



**USAID**  
FROM THE AMERICAN PEOPLE



# JOINT SEMINAR EVENT: FROM SMALLHOLDERS TO SHAREHOLDERS: OPTIMIZING PRIVATE SECTOR ENGAGEMENT FOR SMALLHOLDER IMPACT

---

WEBINAR CHAT TRANSCRIPT

OCTOBER 22, 2014

## PRESENTERS

Julie MacCartee (moderator), USAID Bureau for Food Security

Laura Cizmo (moderator), USAID Bureau for Food Security

W. Robert de Jongh, Feed the Future Partnering for Innovation

Louisa Parker, AGCO Corporation

Tom Carroll, Global Development Incubator

## WEBINAR CHAT TRANSCRIPT

**Emmanuel Dzisi:** Good morning. This is Emmanuel from Accra, will the seminar still come on today?

**USAID Agrilinks 2:** Good Morning Emmanuel!!

**USAID Agrilinks 2:** The seminar will begin at 9:30 am Eastern Standard Time

**louisa parker:**sounds great

**Mary Laku:**Mary Laku: South Sudan

**USAID Agrilinks 3:**Good Morning Mary!

**USAID Agrilinks 3:**I see we have about 10 other people online and ready to go! The seminar will begin shortly (in 22 minutes)

**USAID Agrilinks 3:**How is everyone today? We are hoping for a lively discussion on this morning's webinar chat feature

**Maria Hettel:**Super excited for the seminar!

**USAID Agrilinks 3:**Hi Maria Hettel, where are you joining us from?

**Luca Micciche:**Hi to all Luca Micciche' here joining from Aceh, Sumatra

**USAID Agrilinks 3:**Good evening Luca!

**Chariz Cariaga:**hi everyone! im Chariz from Philippines!

**USAID Agrilinks 3:**Hi Chariz!

**Sinead Mowlds:**Hi all, Sinead joining from DC here

**Richard Tinsley:**Dick Tinsley in Colorado good morning

**USAID Agrilinks 3:**Morning Dr. Tinsley!

**USAID Agrilinks 3:**Dr Tinsley, We spoke after the seeds seminar :D

**Richard Tinsley:**is this Jerod

**Kennedy Oulu:**Ken Oulu Joining from Tanzania. Good evening (it is evening here) all.

**USAID Agrilinks 3:**Indeed it is!

**USAID Agrilinks 3:**Evening Kennedy!

**Kennedy Oulu:**Good evening.

**USAID Agrilinks 3:**What organization are you with Kennedy?

**Jerry Brown:**Good morning! I'm Jerry Brown in DC

**LUCY BU:**Hi: I'm Lucy from Honduras.. ready

**Rodolfo Quiros:**Good morning, Rodolfo Quirós, Costa Rica

**USAID Agrilinks 3:**Buen dia!

**Rodolfo Quiros:**Buenos días

**Mark Adams:**Hi all, Mark Adams in Nairobi

**USAID Agrilinks 3:**So what brings people to today's webinar?

**Vinayak Uppal:**Good afternoon from the UK

**Richard Tinsley:**thre private sector, particularly the SME Family enterprises are the most effective means of assisting the smallholder producer

**Richard Tinsley:**Should be also consider the smallholder producers as a SME family enterprise?

**Cyd Hamilton:**Hello - This is Dr. Cyd Hamilton joining from Oak Ridge National Labs where I'm an ORISE Fellow and Visitinc Scientist. Very interested in this topic and glad to have to opportunity to join and learn.

