



SPECIAL
EVENT

AG SECTOR
COUNCIL

REALIZING RURAL RESILIENCE AND INCLUSIVE GROWTH BY REDUCING RISK: IS AGRICULTURAL INSURANCE THE KEY?

WEBINAR CHAT TRANSCRIPT

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USAID
FROM THE AMERICAN PEOPLE

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WEBINAR CHAT FACILITATOR

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WEBINAR CHAT TRANSCRIPT

Magdaleno Bargamento: Hi everyone!

USAID Microlinks: Hello everyone. Welcome to today's event. We'll get started in about 90 minutes around 9am EDT.

USAID Microlinks: Please feel free to chat while we continue with our tech tests.

USAID Microlinks: If the room closes for any reason, please know that this is related to our testing process. We ask that you try logging back in and apologize for any inconvenience

USAID Microlinks: Welcome, everyone!

USAID Microlinks: Please introduce yourself by saying your name, organization, and where you're joining us from.

Frederic Johnston: Fred Johnston, USDA/FAS Washington DC.

Irina Ignatieva: Irina Ignatieva, microfinance and markets adviser, Concern Worldwide, Ireland.

Saskia Kuhn: Saskia Kuhn, GIZ, Frankfurt, Germany.

Liliana Murcia: Andrea Murcia, World Bank, Washington DC.

Chris Pain: Hi, I'm Chris Pain, responsible for technical support in Concern Worldwide's programmes.

Jose Cisneros: Jose Cisneros, NC State University, Raleigh, NC.

Henry Rwamugema: Henry Rwamugema, coming from INNOCONSULT Ltd, Kigali, Rwanda.

Kat Hughes: Kat Hughes, Programme Officer, CARE International, London.

Christen Malaidza: Hello this is Christen, joining you from Malawi.

Chiara Ambrosino: Chiara Ambrosino, iDE UK, London.

Michael Behan: Mike Behan, Root Capital, Boston, MA.

Daniel Mouen Makoua: Daniel Mouen Makoua, Bwamanga. Running community farming programmes in Bauchi, Borno and Gombe, North East Nigeria.

Lee Smith: Lee Smith, BlackBridge LLC. Boulder, Colorado USA.

Fabio Bedini (WFP): Hi I am Fabio Bedini, R4 coordinator with WFP.

Bismark Yeboah: Bismark Yeboah, GIZ-MOAP, Accra Ghana.

Dan Zook: Dan Zook, Initiative for Smallholder Finance, New York.

David S Wilkie: David Wilkie Livelihoods Program, Wildlife Conservation Society.

Elizabeth Dunn: Hi, everyone. Elizabeth Dunn of Impact LLC, leading M&E research agenda for USAID's LEO Project.

Mark Ireland: Mark Ireland. I'm Head of Region - East Africa for Self Help Africa working with country programmes in Kenya, Uganda, Ethiopia & Tanzania. Based in UK/Ireland

Elettra Legovini: Elettra Legovini, Innovations for Poverty Action, Tamale Ghana.

Jonathan Lashley: Jonathan Lashley, Fellow, Sir Arthur Lewis Institute of Social and Economic Studies, University of the West Indies, Barbados.

Patrick Koomson: Patrick Koomson, CDC Consult, Ghana.

David Miller: Hi David Miller, Climate Change Advisor, ACDI/VOCA.

Kristal Jones: Kristal Jones, Socio-Environmental Synthesis Center, University of Maryland.

Deborah Foti: Deborah Foti, Hiinga Uganda Microfinance from Kampala.

Montserrat Acosta: Montserrat Acosta, USAID Dominican Republic.

Lang Hoyt: Lang Hoyt, Business Development, Fintrac.

Pascal Debons: Pascal Debons, DRM and resilience technical advisor, Action Against Hunger.

Ben Jaques: Hi! I'm Ben Jaques-Leslie, J-PAL, MIT from Cambridge, Mass, USA.

Tasmin Mulder: Hello! Tasmin Mulder, Genesis Analytics, South Africa (JHB).

Eric Carlberg: Eric Carlberg, Agriculture Advisor on the TOPS Program; Mercy Corps.

