities - everyone matters 

Introduction

Presenter: Mr. Ya Bunly
Married with 4 children
Eldest Son – 32 years Youngest son – 24 years
(3 sons and 1 daughter)
Currently living in Bati district, Takeo province
Kingdom of Cambodia







Permaculture

1. How my farm getting started...

- In 1990, I had accident at my relative's home and my eyes were damaged and became blind
- In 1993, I left my parents to my new small thatched home and received 5 chickens from my parents
- In 2005, I borrowed KHR 519,234 (USD130) from a relative to start a fish farm with 350 m² of pond located in front of my house
- Types of fishes I raised: carp, catfish and tilapia
- These fishes are the most profitable and easiest fish to farm in shallow waters, due to their tolerance of most water conditions, dietary behavior and rapid growth.



Permaculture


- They are popular with consumers and considered a delicacy to be enjoyed on feast days and major holidays
- Every year, I could sell all fish stocks to the local community in a seven day period before the Khmer Happy New Year (period in which the highest prices are paid)
- Profits for the business can be as high as KHR 2 million (USD500)
- Every year I spend about KHR 99,705 (USD25) to plough the fish pond to make it deeper and clean out all the waste products.






Permaculture

- The waste product is in turn used to make fertilizer for plants and vegetables.
- Initially, I drained my fish pond manually, but with the profits it enabled me to buy a pump at a cost of KHR 789,822 (USD 197) to help stabilize and improve my work.
- In 2008 I joined the Self Help Group (SHG) which was formed by CDMD <http://www.cdmdcambodia.org>
- From SHG, I could borrow money to raise chickens, build chicken house, buy some foddors and increase more income.





Permaculture

Key products I used in my farm

- Fish, cattle, chicken, ducks, pigs, turtles and vegetables
- Annual income collectively totaled from other products are approx. KHR 8,620,000 (USD2,155)

Products relations

- All resources are fully utilized to achieve greater productivity while using less input.
- Ex: The waste product is in turn used to make fertilizer for plants and vegetables (cow/pig/chicken shits are used to make foddors for fishes or bi-gas waste to be food for chickens etc.)



Permaculture

Benefits of linking and using all products

- By using different products, it helps me to ensure greater sustainability for the business by providing food, energy and the recycling of wastes.
- With these products, they made my family's economy better

2. Challenges

- To be vulnerable to looting if my family members are not around
- Often takes times when in need of help from family members
- Buying foddors from market are always expensive
- Blindness
- Limited capital



Permaculture

3. Solutions

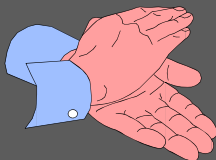
- It's quite important to have the presence of any family members around with me
- When I need help from family members, I have to plan and discuss with my family and set the date (ex. Repairing chicken house etc.)
- I try to use the waste product from cattle, pigs, chickens or other plants from bio-gas or mix with foddors bought from market
- I always use walking stick to poke edible trees around that I used as landmark or keep turning radio as my compass.
- I always borrow money from my SHG when I need capital to expand my business.



Permaculture



Thanks for your attention



www.cdmdcambodia.org

Inclusive communities - everyone matters



Indonesia: Breeding and Raising Catfish Fingerlings

by Mr. Rukijan, Farm Owner, Rukijan Fish and Livestock Farm

"RUKIJAN FISH AND LIVESTOCK FARM"
BANTUL DISTRICT YOGYAKARTA PROVINCE INDONESIA




1

BACKGROUND


My name Rukijan, I have a physical disability. Now I run family business. My main agribusiness is Catfish fingerlings.

Before I received training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL), my main income source was selling chicks and hens to a wholesaler at a local market and at night me and my wife produce coconut palm bags, which are sold at local markets. I am also raising chickens and ducks.



