

## Market Systems Global Learning and Evidence Exchange (GLEE) Bangkok, Thailand

### Presenter Information:

#### **Carlos Arce**

Carlos Arce is a lawyer and development economist with over 30 years of experience working on issues related to agricultural policy and risk management in developing countries. After 15 years working with various research institutions and international development agencies on agriculture and rural development, he joined the World Bank as a Senior Economist mostly focusing on agricultural risk management analysis and applications. Lately, he works as a consultant advising on agricultural risk management.

Marian Boquiren Value Chain/Market Systems Consultant Strategic Development Cooperation – Asia (SDCAsia)

Marian Boquiren specializes in the design and implementation of projects that employ a market systems approach to meet varying development objectives -- inclusion, environment and employment promotion. In 2015/16, she was an advisor of the jobs value chain analysis component of the World Bank project, "Mindanao Jobs Report". She has recently completed in collaboration with the ILO team the conduct of the Value Chain Analysis of the Indonesian Palm Oil Industry with a focus on occupational safety and health. Currently, she is a value chain analysis consultant of the World Bank funded Philippine Rural Development Project of the Department of Agriculture.



#### Margie Brand (Facilitator) Executive Director EcoVentures International

Margie Brand is the founder and director of EcoVentures International, an organization specializing in learning and behaviour change relating to sustainable market systems development. She supports practitioners and donors in strategic planning and facilitation, intervention design and implementation, and capacity building and training. Margie has developed market systems development, value chain, enterprise, microfinance, entrepreneurship, and workforce development curricula and tools that have been translated into over 15 languages and used in over 35 countries. She has designed and managed several development programs, and has worked in over 20 countries in Asia, Latin America and Eastern Europe, with a focus on her home continent of Africa.

Vikas Choudhary Senior Economist World Bank

Vikas Choudhary is a Senior Economist at the Agriculture and Environmental Services department of the World Bank. He manages the operations of the Agricultural Risk Management Team (ARMT) and manages Climate-Smart Agriculture projects. Prior to joining the Bank, he was Director, Global Economic Development at the Centre of High Impact Philanthropy at University of Pennsylvania (UPenn). He started his career with the Government of Rajasthan, India and subsequently worked with CARE-India; set up a USAID agribusiness project; and started a felt export business. He holds a PhD in Development Anthropology and Masters in Public Administration from Syracuse University, USA and a Management degree from Indian Institute of Forestry Management, India.

Amy Chambers Deputy Chief of Party Fintrac, Inc.

Amy Chambers is a legal, regulatory and institutional reform specialist with a decade of experience promoting food security and agricultural growth across Africa, Asia and the Middle East. She is currently the Deputy Chief of Party for the Feed the Future Enabling Environment for Food Security project, which addresses the policies, laws, institutions and regulatory factors affecting agriculture and food security outcomes. The project provides technical analysis, advisory services, and knowledge management to support the implementation of enabling environment reform strategies in Feed the Future programs. Amy holds a J.D. and LL.M. in Taxation from New York University and a B.A. in Philosophy from Rice University.

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#### Kevin Chen Senior Research Fellow International Food Policy Research Institute

In 2009, Kevin Chen joined IFPRI as China Program Leader and Senior Research Fellow, based in Beijing, China. He is also Director of the Center for Agricultural and Rural Development (ICARD), jointly established by the Chinese Academy of Agricultural Sciences and IFPRI. He currently serves as a coeditor of China Agricultural Economic Review. Kevin has more than 17 years research and outreach experience in development issues related to agricultural production, market, trade, environment, and policy. Before joining IFPRI, Kevin was Field Director of \$40 million China Canada Small Farmer Adapting to Global Markets Project, jointly funded by the Canadian International Development Agency (CIDA) and Chinese Ministry of Commerce, from 2005 to 2009. He was an assistant professor and then associate professor at the Department of Resource Economics and Sociology, University of Alberta, from 1995-2004. He also served as a co-editor of the Canadian Journal of Agricultural Economics in 2003-04. Kevin holds a Ph.D. in Agricultural Economics & Business from University of Guelph and a M.S. in Agricultural & Resource Economics from University of Maryland and a B.S. in Agricultural Economics & Management from Zhejiang Agricultural University.

#### Gwyneth Cotes Director, Global Initiatives SPRING

Gwyneth Cotes is a public health professional specializing in multi-sectoral approaches to improving maternal and child nutrition. As Director of Global Initiatives at the SPRING project, Gwyneth is responsible for all of SPRING's core-funded work, overseeing four technical teams: anemia, agriculture, social and behavior change, and systems-strengthening. She has over 13 years' experience managing and designing development programs globally, and has lived and worked in Eritrea, Ghana, Sudan, and Malawi. Prior to joining SPRING she was the Country Director for Concern Worldwide in Malawi, managing a wide portfolio of development and emergency activities, including agriculture, health, social protection, and education projects.