Sam Lampert: Sam Lampert, Dalberg Global Development Advisors, Geneva.

Damien Fontaine: Damien Fontaine, WFP, Rome.

Maribel Arce: Maribel Arce, Boulder Institute of Microfinance, USA.

Joshua Ariga: Joshua Ariga, IFDC, Muscle Shoals, Alabama.

Zoltan Tiba: Hi, Zoltan Tiba from Oxford Policy Management, UK.

Ted Macharia: Ted Macharia Investment Analyst D Capital London.

James Theuri: James Theuri, University of Illinois Extension, Bourbonnais, Illinois.

Pierre Casal: Pierre Casal, Grameen Crédit Agricole Foundation, Paris, France.

Richard Tinsley: Dick Tinsley, Colorado State University.

Lena Weingärtner: Lena Weingärtner, University of Amsterdam in the Netherlands.

Edgar Guardia: Edgar Guardia, Executive Director of Fundacion Valles, Bolivia.

Thomas Buck: Hi there. Thomas Buck from SSG Advisors in Burlington, VT, USA

Claudia Piacenza: Hi everyone.

Mary McVay: Mary Pat McVay, Opportunity International - US Research and Knowledge Manager.

Michael Doherty: Hi everybody -- Mike Doherty from Illinois Farm Bureau.

Meghan Madden: Meghan Madden, Rainforest Alliance in Washington.

Ahna Gudmunds: Ahna Gudmunds, Purchase for Progress (P4P), WFP, Rome.

Maartje Pronk: Maartje Pronk, Cordaid, the Netherlands.

Brian Bacon: Brian Bacon, USAID.

Caroline Averch: Caroline Averch - FHI 360.

Benjamin Witkop: Robbie Witkop, Root Capital.

Massimo Pera: Hello everybody. Massimo Pera, Agribusiness Investment Economist, FAO.

Buck Bradshaw: Buck Bradshaw, World Vision

W Kent Edwards: Kent Edwards - Royal Oak, MD, USA representing NutrAfrica.

Richard Tinsley: For those interested please visit the recently relocated www.smallholderagriculture.com website. It has been moved to the College of Agricultural Sciences website.

Claudia Piacenza: Hi, Claudia Piacenza, DFID Kenya.

Will Sander: Will Sander, AAAS S&T Policy Fellow at US EPA.

Michelle Wieland: Michelle Wieland, Wildlife Conservation Society, Kinshasa DRC.

Angie Murillo: Good Morning everyone, Angie Murillo from USAID Honduras

Lisa Sherk: Lisa Sherk, BlueOrchard Finance.

Gloria Almeyda: Gloria Almeyda, Center for Intercultural Education & Development-Georgetown University.

Rebecca Paguio: Rebecca Paguio, Grameen Foundation, Manila, Philippines.

Richard Tinsley: Thanks for the musical background it lets us know the audio is working.

KDAD AV Tech: My pleasure Richard!

Arianna Miller: I'm unable to see what's written in the chat box.

Katia Villanueva: Katia Villanueva, USAID Peru.

Revathi Balakrishnan: Revathi Balakrishnan, Learning Well International Inc.

Gigi Gatti: Gigi Gatti, Grameen Foundation, Manila.

Richard Shumann: Richard Shumann from Global Communities in Silver Spring.

Abdourahmane Ndiaye: Hello everyone, Abdourahmane Ndiaye from USAID/Senegal/Sahel regional Office.

Andrew Doty: Andrew Doty from Village Enterprise.

Claudia Piacenza: Can anybody say how to mute myself?

Micheal Yemane: Micheal Yemane- Action Against Hunger, New York.

Davide Castellani: Good afternoon everyone, UMM and University of Bergamo.

Cristiano Rossignoli: Cristiano Rossignoli, University of Pisa, Italy.

Kristal Jones: Thanks for the tech support!

USAID Microlinks: Everyone- you should be hearing Julie MacCartee speaking now. Feel free to let us know if you can't in this chat pod.

Bismark Yeboah: I can't hear. My audio is off.

Dieter Fischer: Hello. Dieter Fischer from the IFC, working on smallholder supply chains.