**Zachary Baquet:**Zachary Baquet with USAID joining from DC

**Luca Micciche:**I'm working as WorldFish aquaculture consultant in Aceh province, supporting a cooperative of small-scale aquaculture farmers (shrimp) in implementing their business sustainably following BMPs toward international certification schemes

**Zachary Baquet:**Good Morning Everyone.

**Richard Tinsley:**What is the relationship between the producers and the support service provider is it symbiotic or preator/prey

**Zachary Baquet:**have multiple audio lines

**Zachary Baquet:**hearing the front

**John Nicholson:**Good day everyone, John Nicholson with USAID's global nutrition project, SPRING, joining from North Carolina, USA today

**Zachary Baquet:**yes

**Zachary Baquet:**I am hearing Julie and the front of the room

**Zachary Baquet:**Adam you are not clear

**Steven Londner:**Hello all. I'm a US-based consultant.

**USAID Agrilinks:**Hi John, nice to see you on here, long time no see in person!

**Hanneke Lam:**Good morning/afternoon, Hanneke Lam from the Natural Resources Institute in the UK

**Kennedy Oulu:**In-Depth Consulting Inc, Tanzania supporting PPP programmes and Private sector agricultural programs

**Leslie Gardiner:**Hi everyone. Joining you from Canadian Hunger Foundation (CHF) in Ottawa, Canada.

**Camilla Gomes da Silva:**Good morning all. Here is Camilla from Brazil!

**Derek Cameron:**Hello from Ottawa! I work with a co-operative development organization working on supply chains, co-op finance, sme co-ops etc.

**Steev Lynn:**Steev Lynn in Brattleboro, Vermont, USA

**Eric Bleich:**Good morning, Eric Bleich with the USAID Ukraine AgroInvest Project

**Regina Brown:**Hi CADRE Senegal

**USAID Agrilinks 3:**Hi Sounds like you

**USAID Agrilinks 3:**Sounds like you have come to the right presentation Derek!

**USAID Agrilinks:**Werlcome back Steev, and thanks for joining us Camila, Leslie, Kenney Derek and Eric!

**Luca Micciche:**Hi Derek may I ask the name of your organization?

**Derek Cameron:**Luca, I'm with the Canadian Co-operative Association

**Luca Micciche:**oh I see

**Luca Micciche:**Thanks Derek

**Mary Laku:**God morning everyone

**John Nicholson:**Good to be here, excited for today's presentation!

**Derek Cameron:**Luca, did you say you are working with shrimp co-ops in

**Timothy Nourse:**Hi all - Tim Nourse from Making Cents International here

**Brian Atkinson:**Hi Everyone - Brian Atkinson from Mercy Corps Colombia signing in

**Maria Hettel:**Joining from DC - wish I could have made it in person

**Luca Micciche:**exactly here in Aceh province

**Zachary Baquet:**Welcome Tim and Maria

**Luca Micciche:**Sumatra

**Judith Payne:**I'm Judy Payne, USAID's ICT Advisor for AG

**KDAD AV Tech:**We'll be getting underway in just a couple of minutes everyone

**KDAD AV Tech:**Thank you for your patience

**Casey Harrison:**Joining from WWF in DC

**Herman Nyamunga:**Herman joining from Philadelphia Global Enterprise Hub

**USAID Agrilinks:**Yes, this should be a good microlinks/agrilinks crossover event

**Dil Thavarajah:**Dil Thavarajah from Clemson University

**Derek Cameron:**Maybe we can connect later. we worked in aceh for anumber of years and might be doing some shrimp and seaweed work in Sulawesi

**USAID Agrilinks:ALL:** The slides are available in the file downloads pod to the left

**Soni Hueftle:**Hello. I am the Global Supply Chain Coordinator at iDE, and I look forward to this presentation!

**Carla Mejia:**Hi all, Carla currently in DC and soon moving to WFP Bangkok

**Jenna Diallo:**Jenna Diallo, Field Investment Officer in Sahel Regional Office, Dakar

**USAID Agrilinks:**And we will be recording this webinar

**Kristin Wilcox:**Joining from DC - Global Communities. Working with cooperatives in Mongolia, Rwanda and Uganda

**USAID Agrilinks:**All post-event resources will be sent to you in an email in about a week if you want to refer back to tem