#### Katherine Dennison Nutrition Advisor USAID Bureau for Food Security

Katherine Dennison is a Nutrition Advisor in USAID's Bureau for Food Security, supporting food security, food fortification, policy, food safety, nutrition-sensitive agriculture, and health. She has been a registered dietitian for the past 17 years with experience in international public health, community health, food management, and clinical care in nutrition. As a native Texan, Katherine earned her BS in Nutrition from the University of Texas at Austin, and completed her dietetic internship at Weill Cornell Medical Center in New York City. She earned a Masters in Public Health from Johns Hopkins University in 2006 and completed a second Masters degree in Homeland Security on Agricultural Biosecurity and Food Defense from Penn State University in 2016.

Lillian Diaz Chief Executive Officer 17 Triggers

Lillian Diaz is Co-Founder and CEO of 17 Triggers, a behavioral research and design lab in Cambodia. 17 Triggers' work spans 16 countries in a variety of sectors including financial services, water, sanitation and hygiene (WASH), child and maternal health, and agriculture and migration. Prior to founding 17 Triggers, Diaz helped organizations design services, products and financial capabilities programs for the unbanked with the goal of having a more inclusive financial system. She has advised MFIs in Latin America and was an Advisor at USAID's Office of Microenterprise Development. Diaz has a Masters in International Affairs from Columbia University.

Raian Divanbeigi Economist World Bank

Raian joined the Enabling the Business of Agriculture team in October 2013. He currently serves as a project coordinator and leads the research team. Prior to joining the EBA team, Raian worked as a Private Sector Development Specialist at the World Bank where he conducted research on business regulation. Before joining the World Bank Group he worked at ActionAid International where he conducted research on Policy Coherence for Development. He also worked for the Office of International Affairs of the regional government of Tuscany as an advisor on Aid Effectiveness.



#### Muhammad Nabil Satria Faradis Founder and Chief Executive Officer MINO "Microbubble Technology"

Muhammad Nabil Satria Faradis graduated from Mechanical Engineering as valedictorian of Universitas Gadjah Mada, Indonesia. With the mentorship from USAID, YSEALI, GSVC-MITEF and Fish 2.0, he developed a sociopreneur based on technology, called MINO. This Project was selected as First winner in YSEALI World for Food Innovation Challenge.

#### Michael Field COP, Agricultural Value Chain, Bangladesh DAI

Michael Field has over 25 years of designing, assessing, implementing and training on leading edge private sector development and enabling environment approaches. Through his work, Field has played a key role in setting learning and research agendas in the field of systems approaches. He is currently leading USAID's Agricultural Value Chain project in Bangladesh. Other recent experience includes designing, advising and training staff in Kenya, Nigeria and Zimbabwe on applying systems concepts to private sector and enabling environment challenges. Field continues to provide guidance on improved practice on systems approaches via various learning platforms.

#### Steve Hartrich Technical Officer International Labour Organization (ILO)

Steve Hartrich currently manages elements for the ILO Lab, a programme oriented toward measuring and maximizing the employment impact of market systems development projects on decent work. Steve oversees market systems analyses including agriculture focused projects in Tanzania and the Dominican Republic and backstops monitoring and results measurement for field projects in Zambia, Afghanistan, Peru and Nepal. Prior to joining the Lab in Geneva, Steve worked on ILO projects in Zambia performing a market systems analysis on the construction sector and as a programme implementer for the joint ILO/FAO youth in agribusiness for food security market systems development programme.



#### Mohammad Shahroz Jalil Technical Officer Market Development Facility

Mohammad Shahroz Jalil is the Deputy Team Leader and the Country Representative for the Market Development Facility (MDF) office in Sri Lanka. MDF is a private sector development initiative supported by the Australian Government working in five countries in the Indo-Pacific region: Sri Lanka, Pakistan, Papua New Guinea, Timor Leste and Fiji. Shahroz holds an MBA and has more than 20 years of experience. In Sri Lanka and Fiji, he has been working with his team to understand how ethnicity-related challenges can be addressed through a market system development lens. Such nuanced understanding has helped drive partnerships with the private sector forward.

#### Ehsanul Karim Manager, Business Development Agricultural Development

Ehsanul Karim is currently working as manager in business development for Grameen Intel Social Business Ltd. He has over eight years of experience working in the agriculture sector including a large private agribusiness company, international development organization focused in Agricultural Development and in a social business company focusing on profit-oriented agricultural services. Ehsanul Karim has finished his post-graduation from Royal Institute of Technology. The diverse experience in different approaches of work in the agriculture sector has helped him grow within this sector. His dynamic leadership has helped his company to demonstrate over 1,500 crop fields in 2016.