USAID Microlinks: Hi there! Great to have you with us today.

Michelle Wieland: Having problems in DRC--may be general internet problem here.

Elettra Legovini: "Farmers cannot afford it" – how much was the avg premium (USD equivalent)? And what was driving up the cost of the expensive models you saw?

Iddo Dror: Iddo Dror, International Livestock Research Institute (ILRI), Nairobi, Kenya.

Fabio Bedini (WFP): Premiums range between 10 and 20 USD normally.

Richard Tinsley: When you mention food needs what is the caloric base, 2000 kcal equal basic metabolism but no work energy or 4000 kcal needed for a full day of work.

USAID Microlinks: Thank you Richard. We'll save that question for the Q&A

Richard Tinsley: Visit the www.smallholderagriculture.com website for details on dietary energy balance it's not a pretty picture.

ROD Dubitsky: Rod Dubitsky from BRAC USA.

USAID Microlinks: Hi Rod! Great to have you joining us today!

Azzurra Massimino: Hi! Azzurra Massimino from WFP.

Sally Walkerman: Sally Walkerman, Aga Khan Foundation, Dar es Salaam.

Roxanne Addink de Graaf: Roxanne de Graaf, Partners Worldwide.

Monty Lynn: Monty Lynn, Abilene Christian University (Texas, US).

Claudia Piacenza: Question: how does R4 links with Index Based Livestock Insurance?

David Olatilo: Hello Everyone, I just came on.

USAID Microlinks: Azzurra great to have you with us! As well as Sally, Roxanne, and Monty.

Jeffrey Hayward: A little late, but very interested in the presentation so far.

Sally Walkerman: Will the slides be available after the session?

Fabio Bedini (WFP): Hi Claudia, in Ethiopia we are trying to develop a livestock insurance system adapted on IBLI.

Claudia Piacenza: Thanks Fabio, I'd like to know more, maybe offline.

Fabio Bedini (WFP): Yes, with pleasure.

USAID Microlinks: Yes, we'll post the slides and other post-event products here: <https://www.microlinks.org/library/realizing-rural-resilience-and-inclusive-growth-reducing-risk-agricultural-insurance-key-eve>

David Olatilo: That will be really great.

USAID Microlinks: We'll also be emailing you all with these resources about a week following the presentation.

David Olatilo: I look forward to getting the slides as I hope this will help with couples of our innovations in Nigeria.

Maartje Pronk: Cordaid is just starting to investigate what we can do with risk financing/insurance, so all this info is really helpful. Thanks!

USAID Microlinks: @David: great! We would also love to hear how you've taken this information, adapted it, and applied it!

Thomas Buck: You're not mentioning the importance of consistent and effective regional climate data. Does R4 focus on improving climate data? Or working with partners who are?

David Olatilo: Very well. I think it will be great you provide a means to give feedback and possibly seek further help.

USAID Microlinks: Thank you, Thomas! That's a great question and one we want to address in the Q&A.

Fawzi Beidas: Follow @econdev360 on twitter for posts on Ag!

Christen Malaidza: What approach helps local communities comprehend the complex concepts of regarding insurance?

Alanna Malik: Hi, it's Alanna from GRM Futures Group. Signed in late but excited to listen and learn.

Fabio Bedini (WFP): Hi Christen, we do a lot of financial education, including games.

USAID Microlinks: Hi Alanna, great to have you with us! We'll send everyone a recording of this presentation so you'll be able to catch up on anything you may have missed!

Kat Hughes: With regards to gender slide - can you give more detail on how the intervention affected access to land?

Memuna Kamara: Building resilience in Senegal is useful to the livelihood of agriculture and also they should seek insurance through microinsurance to manage risks due to the desert landscape which is more difficult farmland as oppose to neighboring west-African nations.

Dan Zook: You mentioned that distribution channels are very important. Could you elaborate on how distribution works?

Krista Jacobs: How did you measure the time women gained?

Fabio Bedini (WFP): Kat, can you please reframe your question. Thanks.

Maartje Pronk: How is the business model for R4 set up?