2


MY OTHER JOB



3

I CHOOSE TO START CATFISH FARMING

- ❖ There is opportunity to received training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL)
- ❖ I have a piece of land that allows it to run catfish farming
- ❖ I want to add my income



4

HOW I START CATFISH FARMING

1. I got a grant from CIQAL of US \$ 50 for working capital to purchase of seeds, feed and simple equipment, then I got additional loans from savings and loan groups of CIQAL US \$ 100 for additional working capital.
2. I set aside some of the profits that I got from selling chick and hens in the market to make a fish pond.
3. Partly the seeds that I got from CIQAL, I make it for the catfish parent and I also get the catfish parent from our instructors who are profesional in fish farming in Yogyakarta.
4. I start to run catfish farming especially on Catfish fingerlings

5

I DECIDE TO RAISE CATFISH FINGERLINGS INSTEAD OF FULL GROWN FISH

AT THE SAME TIME, IN 2 MONTHS, THE PROFIT THAT I GET FROM CATFISH FINGERLINGS IS BIGGER THAN FULL GROWN FISH

FROM CATFISH FINGERLINGS, I CAN GET PROFIT ABOUT 50%:
 This is because Of Catfish Fingerlings need lesser feed and selling price of catfish fingerlings are stable

FROM FULL GROWN FISH, I CAN GET PROFIT ABOUT 15%
 This is because full grown fish need more feed and there is untabilize of the full grown fish selling price

6

HOW AND WHERE I SELL THE CATFISH

- ❑ The buyers are the fish trader that I know at a local market where I usually sell chicks and hens .
- ❑ The buyer come to my house to buy my catfish

7

CHALLENGES:

THE KEY CHALLENGES TO STARTING MY CATFISH FARM

1. Limitations of production equipment that I have
2. Limitation of working capital
3. Technological knowledge on catfish farm still low (Technological knowledge about how to handle: disease, the changing of season, the changing of temperature, and how to make sure the parents of catfish are productive)
4. Difficulty in obtaining availability of silk worm (that is needed for baby fish in 10 days)
5. High prices of pellet (fish feed)

8

HOW I HANDLE THE CHALLENGES

1. I'm saving and try to get small loan from CIQAL saving & loan group to buy simple production equipment
2. I frequently make sharing experience with my colleague.
3. I use local material as:
 - ❖ To use salt to handle the disease like fungus
 - ❖ To use boiled as egg yolk, to supplement the feed to replace silk worms that are not always available
 - ❖ I give food to the parent of catfish with frogs and snails, to make the parent of catfish more productive

9

Lao PDR: Experience of Accessing Bank Loans by Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm


LAO PEOPLE'S DEMOCRATIC REPUBLIC
PEACE INDEPENDENCE DEMOCRACY UNITY PROSPERITY



LAO PDR

Company Profile

Laos Country Profile




Lao PDR is landlocked country, one of the poorest country in Asia and among the least developed countries of the planet.

1. Land Area: 236,800 sq. km;
2. Population: 6,993,767 (July 2010 est.);
3. Ethnic Groups: Lao 55%, Khmou 11%, Hmong 8%, other (over 100 minor ethnic groups) 26% (2005 census);
4. 17 provinces
5. 142 districts
6. Vientiane Capital
7. Currency Kip
8. Languages: Lao (official), French, English, and various ethnic languages
9. Exchange rate 1 USD/7,980 kip

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005


Laos Country Profile cont.



10. Religions: Buddhist 67%, Christian 1.5%, other and unspecified 31.5% (2005 census)
11. Literacy: 90.9% (2000 census);
12. Literacy: 73% (2005 est.);
13. Urbanization: 31% (2008);
14. Population Living Below National Poverty Line: 27.6% (2005);
15. Access to Improved Water Sources: 57% (2009);
15. Access to Improved Sanitation Facilities: 53% (2009)

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005


Laos Country Profile cont.