#### Anar Khalil Senior Private Sector Agriculture Advisor USAID/Bangladesh

Anar Khalil is an International Development professional with 17 years of experience in agriculture and private sector development with USAID. Currently, as a Senior Agriculture Private Sector Advisor and Agricultural Productivity Team Leader with the USAID/Bangladesh, he provides technical and policy advice to the USAID Mission on food security and agricultural development. He is also managing (AOR) several Mission funded awards such as Agricultural Inputs Activity, Agricultural Extension Activity, Rice and Diversified Crops Activity and CSISA Mechanization and Irrigation activity. Khalil has years of experience in SME financing, microfinance and agricultural financing. He holds an MBA degree from Warwick Business School and B.S. in Economics.

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#### John Lamb Senior Adviser in Agriculture, Food Security, and Food Safety

John Lamb has 45 years of experience in over 50 countries. He retired in 2010 as Agribusiness Team Leader at World Bank, after managing initiatives in RAI, Doing Agribusiness, Rural Investment Climate, Mainstreaming Agrifood Standards. He retired again in 2015 as Principal Associate for Agribusiness and Food Security and Sr. Fellow at Abt Associates. He is Former Deputy Director at Chemonics. He has 30 years of private and development consulting experience, but still very active. He founded four small businesses, including a fresh produce brokerage in Florida, sourcing from LAC for U.S. market. He also started two country programs for TechnoServe. He has more than three years of experience as RPCV in three countries. He earned a BA and MBA from Harvard.

#### Chanthy Leang Intervention Manager Cambodia Agricultural Value Chain Program (CAVAC)

Chanthy Leang has been a Market Development Practitioner since 2012. At CAVAC she has been leading and supporting various interventions to facilitate systemic change and help stimulate innovations in agriculture. Prior to CAVAC, she worked as a Factory Advisor with the ILO to improve working conditions of Cambodian garment workers. Her expertise includes market development, value chain analysis, project management, training, and labour law compliance monitoring.

Avishek Malla Chief Executive Officer SunFarmer Nepal

Avishek Malla has extensive hands-on experience with off-grid solar PV systems in Nepal and other international markets. His experience includes various roles in industry, government, and academia. He has been a pioneer in the development of solar in Nepal with his involvement in the first rooftop grid-tied system, rural village electrification projects, and introduction of power purchase agreement models for Agriculture. He has also authored several solar PV related papers and publications.

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#### Judy Payne Digital Solutions Advisor for Agriculture USAID

Judy Payne is USAID's Digital Solutions Advisor for Agriculture. She helps USAID Missions and their projects use digital tools to increase the reach and impact. She also designs and manages public private partnerships related to ICT and agriculture. She focuses especially on ways ICT-enabled agriculture services can be delivered in financially and organizationally sustainable ways and how to measure the impact and cost effectiveness of such services. Prior to USAID, Judy worked for over 25 years in the U.S. private sector, including working on all aspects of e-business: from strategic planning to hands on implementation, marketing and pricing. She was also VP of a venture capital backed business-to-business e-commerce service. Judy holds a B.A. from Stanford University, a master's from Harvard and was a Fulbright Scholar.

#### Olga Petryniak Director, Regional Resilience Mercy Corps

Olga Petryniak is an international development professional and resilience specialist with 15 years' experience in climate change adaptation, natural resource management (NRM), market systems development, inclusion and governance. She is currently the Director for Regional Resilience with Mercy Corps in Asia, providing strategic oversight, thought leadership and technical excellence across Mercy Corps' portfolio of resilience initiatives across seven countries in the region, including USAID's PAHAL program in Nepal. As part of her work, Petryniak has focused on the intersection of market systems development and inclusion, and how these can support resilience for food security and meeting long-term development outcomes in contexts of fragility.

#### Jason Sandahl Food Safety Technical Advisor USDA Foreign Agricultural Service

Jason Sandahl is a Food Safety Technical Advisor for the United States Department of Agriculture, Foreign Agricultural Service, working at FAS for the past 11 years. Jason has PhD in Toxicology and conducted post-doctoral toxicology research in both Japan and Swaziland. At USDA, he leads capacity building projects on food safety around the world, but his focus is on pesticide regulations and residues, working to reduce uses of highly-hazardous pesticides, and replacing them with reduced-risk alternatives. In his Technical Advisor role, Jason leads country-level food safety system assessments by identifying gaps, setting priorities and developing strategies for delivering technical assistance.