**Paul Allertz:**I have no sound....

**Maria Hettel:**I seem to have lost audio

**USAID Agrilinks:**ther eis currently no one speaking

**Paul Allertz:**ok

**Cyd Hamilton:**can't hear anything suddently

**Alexis Geaneotes:**Joining from IFC in DC. Me as well, they may have muted it for the time being.

**George Kegode:**Joining from Maryville, MO

**Kennedy Oulu:**no sound my side too.

**Mary Laku:**I cannot hear anything too

**Tina Connor:**Hi all - joining from Arlington, VA with International Relief and Development

**Julie Biau:**I can hear now

**Zachary Baquet:**Welcome Alexis and George

**Maria Hettel:**Back for me.

**Kennedy Oulu:**Yes, sound is back

**Luca Micciche:**Sounds excellent Derek

**Maria Hettel:**\*audio back, I meant

**Julie Biau:**Joining from Brookings Institution, Washington DC

**Mary Laku:**I can hear now

**Elvis Heinrichs:**No audio.

**Steev Lynn:**`

**Karol Boudreaux :**Joining from the Cloudburst Group in DC

**Eva Kassara:**Hi all, Eva Kassara joining from Michigan State University

**Sarah Halfman:**joining from Mercy Corps

**Zachary Baquet:**Mari, your voice is muted

**Alison Rivett:**Alison Rivett: Joining from Self Help Africa in the UK

**Susanne E Jalbert:**Susanne E. Jalbert joining from Denver, CO

**Hugo Ramos:**Hugo Ramos: Good morning all, from Colombia

**Hans Muzoora:**Hi everyone,Hans Muzoora with Agridev solutions ,BostonMA here!!

**Susanne E Jalbert:**Sound comes and goes and site continually asks to be reloaded.

**Herman Nyamunga:**Audio is back again

**Paul Allertz:**Paul Allertz joining from Trias Uganda

**Rick Peyser:**Rick Peyser from Lutheran World Relief has joined. Good morning!

**Paula Korth:**hi, no audio ..

**Patricia Richter:**Patricia Richter, International Labour Organisation, Switzerland

**HENRY RWAMUGEMA:**Henry Rwamugema: good morning all, from INNOCONSULT GROUP LTD, Kigali, Rwanda

**USAID Agrilinks:**HI Paula, we are still settlign in to the room, the presentation has not started yet

**USAID Agrilinks:**As I was trying to say (although my mic isn't working), it is raining here in DC so we have a bit of a late arriving crowd

**John Friend-Pereira:**Good evening from Cambodia-John Friend-Pereira Head of Programmes VSO-Cambodia

**USAID Agrilinks:**ok everyone, we're going to get rolling! For those of you that are just joining us, please introduce yourself and let us know where you're joining from!

**Yvonne Chen:**Yvonne Chen/SNV joining from Jakarta, Indonesia

**shannon pritchard:**Shannon Pritchard joining from Toronto, from Networked Intelligence form Development

**Zachary Baquet:**Welcome Yvonne! Thank you for joiming

**Shirley Kore:**Shirley Erves Kore joining from Accra Ghana

**Zachary Baquet:**joining

**Zachary Baquet:**Hi Shirley

**Jeannie Harvey:**Jeannie Harvey, Gender Advisor from USAID

**Jamie Anderson:**Jamie Anderson here from CGAP's Financial Innovations for Smallholder Households team in Washington DC.

**Anina Tardif-Douglin:**joining from Abt Associates in Bethesda MD

**Ashley Burns-Hassebrook:**Good Morning all! Ashley Burns, ag-writer from Nebraska

**Zachary Baquet:**Hey Jeannie!

**USAID Agrilinks:**For those of you in the building, there are still some seats and breakfast here if you want to wander down