16. Only 21% of have access to formal financial service;
17. 33% depend on the informal or semi-formal financial service;
18. And 46% of population do not have no access to formal or semi-formal financial service

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005

Preliminary estimation from the population census 2005



- Total number of disable person 79,093, or 1.4% of the total population;
- Among of them "Arm/leg handicapped"
- Find more detail of Type of disability:

Type of disability	Count	Percentage
Arm/leg handicapped	30,049	39%
Deaf/mute	22,405	28%
Other	8,126	10%
Multiple handicapped	5,773	7%
Visually handicapped	12,740	16%

Preliminary estimation from the population census 2005

First armless pilot to join teams in Ethiopia this April



Handicap International will host Jessica Cox—the first Person without arms to obtain a pilot's License—in Ethiopia in April 2013

Introduction

- EMI at a glance
- Access to bank loan
- Challenges
- Solutions

EMI at a glance

Description	12/2010	12/2011	12/2012
Savings			
Account	4,709	7,191	10,596
Amount (Billion LAK)	5.7	11	19.2
Loans			
Active borrowers	2,942	3,571	3,997
Loan Outstanding (Billion LAK)	5.5	9.0	16.9
Financial			
Total Assets (Billion LAK)	8.2	14.0	23.0
Total Liabilities (Billion LAK)	7.0	12.0	20.9
Total Equity (Billion LAK)	1.2	2.0	2.1
(OSS)	120%	111%	112%

Access to bank loan

- **How did you get your first loan from EMI?**
 - Get information from existing clients of EMI
 - Direct contact with EMI's Account Officer(AO)
 - Show EMI creditability
And **willingness**
 - Set up a clear plan for using to IGA
 - Explain clear what I've been doing



Access to bank loan(cont.)

- **How have you managed to pay back the bank loan?**
 - Invest fund to the purposed business to generate daily income
 - Savings from small amount as EMI's Account Officer suggestion
 - Make daily record keeping
 - Follow up the repayment schedule



Challenges

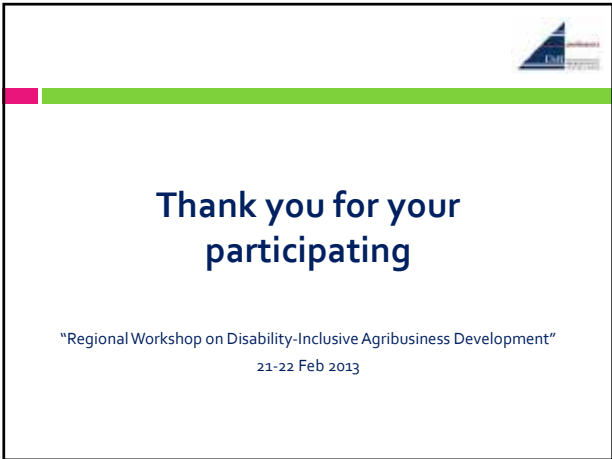
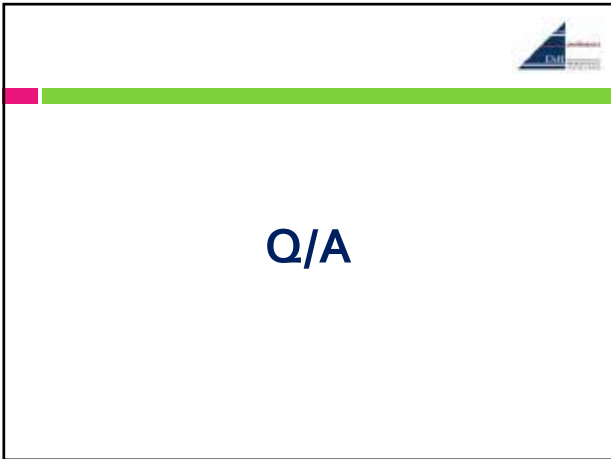
- **What are the challenges to successfully acquiring a bank loan?**
 - A shame because of family is poor
 - Physical Impairment
 - Health issue
 - Capability to pay back the loan
 - Collateral issue
 - others



Solutions

- **How did you handle the challenges?**
 - Respect to the bank's policies and procedures
 - Concentrate to the business
 - Self-rely
 - Believe





Discussion about Challenges and Solutions on Disability-Inclusive Agribusiness

Myanmar: Expanding the Egg Market by Mr. Than Oo, Farm Owner, Ko Than Oo Chicken Farm

**Disability-Inclusive Agribusiness
Myanmar**



Mr. Than Oo

My Self

Name Mr. Than Oo
Disability Accident
Age 42 years

Main Business
 ★ agricultural production
 ★ Livestock (chicken)




About My Chicken Firm

Why I choose my chicken firm?