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#### Aniruddha Hom Roy Private Sector Adviser USAID/Bangladesh

Aniruddha Hom Roy is a senior private sector adviser at USAID/Bangladesh, where he is involved in directing EG strategy; the design, implementation and evaluation of large, multi-year activities. For example, in 2000 he helped pioneer the first loan guarantee program in Bangladesh. He simultaneously designed a training program on how to finance SMES's for the bankers and facilitated a pilot through the Bangladesh Institute of Bank Management (BIBM). The BIBM later incorporated that course into their annual training plan. Between 2000 and 2003, Roy also managed a USAID initiative to introduce secured finance law in Bangladesh. Since its inception in 2011, Roy has been very much involved with bringing his private sector expertise into the agriculture sector. This is especially true as he manages the Mission's flagship Agriculture Value Chain project; promoting a market systems approach to alleviating poverty and improving health by implementing systemic interventions of 12 food and non-food value chains. One such non-food value chain is helping to grow the burgeoning Bangladesh flower industry. Facilitating access to finance for smallholder farmer and other value chain intermediaries is a significant component of this activity.

#### Davesh Roy Research Fellow International Food Policy Research Institute

Devesh Roy, an Indian national joined IFPRI in November 2004 as a Postdoctoral Fellow after completing his PhD in economics from the University of Maryland at College Park. Before joining the PhD program, he obtained a master's degree from Delhi School of Economics. His areas of expertise are in international trade, environment, firm farm linkages and food safety. He has recently been involved in research related to economics of animal disease outbreaks. Further, he has been conducting research on issues relating to food safety in developing countries particularly from the demand side. He is also involved in a big project on varietal choice pertaining to different staples in India and two African countries (Rwanda and Nigeria). Previously he has conducted research on food security in south Asian countries and contract farming in high value agriculture in India.

Dimas Sandya Associate Director eFishery

Dimas is a young professional who has six years of experience working in the development sector, particularly with youth, farmers, NGOs and local governments. He is now leading a special project in eFishery, an Indonesia start-up company that provides the smart feeding technology for fish and shrimp farming that help farmers make their business more brilliant, efficient, and convenient.

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#### Matt Shakhovskoy Executive Director Initiative for Smallholder Finance

Matt Shakhovskoy is the Executive Director of the Initiative for Smallholder Finance, a multi-donor effort designed to demonstrate how specific products and services can expand the reach of financing for smallholder farmers. Over the past 10 years, Matt has worked in the areas of private equity and development advisory for a number of leading organizations, including Agis Investments, Dalberg and Deloitte. Over this time, Matt has been involved in over 80 projects in 25 countries. Matt holds a MSc in Sustainable Development from the University of London and Bachelors of Business and Economics from the University of Queensland.

#### Tara Steinmetz Assistant Director Feed the Future Innovation Lab for Assets & Market Access

Tara Steinmetz is the Assistant Director of the Feed the Future Innovation Lab for Assets & Market Access, based at the University of California, Davis. In this role, she provides both administrative and strategic support for a wide portfolio of research focused around the topics of risk management and resilience, including the I4 Index Insurance Innovation Initiative. She also supports the AMA Innovation Lab's efforts to achieve impact through policy-oriented outreach activities that integrate research findings into policy and programming. She holds a B.A. in Political Science from American University and a Master of Public Policy from Duke University.

#### Manju Thapa Tuladhar Gender Equality and Social Inclusion Advisor USAID/Nepal

Manju Thapa Tuladhar is the Gender Equality and Social Inclusion Advisor for USAID/Nepal. In this role, she is the lead technical expert on integration of gender equality and social inclusion considerations throughout all USAID/Nepal's activities and in all stages of the USAID program cycle. Prior to joining USAID, she worked as the lead manager of the Social Inclusion Research Fund program for SNV Netherlands Development Organization; Social Inclusion Advisor for Danida's Human Rights and Good Governance program; and managed social development and local governance programs as National Program Officer with the Swiss Agency for Development and Cooperation. She received her PhD from University of Birmingham, England.

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#### Ulziibold Yadamsuren Former Project Director and PhD Candidate Index-Based Livestock Insurance Project, Mongolia

Ulziibold Yadamsuren (Bold) is an individual consultant specialized in disaster insurance and business development. He received his MBA from Columbia College, USA and is a PhD Candidate at Business School, National University of Mongolia. Bold led and managed the IBLI Project during 2009-2016 and advised the Government of Mongolia on the establishment and licensing of the AgRe JSC- the first reinsurance company in Mongolia. Prior to this, he worked as an insurance and financial services agent with Farmers Insurance Group for three years in Missouri, USA.

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