**Zachary Baquet:**Hi Anina!

**USAID Agrilinks:**Hey Anina!

**Anina Tardif-Douglin:**Hi Zachary and all!! :)

**Katie Hoerberling:**Hi everyone, Katie Hoerberling from UC Davis

**Alexis Geaneotes:**Is it possible to turn up the sound a bit so that we can better hear the speakers?

**Jen Peterson:**Hi everyone. I am Jen Peterson, from Tetra Tech/ARD in Burlington, VT

**Zachary Baquet:**Welcome Katie and Jen!

**USAID Agrilinks:**can everyone hear now?

**Brian Atkinson:**yes

**Kristin Wilcox:**sound is great

**Brian Atkinson:**nice and clear

**Moises Postigo:**sound is great

**john mitchell:**sound is fine

**HENRY RWAMUGEMA:**hi there, i have a problem of not getting all the spoken words, can you please adjust the speakers ?

**Willy Mulimbi:**Hi !

**Katie Garcia:**Katie Garcia from BFS here

**Mary Laku:**Yes, the sound is clear but breaking

**Willy Mulimbi:**I still have problem to hear you

**LUCY BU:**yes, perfect

**John Friend-Pereira:**sound much better

**Maria Hettel:**false

**andrew kang bartlett**:true, but they will say false

**Richard Tinsley**:false

**Zachary Baquet**:false

**KDAD AV Tech**:Thank you for those who raised their hands!

**Elvis Heinrichs**:No audio

**Brian Atkinson**:false

**Brian Atkinson**:can be both

**Alvaro Paz**:it depends...

**Richard Tinsley**:low volume low margins

**Steev Lynn**:Sound is seriously dropping out

**andrew kang bartlett**:depends

**Brian Atkinson**:depends on value chain and the model, what level in the chain

**andrew kang bartlett**:depends

**LUCY BU**:false

**Jeannie Harvey**:false

**Mary Laku**:false

**Shirley Kore**:false

**Richard Tinsley**:false

**Chariz Cariaga**:false

**andrew kang bartlett**:false

**Chariz Cariaga**:false

**Luca Micciche**:false

**Jen Peterson**:false!

**Richard Tinsley**:private sector is highly fragmented

**Jeannie Harvey**:false

**Shirley Kore**:false

**Nathan Kline**:false

**LUCY BU**:false

**Maria Hettel**:True

**Richard Tinsley**:do not as can not be enforced

**andrew kang bartlett**:false

**Jeannie Harvey:**false

**Brian Atkinson:**false

**Shirley Kore:**false

**LUCY BU:**false

**Richard Tinsley:**true

**andrew kang bartlett:**false

**Maria Hettel:**ooohh trick question?

**Luca Micciche:**true

**Nathan Kline:**depends.

**Richard Tinsley:**false for the development community but true for the smallholders

**Lidan Du:**true

**Shirley Kore:**false

**LUCY BU:**true

**USAID Agrilinks 3:**Sounds like we have some varying answers! lets discuss!

**Richard Tinsley:**false

**Brian Atkinson:**indeed

**andrew kang bartlett:**Profit is the primary motivation - perhaps not short term, but long term

**Richard Tinsley:**how about being administratively cumbersome with excessive overhead costs

**Alvaro Paz:**lending is only one way. impact investment and other modes of finances tend to work better with smallholders ventures

**Yuriy Nesterov:**andrew kang bartlett: Yes, profit is the primary motivation, but PR is a means to get profit.

**andrew kang bartlett:**Yuriy: Agreed

**Karol Boudreaux :**Will there be a link to the study?

**Susanne E Jalbert:**Where is the guide Tim mentioned?

**andrew kang bartlett:**You can download the report from this portal. Is was on the left...

**Susanne E Jalbert:**Link is not showing on my screen.

**Karol Boudreaux :**Nor on mine

**Susan Robertson:**Do we have to log out to see it?

**Nathan Kline:**Also available here.

<http://www.partneringforinnovation.org/smallholdersshareholders.aspx>

**Susanne E Jalbert:**Thx!

**Karol Boudreaux** :Thanks

**USAID Agrilinks 3**:sorry for some of the slide confusion folks!

**andrew kang bartlett**:No worries Aglinks 3

**USAID Agrilinks:ALL**: if you've got questions for Robert, please type them into the chatbox and we'll ask them at the end

**hannah ward**:Will it be possible to get a copy of the presentation slides, or a recording of it? Thanks!

**Presenter - Louisa Parker 2**:Hi, Its Louisa here. i seem to have lost my presenter status?

**USAID Agrilinks 3**:Fixed louisa!

**USAID Agrilinks:ALL**: The presentation slides and FTF PI report are on the left

**USAID Agrilinks:A** recording of this webinar will be made available within a week

**Danielle Ciribassi**:Thanks, great

**Richard Tinsley**:what are the sustainable overhead cost for this aggregation

**Jozimo Rocha**:Hi this is Jozimo Santos Rocha here with ADRA International and I wonder if you will make the guideleine the presneter mentioned available for download. thanks