- Before accident I have experience and knowledge about this..
- Really Interested and have confidence to do this business.


How I start the chicken firm?

- Opened a grocery shop and saved profits for this business.
- I bought buy one acre of land with Pomelo and Rambutan, and then expanded into betel leaf production.
- Savings from these products and egg-laying chickens.
- Base on my tacit knowledge I create barrier free chicken shelter and firm.

How I expend my eggs market?

- I provide door to door services fresh products to shops by my motor bike.

Prepare and go to eggs sales. (Photos)



challenges to starting the chicken farm

At the beginning time :

- My firm is very crowded with many wild plant.
- I can not invest large amount, so I can't hire charge for part time labor.
- I make my firm by my self.
- In rainy seasons I faced up huge difficulties for mobility, I had much take time for preparing.(for example: non disabled people can do within 5minutes, I have to do at least 30 minutes.
- To buy good quality betel sprout, I went to there and took 7hours by my old bicycle.
- Many people lookdown to me.





For my chicken firm :

- Firstly, based on my tacit knowledge I am thinking idea and discuss with carpenter for design chicken shelter..
- I can enter to my chicken shelter and feeding and cleaning the shelter by my wheel chair.
- Even though I create for wheelchair user, It is now very effective for hygiene and ventilation of chicken.



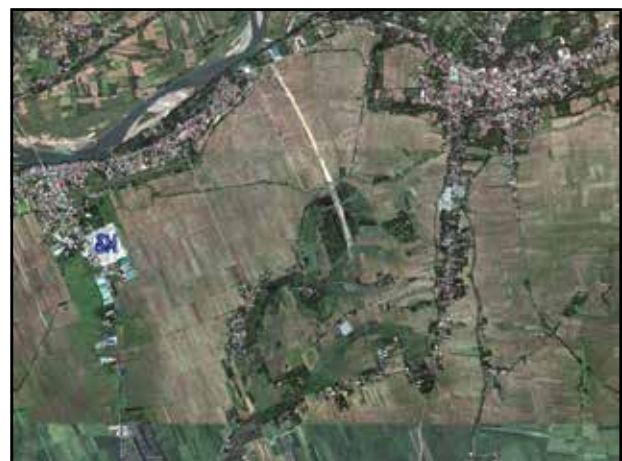
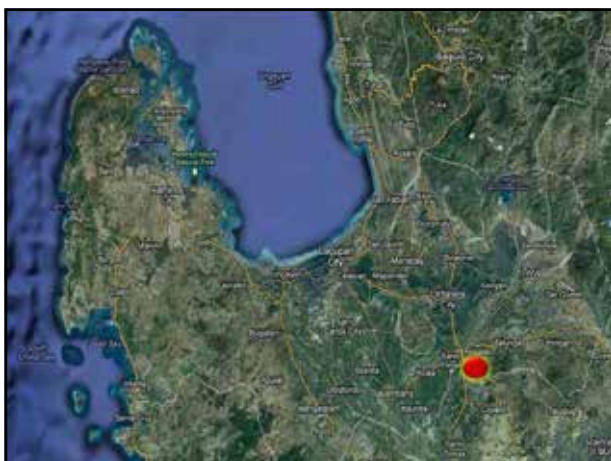
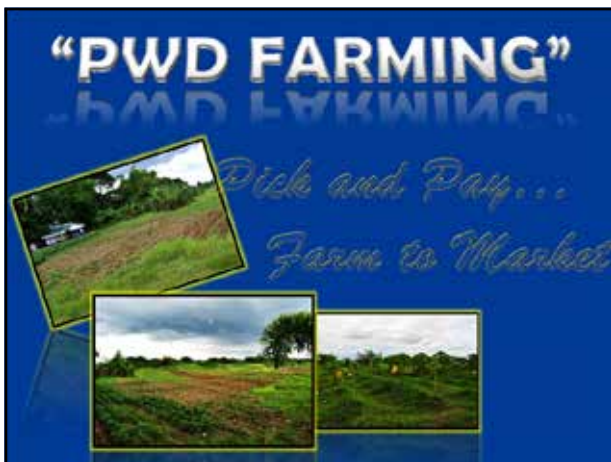