Henry Rwamugema: The R4 model from WFP is great and I think needs to be replicated to other countries. The key thing is to put in place a very simplified system which can easily be understandable & adaptable by the smallholder farmers.

Fabio Bedini (WFP): Krista, we can send you the evaluation done in Ethiopia.

Lena Weingaertner: Could you clarify how R4 collaborates with private insurance providers? Are you integrating private companies for the management/supply of the insurance?

Davide Castellani: Dear Fabio, how can I get into contact with you?

Fabio Bedini (WFP): Maartje, business model is complex to be explained in a few words. We can provide more materials separately.

Kat Hughes: Sure: I'm curious to know what the project did to increase access to land for women - was this in terms of changes in policies regarding land titles? Or cultural shifts for acceptance of women's ownership of land and other assets?

Kat Hughes: (I hope that's clearer?)

Maartje Pronk: Fabio that would be great, thank you.

Fabio Bedini (WFP): Lena, insurance is provided by private insurance companies or where they do not cover agriculture by companies set up by Govt (e.g. Senegal).

Nora Ferm: Hello! Nora Ferm here joining late on west coast time... excited to hear project updates!

Lena Weingaertner: Thanks!

Elettra Legovini: @previous slide: Karlan (2012) says insured farmers invest more on traditional techniques and inputs (not improved seeds).

Christen Malaidza: What's the working definition for an insured farmer/household, what does it entail?

Christen Malaidza: How representative is the data and summary findings?

Fabio Bedini (WFP): Ok Kat, in Senegal women have traditionally access to certain types of land (lowlands for rice cultivation). Where access to other types of land is necessary, eg for gardens, we have worked to ensure both customary and formal rights.

Fabio Bedini (WFP): Hi Nora!

Fabio Bedini (WFP): An insured farmer is a farmer who purchases an insurance policy for an agriculture season, by paying either in cash or through labour.

Thomas Buck: Hi - could you be specific about the insurance or financial companies that are engaged in Kenya in scaling ag insurance?

Davide Castellani: In which areas of Ethiopia are you developing IBLI?

Christen Malaidza: Thanks Fabio.

Steve Hodges: Under the GoK program, how much will Kenyan farmers have to pay for crop insurance?

Fabio Bedini (WFP): Davide, selection of areas is in progress, options include Somali or Afar, but I can give more info offline, studies are ongoing.

Fabio Bedini (WFP): Thomas, we can also exchange offline about Kenya, we haven't started there yet.

Davide Castellani: Ok thanks. Just to know because we have been working in Southern Nations.

Fabio Bedini (WFP): We are piloting an activity in SNNPR but not pastoral. I can give you more info offline.

Davide Castellani: I will follow up offline, thanks. I also need to talk with you about an initiative.

Christen Malaidza: At what stage is this project in Malawi? May I know the contacts I would approach here in Malawi so I can learn more?

Cristiano Rossignoli: Is insurance working with real smallholders and in marginalised areas? Is accessibility at insurance mechanism an issue for the very poor?

Fabio Bedini (WFP): Sure Christen, we are at very early stages in Malawi, let's communicate offline.

Sam Lampert: Thank you for organizing this webinar. It's great. Question about the economic models for providing index insurance. Are these insurance products typically subsidized by donors/governments/NGOs?

Thomas Buck: Thanks - we are implementing a similar PPP on insurance from a climate data perspective. We found that insurance companies were blocked from scaling because of weak climate data. Please feel free to contact me as I'd love to discuss complementarity.

Pascal Debons: In the impact evaluation, is there any hint at improvement of nutrition status of insured farmer's households?

Henry Rwamugema: Can you establish the R4 Insurance model in Rwanda especially on the dairy sector where I think it fits very well!

Fabio Bedini (WFP): Cristiano, yes we work with real smallholders and in marginal areas, but the model does not necessarily work for everybody everywhere.

Christen Malaidza: Thanks Fabio, sounds like a very innovative program, I will surely get in touch offline.

Fabio Bedini (WFP): Thomas, we have put your question to Richard/Lena.

Cristiano Rossignoli: Thanks Fabio.

Fabio Bedini (WFP): Possibly Henry, but you may want to check what ACRE (a commercial company) is doing there. It was formerly called Klimo Salama...