**Susanne E Jalbert**:Tim, is a case study available for the MCX/Indian Post arrangement?

**USAID Agrilinks**:Hi Jozimo, it is aailable to the left

**USAID Agrilinks**:in the file downloads pod

**Jozimo Rocha**:Just saw that, thanks!

**Alexis Geaneotes**:? Can he expand on his point on “effective customer segmentation”? How does he think of segmenting (eg crop, productivity, behavioral) and how is that applied in thinking of customized approaches?

**Veronica Letelier**:false

**Mary Laku**:aleix, you ask a question that i wanted to ask too!

**USAID Agrilinks**:HI Veronica, want to expand on your comment?

**Michael Gavin**:very good presentation

**Jen Peterson**:Nice job- thanks Robert!

**Alvaro Paz**:good presentation!

**Brian Atkinson**:very clear - thanks!

**Chariz Cariaga**:Very Nice!

**Camilla Gomes da Silva 2**:Would will be able to download after the audio record? I am having a poor conection here.

**Chariz Cariaga**:Just fix the Slides please..thanks

**Mary Laku:**It is a nice presentaion, unfortunately the time diffrence would not allow me to continue as we are closing shortly.

**Kennedy Oulu:**Lovely presentation but some questions on actually testing these models with farmers i need to ask later.

**USAID Agrilinks 3:**Hi Camilla, the recording will be available within a week after the event!

**Camilla Gomes da Silva 2:**ok, thanks!

**USAID Agrilinks 3:**Hi Kennedy, feel free to ask on here!

**Mary Laku:**I willl be following it from the recorded version, though it was good participate online.

**USAID Agrilinks:**Thanks for JOining us Mary! We will send the recording in about a week

**Mary Laku:**Thank you, will be looking forward to it.

**Willy Mulimbi:**I'm so sorry I couldn't hear the presentation. How should i access to the recording when it will be ready?

**USAID Agrilinks:**Willy: we will send an email out with the recording to everyone who registered for the event

**Jeannie Harvey:**What are they defining as "small holder" I haven't heard it defined yet.

**Kennedy Oulu:**How does the private sector balance the profit approach with small holder benefit in absence of alternative financing.

**Jerry Brown:**Great question. Small holder is not a one type fits all category

**Jozimo Rocha:**I agree that “Getting the business model right is essential”. But the question that I have is to what extent Donor projects should take a role on closing the gap so Smallholders are more business oriented? Should we just leave it to the private sector (buyers, input dealers, etc.) to help them?

**USAID Agrilinks:**ALL: If you ask a question, please remmeber to state your organization and location

**Richard Tinsley:**How mcuh should you finance farmers vs. how much you should finace the support services providers so they can better assist the farmers?

**Willy Mulimbi:**Willy, Catholic Relief Services, DRCono (Bukavu)

**Richard Tinsley:**example would be the need to get private tractors available to farmers to expedite the crop establishment and allow farmers to better comply with recommendations. thus the need for finance to purchase tractors than a second level of finance to allow them to provide the service on credit with repayment in-kind at the end of the season

**Chariz Cariaga:**What is Smallholder finance?

**Steev Lynn:**Since farmers' ability to afford financial services is directly related to their markets, can you speak about tying financial service provision to market outlets?

**Ann Oden:**Hello This is Ann Oden Oden, Country Director, Nigeria at PYXERA Global

**Zachary Baquet:**Feed the Future definition of smallholder = While country-specific definitions may vary, the Feed the Future definition of a smallholder producer is one that holds 5 hectares or less of arable land or equivalent units of livestock

**USAID Agrilinks:**thank you Zachary!

**Zachary Baquet:**Equivalent units of livestock: Cattle: 10 beef cows, Dairy: two milking cows, Sheep and Goats: five adult ewes/does, Camel Meat and Milk: five camel cows, Pigs: two adult sows, Chickens: 20 layers and 50 broilers

**Chariz Cariaga:**Thanks Zachary

**Jeannie Harvey:**Thanks Zachary.

**Mominul Haque:**This is Mominul Haque, Innovision consulting, Bangladesh

**USAID Agrilinks:**welcome Ann and Mominul

**Mominul Haque:**How a project can ensure access to finance though financial institute are willing to work with poor or landless farmers

**Chariz Cariaga:**Sorry Im from PUNLA Sa Tao Foundation, Philippines. What are the Models for Building the Capacity of Smallholders?