Solution of these challenges

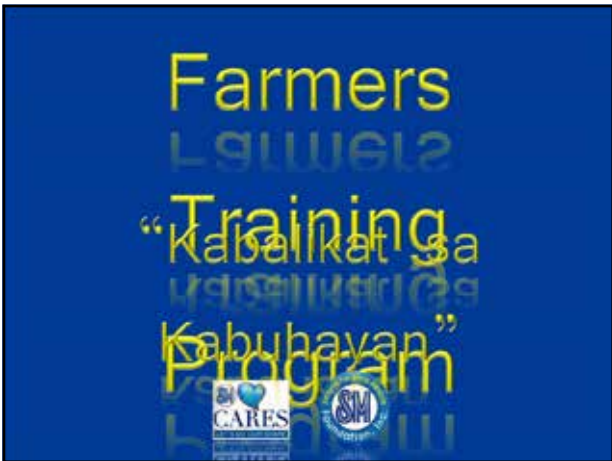
- I overcome many difficulties by my self.
- I changed my weakness to strength.
- In my business, base on my tacit knowledge I got many profits.
- After married, my wife also support and encourage to me.



Thank you for your attention

Philippines: Pick and Pay Garden
by Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay





Planning and Coordination...



Plant Preparations and Planting



Keeping the
Fruits Healthy...



Harvest Time...



These crops are produced from the farm managed by PWDs and their families




New Project Locations...







*Information Accessibility for
Participants with Hearing Impairment*

Thailand: Contract Farming
by Mr. Suk Pilasaen
Farm Owner, Suk Chicken Farm




BACKGROUND

- Introduction about myself
 - Worked for hire
 - Worked on some plantations
 - Collecting forest products
- Introduction about my chicken farm
 - Broiler chicken farm
 - 8,000 chicken
 - Production cycle 45-50 days
 - Started in 2001



WHY CHICKEN FARM?

- ✓ Possible to work at home
- ✓ Possible to handle farming by myself
- ✓ Possible to get support from family members
- ✓ Possible to get stable income



HOW DID I START THE CHICKEN FARM?

My friend introduced about Betagro chicken farm

↓

I contacted Betagro office in Lampang

↓


Betagro officer came for feasibility check

↓



HOW DID I GET THE INITIAL CAPITAL?

- Family saving
- Selling land (USD ≈20,000, ≈2.8 acres of land)
- Bank loan from Bank for Agriculture and Agricultural Cooperatives (State Enterprise) (USD ≈3,000, interest rate 14%/year)
- Credit from Betagro (USD ≈1,500)



WHAT IS THE BETAGRO CONTRACT FARMING?

- Price guarantee contract farming (High-risk, High-Return)
 - Initial investment by farmer
 - Technical support by Betagro
 - Price guarantee
- Criteria for contract farming
 - Initial capital
 - Capability
 - Availability of facilities
 - Support from family members



WHAT ARE THE KEY SUCCESSFUL FACTORS?

Key Success

- Return on investment: USD≈0.5 per chick (among top Betagro contract farmers)

Successful Factors

- Sanitary and temperature
- Technical support from Betagro



WHAT ARE THE KEY CHALLENGES IN BUSINESS CONTEXT?

Challenge:

To keep low chicken loss rate esp. during bird flu outbreak

Solution:

Technical support by Betagro



WHAT ARE THE KEY CHALLENGES IN DISABILITY CONTEXT?

