



Food and Agriculture Organization
of the United Nations



Regional Training Workshop on “Planning and Implementing Contract Farming Operations”

Khon Kaen, Thailand, 23-26 November 2015

Background

Interest in contract farming as a mechanism to coordinate linkages between farmers and agribusiness firms has grown considerably in the recent past, in large part because of the international trends towards tighter alignment in agrifood supply chains. The Food and Agriculture Organization of the United Nations (FAO) has been responding to this growing demand for information and technical support on contract farming issues by means of actions that include the dissemination of knowledge through FAO's *Contract Farming Resource Center* (see www.fao.org/ag/ags/contract-farming), the development of publications on the conceptual, operational and legal aspects of contract farming (*UNIDROIT/FAO/IFAD Legal Guide on Contract Farming*: see www.fao.org/3/a-i4756e.pdf) and by providing direct technical assistance to member countries.

A further area of FAO work is the provision of capacity building opportunities for professionals with an interest in this area of work. In this respect, the FAO Regional Office for Asia and the Pacific (RAP) in collaboration with the Rural Infrastructure and Agro-industries Division (AGS) of FAO, Rome, and the Mekong Institute (MI) will be offering a *Training Workshop on Planning and Implementing Contract Farming Operations* in Kohn Kaen, Thailand from 23-26 November 2015.

The event has the purpose of building the capacity of government officials, development practitioners, professionals from the NGOs and the corporate sectors and others interested in issues related to facilitating market linkages through contract farming operations.

Trainer

The workshop will be facilitated by Carlos A. da Silva (Senior Agribusiness Economist, FAO, Rome) and Ralph Houtman (Agribusiness Officer, RAP). Guest speakers may be invited for participation in parts of the program, following agreement with the local organizing partners.

Participants

The intended audience is composed of officials from Ministries of Agriculture, Commerce, Industry and Trade, farm extension agents, NGO staff, development project personnel, development practitioners, agribusiness private sector representatives, farmer group production and marketing leaders and coordinators and others with interest or work responsibilities that include promoting or managing farmer to buyer linkages. These professionals do not need to have previous experience in contract farming issues, but may play future roles in promoting / facilitating farmer-buyer linkages that can be coordinated by contracts.

Funding and fees

No fees will be charged to FAO invited participants. FAO will fund the participation of selected professionals nominated from Asian countries. A limited number of self-funded participants can be accepted upon agreement by FAO and the Mekong Institute.

Venue and dates

The workshop will be conducted at the Mekong Institute, 123 Kon Kaen University, Mittraphap Road, Muang District, Khon Kaen 40002, Thailand from 23-26 November 2015. Participants are expected to arrive on 22 November and depart in the afternoon of 26 November 2015.

Applications

Application forms can be downloaded from the Mekong Institute and FAO RAP websites or requested by email from ra@mekonginstitute.org.

Tentative Program

Time	Topic	Speaker
DAY 1: 23 November 2015		
09:00 - 09:15	Opening Statements of FAO and MI	Houtman; MI
09:15 - 09:30	Overview of FAO's Work on Contract Farming	Da Silva
09:30 - 09:45	Participant Self Introductions	Group
09:45 - 10:00	Program presentation: structure, objectives, logistics, ground rules, etc.	MI
10:00 - 10:30	Coffee Break	
10:30 - 12:00	Contract Farming: Basic Concepts	Da Silva
12:00 - 13:30	Lunch	
13:30 - 15:30	Case Study 1	Houtman
15:30 - 16:00	Coffee Break	
16:00 - 17:00	Planning and setting up contracting operations	Da Silva
19:00	Welcome dinner	
DAY 2: 24 November 2015		
08:30 - 10:00	Case study 2 – Poultry contract farming in Brazil: lessons for successful CF planning and management	Da Silva
10:00 - 10:30	Coffee Break	
10:30 - 12:00	Considerations on legal aspects of contract design and enforcement	Da Silva
12:00 - 13:30	Lunch	
13:30 - 15:00	Case Studies – Contract Analysis	Group
15:30 - 16:00	Coffee Break	
16:00 - 17:00	Field visit briefing and guidance	Houtman; Da Silva; MI
DAY 3: 25 November 2015		
09:00 - 12:00	Field visit 1	
12:00 - 13:30	Lunch	
13:30 - 16:30	Field visit 2	
DAY 4: 26 November 2015		
08:30 - 09:00	Discussion of the field visits	Group
09:00 - 10:00	Case Study 3	Guest speaker (tbd)
10:00 - 10:30	Coffee Break	
10:30 - 11:30	Challenges and opportunities for the promotion of buyer – farmer linkages through contract farming in Southeast Asia	Group
11:30 - 12:00	Training evaluation	Group
12:00	Conclusion and closing	Da Silva