**Yuriy Nesterov:**Zachary: Please provide source of info on "Equivalent units of livestock". Thanks.

**LILIANA GIL:**Audio is choppy.

**Zachary Baquet:**Hi Yuriy

**Paul Allertz:**No audio anymore

**Zachary Baquet:**it is in the Feed the Future Indicator Handbook p. 9  
[http://feedthefuture.gov/sites/default/files/resource/files/ftf\\_handbook\\_indicators\\_oct2014.pdf](http://feedthefuture.gov/sites/default/files/resource/files/ftf_handbook_indicators_oct2014.pdf)

**Yuriy Nesterov:**Thank you!

**Cyd Hamilton:**lost sound though have visuals?

**Jenna Diallo:** Audio is choppy

**Dil Thavarajah 2:**No Sounds

**KDAD AV Tech:**FYI all, Louisa is presenting remotely and there have been some connectivity issues

**KDAD AV Tech:**Please make sure you're \*not\* using the Google Chrome browser

**KDAD AV Tech:**Thank you for your patience.

**Richard Tinsley:**please review the webpage mentioned below as a means of getting tractors to smallholder communities: <http://lamar.colostate.edu/~rtinsley/UsedTractors.htm>

**Yuriy Nesterov:**It works fine for me with the Google Chrome. Sound is OK.

**Richard Tinsley:**becareful with using farmer organizations for mechanization this was fully discredited some 40 yeara ago, and the equipment is surveyd off line with only 30% of the operation hours.

**Cyd Hamilton:**usin Safari - no sound

**Jeannie Harvey:**lost sound

**Philip de Leon:**Lost sound?

**LUCY BU:**we lost audio

**Chariz Cariaga:**me too

**Honorata Sulila:**Lost audio

**Jozimo Rocha:**yeap same here

**Richard Tinsley:**Mechanization needs individual private owner/operator to be effective and sustainable

**USAID Agrilinks:**Laura Cizmo is now speaking

**Carmen Alvarado:**lost Osuna

**Oscar Loza:**lost audio too

**Ann Oden:**lost audio

**Yuriy Nesterov:**Now I lost sound too.

**Kristin Wilcox:**sound is very low

**Alekhine Veloso:**nost the audio

**Judith Payne:**no sound

**roxanne degraaf:**Louisa, I'd be interested in your Zambia point-person contact for the Future Farms

**Frances Coyle:**no sound

**Diana McLean:**I too have no audio

**Cyd Hamilton:**anyone can summarize what's being said - much appreciated

**Frances Coyle:**sound back

**Iván Rodríguez :**ok

**Ann Oden:**it is back up now and audio is fine

**Yuriy Nesterov:**sound is back.

**Liz Diebold:**Thanks for introducing the Investment Support Program, Laura!

**Cyd Hamilton:**no audio still

**Chariz Cariaga:**Audio is back

**Maria Hettel:**Change of speaker?

**Richard Tinsley:**The access to mechanization is actually the most urgent need as it address the operational limits of farmers which is usually overlooked by the development community

**Liz Diebold:**Anyone interested can contact me and Daniella Maor at ediebold@usaid.gov and dmaor@usaid.gov

**Philip de Leon:**not same speaker

**Kennedy Oulu:**Any plans of targeting Tanzania...or do you have specific projects you already work with in Tanzania {Ken Oulu -In-Depth Consulting Inv}

**USAID Agrilinks:**yes, Laura Cizmo of USAID is now speaking

**Zachary Baquet:**Read about digital finance for smallholders by CGAP  
<http://www.cgap.org/blog/series/digital-finance-smallholder-farmers>