Challenge:

- To handle all jobs by myself
- To carry heavy things with one hand

Solution:

- Hook to support
I can carry heavier things to increase productivity. (with material available in chicken farm)



Thailand: Contract Farming by Mr. Sanae Thoobhom Farm Owner, Sanae Chicken Farm



SANAE CHICKEN FARM

Background

- **Introduction about myself**
I tried to some crop plantations
but got damage by natural disaster.
- **Introduction about my farm**
In 2001: 10,000 egg chicken
In 2004: 20,000 egg chicken



Why chicken farm?

- Egg production cycle is long (\approx 14 months)
- Egg farming can be handled by myself
- Egg farming can generate a stable income



How did I start the chicken farm?



- My friend gave basic information about CP
- I went to CP office in Phetchabun
- CP officer came to inspect the potential

How did I get the initial capital?

- **Loan from Krungsriyuthaya Bank**
(a commercial bank)
US \$ \approx 30,000 with interest rate 7%/year and land as collateral)
- **Credit from CP**
US \$ \approx 40,000 for chick babies
- **Salary from CP**
US \$ \approx 770 per month



What is the contract farming with CP?

- **Price guarantee contract farming**
 - Land and chicken shelter are provided by farmer
 - Chicken, feed and technical support by CP
 - Price guarantee for eggs
- **Criteria for contract farming**
 - Isolated land with facilities e.g. electricity, water and road
 - Capital investment for chicken shelter and biosecurity
 - Ability to work



What are the key successful factors?

Key Achievements:

Ability to pay back loans

- 1st Loan: USD ≈30,000 within 3 rounds of production (42 months)
- 2nd Loan: USD ≈50,000 within 2 rounds of production (28 months)

Ability to expand business

- Egg production was double within 3 rounds of production (42 months)

Key Successful Factors

- Biosecurity and temperature control
- Automatic feeding system
- Technical support from CP



What are the key challenges in business context?

Challenge:

To keep high productivity and biosecurity standard

Solution:

Technical support from CP officer (about once per week)



What are the key challenges in disability context?

Challenge:

Carrying heavy things e.g. chicken feed with one arm

Solution:

- Support from staff to carry heavy things
- Automatic feeding system (USD ≈10,000)
- Automatic egg collecting system (USD ≈10,000, in the future)



Vietnam: Cooperative Management

by Mr. Nguyen Khac Quy

Cooperative Member, Phu Hoa Cooperative

COOPERATIVE MANAGEMENT IN VIETNAM

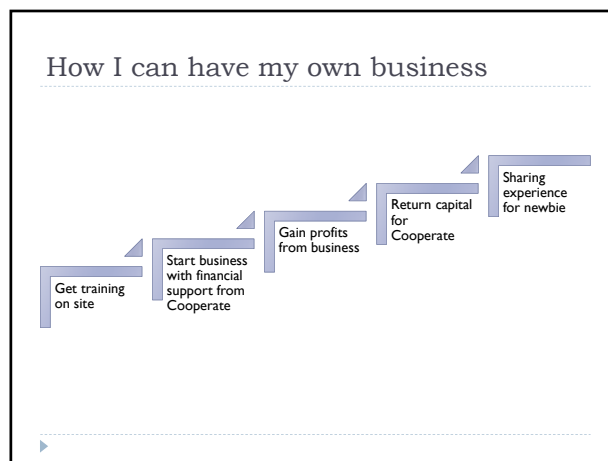
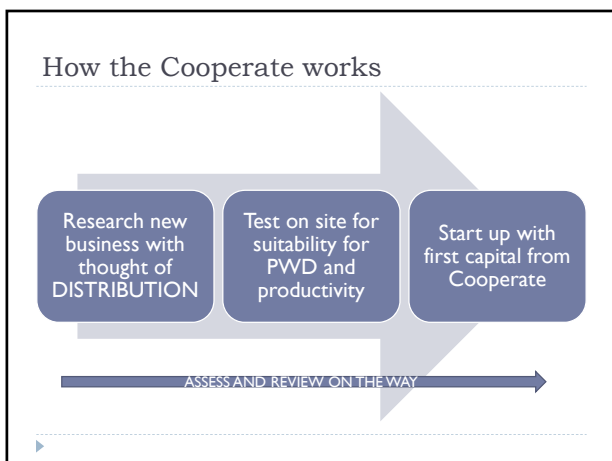
Presented by Mr Nguyen Khac Quy, a member of Cooperate