Fabio Bedini (WFP): Pascal, the evaluation did not look at nutrition.

Joshua Ariga: Question: What are the data issues in deciding index to use? How difficult is it to convince farmers to pay for insurance, which is a new concept to most of them? Thanks.

Henry Rwamugema: Really I need more discussion with you offline and navigate how to bring R4 in Rwanda especially in the Dairy sector...I haven't been in touch with ACRE.

Liliana Murcia: What should be the role of the government?

Fabio Bedini (WFP): Joshua we put your question to the panelists.

Patrick Koomson: I like the idea of outreach and education for informed customers. We had a microinsurance sector study (demand and supply) in Ghana and the results were interesting. Most consumers think they have to receive something at the end of the year even if there's no event happening. The process for claims is also not well understood by them.

Joshua Ariga: Thanks Fabio.

Fabio Bedini (WFP): Big role for Govt, regulatory, data, etc...

ROD Dubitsky: Can you address whether there is a list of countries that are insurance ready based on availability of weather data?

Fabio Bedini (WFP): Rod, put to panelists.

KDAD AV Tech: We'd like to thank Fabio Bedini (WFP) for joining us today and helping moderate the discussion.

Mark Ireland: I would be interested to know roughly how much a programme like the one mentioned in Senegal or the one with CIMMYT costs to set up.

Fabio Bedini (WFP): Mark, costs are still high because of investment to set up infrastructure, research, etc. But the aim is to reduce unit costs.

Mark Ireland: Thanks Fabio. Is it 6 figures or 7 to start?

Elettra Legovini: What ratio of weather station vs remote sensing use? If remote sensing prevails, how do you deal with basis risk?

Fabio Bedini (WFP): That very much depends on the context, but if you want to move out of pilot and scale up quickly I would rather say 7.

Fabio Bedini (WFP): Elettra I put your question to panelists.

Elettra Legovini: Thanks.

Micheal Yemane: Thanks for the interesting presentation. My question is the insurance is profit making and they have to make money. I will be interesting if Gov't can subsidize or covered by Gov't as safety net....will make more sense. What will be the strategy?

Fabio Bedini (WFP): Well, in developed countries agriculture insurance is heavily subsidized...

Memuna Kamara: Richard Choularton- Is there a market familiarity with Asian Markets and African markets in terms of the subsidies or private and public funding which could be highlighted for the sake of development for Africa and Asia.

Fabio Bedini (WFP): Thanks Memuna, I put the question to Richard.

Memuna Kamara: Great it will help if he can use rationing and household consumption as key issues.

Henry Rwamugema: Fabio, the agriculture insurance should be heavily subsidized as is being done in developed countries, otherwise it will be very hard to implement esp. in Africa. The big question is how and who should subsidize the ag. insurance.

Elettra Legovini: The backup is a fair idea, but expensive.

USAID Microlinks: Hi everyone, keep chatting and asking your questions. I'm going to bring up our end polls as we get ready to close.

Fabio Bedini (WFP): Right, it is a matter of policy, informed by research. Does the value produced by additional investments protected by insurance surpass its cost?

USAID Microlinks: Please take a moment to let us know your feedback.

USAID Microlinks: Thanks so much!

Lena Weingaertner: Do you currently (or planning to) carry out research on R4 in Senegal, maybe comparable to the impact evaluation that you spoke about for Ethiopia?

Fabio Bedini (WFP): Lena, we are currently doing an impact evaluation in Senegal but it will take some time before getting meaningful results as the program is very young there.

Mark Ireland: Thanks.

Edgar Guardia: Thank you!!

USAID Microlinks: Thank you everyone for your thoughtful questions and comments!

Lena Weingaertner: Fabio, can you maybe give me a contact name/e-mail of someone involved in that?

Christen Malaidza: Thank you.

Fabio Bedini (WFP):

Thanks to all for participating. If you would like to know more, please write to fabio.bedini@wfp.org

KDAD AV Tech:

Thank you all for attending! We will leave the room open for about another 10 minutes so you can complete the polls, download resources and catch up with colleagues.