**Sara Studer:**confusing...agco slides are still up...

**Maria Hettel:**Oh too bad if Luisa's connection was lost!

**Jamie Anderson:**Thanks for the shout out on CGAP's work, Zachary! More information about CGAP's work on financial innovation for smallholder households can be found here:  
<http://www.cgap.org/topics/financial-innovation-smallholder-families>

**Cyd Hamilton:**Any one explain what the new tech is in the tractors AGCO presented?

**Jamie Anderson:**CGAP Global Segmentation of Smallholder Households is here:  
<http://www.cgap.org/publications/segmentation-smallholder-households>

**HENRY RWAMUGEMA:**AGCO can you please be in touch with me for Rwanda opportunities for your products :hrwamugema@gmail.com

**Presenter -Louisa Parker:**Roxanne, i would be your point person for Zambia. i manage our partnerships for Zambia!

**Presenter -Louisa Parker:**Richard, any work we do with farmers organisations is always following a detailed scoping on their capacity and viability. i agree that the quality of farmers organisations varies significantly

**Steev Lynn:**Question for AGCO: Do you have lease-purchase schemes whereby you sell on credit with a downpayment and annual installments?

**Presenter -Louisa Parker:**Sure Henry. i will contact you shortly

**Richard Tinsley:**Louisa please review the webpage i referenced and get back to me if you have time. I think you in UK are better able to follow up as you have the MF tractors

**HENRY RWAMUGEMA:**Thanks Louisa looking forward for your message !

**Presenter -Louisa Parker:**Cyd, sadly i am not a tech person but the whole tractor has been redesigned bottom up. New mechanical transmission, transaxle assemblies, PTO drivelines and hydraulics.

**Presenter -Louisa Parker:**Plus more ergonomic cab and driver arrangement

**Hans Muzoora:**How can we get smallholder farmers take advantage of climate finance?

**Richard Tinsley:**smallholder communities really need simple tractors for easy of maintenance, they will mostly be used for land preparation and transport and don't need massive drives, etc

**USAID Agrilinks:**Hans - did that answer your question? Or do you want to ask for additional info?

**Presenter -Louisa Parker:**Steev, we offer such a service in Europe through AGCO finance but we dont currently have this in Africa (at this point in time). Developping a suitable financial product is one of our top priorities at the moment

**Steev Lynn:**Louisa - I mention lease-purchase because I've seen it working in Senegal with tractors

**Hans Muzoora:**Yes it partly does.Willbe sending an email with further questions for clarification

**Susanne E Jalbert:**Please repeat questions - audio is sketchy.

**Eva Kassara:**How do these models involve women? And especially AGCO taking into consideration women are the main contributors in ariculture production in Africa?

**USAID Agrilinks:**Steev is he interpreting your question correctly?

**Steev Lynn:**Yes, that's exactly what I was getting at - linking credit with buyer commitments

**USAID Agrilinks:**ok perfect

**Jeannie Harvey:**USAID has made a strong commitment to addressing the needs and special isuses faced by women famrers. Do these models make any effort to specifcally address the needs of women farmers, including thei special constriants faced by some women farmers? (Jeannie Harvey, Gender Advisor, USAID)

**Presenter -Louisa Parker:**Hi Eva, all of our projects consider the participation of women. in Bags2Bulk many of the traders we are dealing with are female.

**USAID Agrilinks:**All: I am pulling up some polls. we've still got about 15 minutes left for Q&A, but please take a moment to answer them before you leave!

**Richard Tinsley:**Any effort at drudgery relief will have substantial enefit to the entrie smallholder community in

**Presenter -Louisa Parker:**Re mechanisation, we are training women to be both operators and trainers within their communities. We are pround to have trained the first female combine harvester operator in Zambia!

**Richard Tinsley:**including women as spouces or indvidual

**Yuriy Nesterov:Presenter -Louisa Parker:** "Steev, we offer such a service in Europe through AGCO finance". Do you offer this service in Ukraine?

