



Food and Agriculture Organization
of the United Nations



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

September 20-23, 2016
Khon Kaen, Thailand

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) and the Mekong Institute (MI) will be offering a *Training Workshop on Planning and Implementing Contract Farming Operations* in Khon Kaen, Thailand from September 20-23, 2016.

The event has the purpose of building the capacity of government officials, development practitioners, professionals from the NGO 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 Ralph Houtman (Marketing, Value Chain and Rural Finance Officer, RAP). Guest speakers may be invited for participation in parts of the program, following agreement with the local organizing partners.

Participants

The training workshop targets 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 an 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. A maximum of 20 participants will be accepted.

Funding and fees

FAO will fund the board, lodging and out-of-pocket of participants and the local costs of organization of the workshop and field visits in collaboration and co-funding from the Mekong Institute. Participants or their sponsors are expected to pay for their own cost of air travel up to Khon Kaen,

Thailand. Participants whose (lowest economy class) airfare exceeds USD650 may be partially reimbursed for the excess over USD650 up to a maximum reimbursement of USD500 per participant and based upon availability of funds as determined by FAO and the Mekong Institute.

Venue and dates

The workshop will be conducted at the Mekong Institute, 123 Khon Kaen University, Mittraphap Road, Muang District, Khon Kaen 40002, Thailand from 20-23 September 2016. Participants are expected to arrive on 19 September 2016 and depart in the afternoon of 23 September 2016 or in the morning of 24 September.

Applications

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

Deadline of application: September 2, 2016

Tentative Program

Time	Topic	Speaker
DAY 1: 20 September 2016		
08:30 - 08:45	Opening Statements of FAO and MI	Houtman; MI
08:45 – 09:00	Overview of FAO's Work on Contract Farming	Houtman
09:00 - 09:30	Participant Self Introductions	Group
09:30 - 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	Houtman
12:00 - 13:30	Lunch	
13:30 - 14:45	Case Study 1: Poultry contract farming in Brazil: lessons for successful CF planning and management	Houtman
14:45 – 15:00	Lessons learned from Case Study 1	Group
15:00 – 15:30	Coffee Break	
15:30 - 17:00	Planning and setting up contracting operations	Houtman
19:00	Welcome dinner	
DAY 2: 21 September 2016		
08:30 -10:00	Legal aspects of contract design and enforcement	Houtman
10:00 - 10:30	Coffee Break	
10:30 - 12:00	Field visit briefing and guidance	Houtman; MI
12:00 - 13:00	Lunch	
13:00 – 17:00	Field visit 1	MI
DAY 3: 22 September 2016		
08:00 - 13:00	Field visit 2	MI
13:00 – 14:00	Lunch	
14:00 – 14:30	Field visit evaluation and discussion	Houtman/Group
14:30 – 15:30	Case Study 2 (to be determined)	Houtman
15:30- 15:30	Coffee break	
15:30 – 16:00	Brief presentation of the 4 cases for contract analysis exercise	Houtman
16:00 – 17:00	Contract analysis: group exercises	Group
DAY 4: 23 September 2016		
08:30 - 09:00	Contract analysis: group presentations	Group
09:00 - 10:00	Case Study 3 (to be determined)	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 – 12:30	Conclusion and closing	Houtman
12:30	Lunch and departure	