The only Cooperate in Vietnam for PWD

- ▶ Business in Cooperate: Sculpture art wood, beading, fix and renew bicycle, classify plastic bags and my business: breed pigeon



Classify plastic bags



Phu Hoa Cooperate management

- ▶ Engage people without disabilities and also PWD's family
- ▶ Share profits by % of how much member contribute in Charter Capital (amount of money register business for Government)
- ▶ Have meeting to decide solution for business losses
- ▶ Normally 8h/day with self-discipline observation
- ▶ Around 1USD per 1h

How Cooperate members connect

- ▶ One big annual meeting to report one year achievement with presence of government authorities
- ▶ Contact by phones
- ▶ Meet frequently when there is chance
- ▶ The management board often visit on site to catch up with any issues happen

What make Cooperate strong

- ▶ 1. Passion, "Can do" attitude
 - ▶ 2. Locate right people in right business
 - ▶ 3. Identify this is business, not any kind of charity
- ▶ One big advantage is Phu Hoa Cooperate under Government so the DISTRIBUTION step is ensure.

My pigeon farm



My pigeon farm



Combined business



What will help us

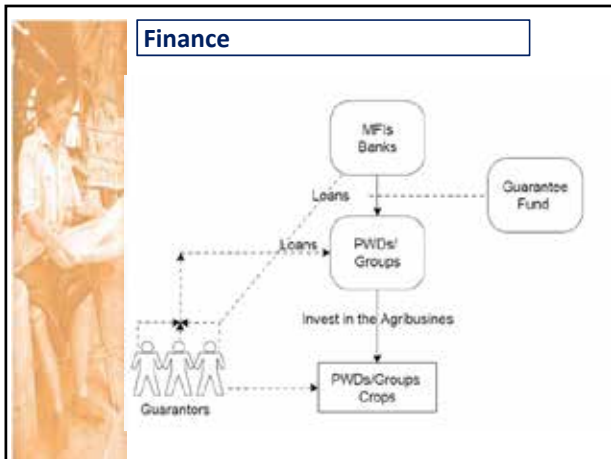
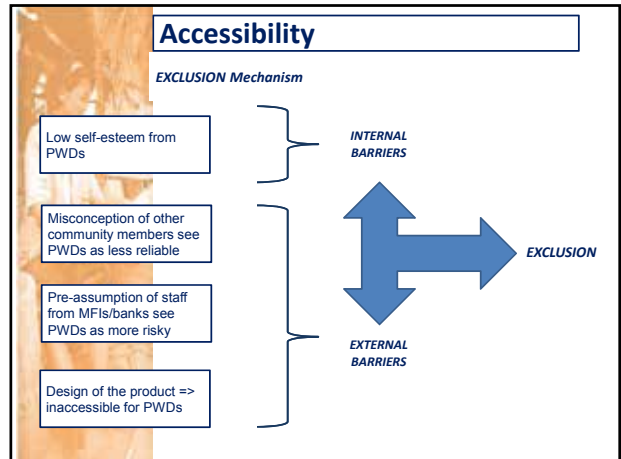
- ▶ Long term loans – up to 3 years or more
- ▶ A collective voice like Cooperate
- ▶ An effective and practical training on-site with step by step, but a training in house
- ▶ Capital to extend business so we can be more competitive



It is stable economic helps me to be confident!



Way Forward / Future Actions
by Mr. Chantha Mingboupha
 Deputy Director, Ekphatthana Microfinance Institution (Lao PDR)



Panel Discussion on Way Forward



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