**Presenter -Louisa Parker:**Yuriy, drop me your contact details and i will check this for you as outside of my market

**Yuriy Nesterov:**YNesterov@gmail.com

**Kennedy Oulu:**I am interested in models that integrate youth and women for sustainable commercialization. Any examples/

**HENRY RWAMUGEMA:**I'm intersted to see the "localization strategy' that can really enhance strongpartnership /sucess in tech. distribution to smallholder farmers.

**Presenter -Louisa Parker:**We ahve a partnership with 4H Zambia, we currently target very young with enterprise gardens and as they reach young adults we focus on mechaisation training.

**Richard Tinsley:**general reference for many issues concerning smallholder please visit [www.smallholderagriculture.com](http://www.smallholderagriculture.com)

**David Olscamp (@OverseasImpact):**If anyone needs to secure DFI financing (\$500,000 to \$400 million) for your agriculture projects, please contact us: <http://overseasimpact.com/>

**USAID Agrilinks:**Any additional questions for our presenters today?

**Eva Kassara:**Louisa, do you involve local mechanization companies as sustainability measure of your work? Are you going to be there - in Zambia or where ever you are for a long time?

**Presenter -Louisa Parker:**Eva, we are represented in most territories by our local distributors who have very good local networks and contacts. Many of our distributors have been working with us upwards of 10 years, some as long as 25 years -with the MF franchise

**USAID Agrilinks:ALL:** We'll leave the room open for some more time in case you want to keep networking with your peers

**John Friend-Pereira:**when will the presentation be sent out?

**Brian Atkinson:**thanks all

**Jeannie Harvey:**Thanks! Excellent presentations.

**USAID Agrilinks:**expect an email with a recording of this webinar and a few additional resources within a week

**Yuriy Nesterov:**Thanks!

**Iván Rodríguez :**Thanks for sharing this important info.

**Nathan Kline:**Excellent job. Thanks to speakers, and thanks Agrilinks!

**Eva Kassara:**Thanks.

**HENRY RWAMUGEMA:**Thanks very much for useful presentation esp AGCO

**Jerry Brown:**Good information share and really great questions too. Thanks

**Presenter -Louisa Parker:**Eva, as the manufacturer though, we are keen to also have direct connections with the market. its our responsibility also to tackle some of the top-level issues (including policy and enabling environment) to improve how our distributors can best serve their local customers. Hence why we are investing and take a direct interest in specific projects in certain countries. we can then disseminate this knowledge to our Africa wide distribution where relevant

**John Friend-Pereira:**super thank you very interesting for development of programme and projects that we are working on great to see ideas and best practice been shared

**Josue Cesar:**Good job for this presentation

**Kennedy Oulu:**Thanks for the loads of information shared through the presentations.

**Presenter -Louisa Parker:**Thanks all and apologies for the tech-issues from my end.

**Josue Cesar:**This webinar will us improving the way we use to work with farmers in Haiti

**HENRY RWAMUGEMA:**is it possible to have the whole presentation being distributed to the attendees?

**USAID Agrilinks 3:**Hi Henry, there will be a post-event email and the resources will be posted to the event page on Agrilinks within a week's time

**HENRY RWAMUGEMA:**On thanks, that is great , looking forward on it !

**KDAD AV Tech:**We leave the room open for about another ten minutes so you can catch up with your colleagues and exchange resources

**KDAD AV Tech:**Thanks for joining us!

**Chariz Cariaga:**Thanks a Lot!

**ANASTASIA MBATIA:**look forward to the presentations in the events page

**Chariz Cariaga:**We are looking forward for more fruitful events. Mabuhay!

**Luca Micciche:**Der All for whom wants to share experiences on smallholder cooperatives startup here my contact: [l.micciche@worldfishcenter.org](mailto:l.micciche@worldfishcenter.org)

**USAID Agrilinks 3:**great Luca, are you referring to smallholder cooperatives in fisheries?

**Luca Micciche:**yes I'm working with aquaculture farmers essentially

**Luca Micciche:**but the business model could be assimilated to others realities

**KDAD AV Tech:**We're closing the room now but thanks again for joining us. See you next time online!

**ANASTASIA MBATIA:**anyone with Louisa email pls