INTERNATIONAL TRAINING OF TRAINERS PROGRAM IN AGRICULTURAL VALUE CHAIN FINANCE (AVCF) 2018

AFRICAN RURAL AND AGRICULTURAL CREDIT ASSOCIATION (AFRACA)
In partnership, with
FOOD AND AGRICULTURE ORGANISATION OF THE UNITED NATIONS (FAO)

RABAT, MOROCCO
2ND to 6TH JULY 2018
(EXCLUSIVE OF TRAVEL TIME)

ABOUT AFRACA

The African Rural and Agricultural Credit Association (AFRACA) established in 1977, is a regional association for sub-Saharan financial and non-financial institutions involved in promoting rural and agricultural finance. AFRACA's goal is to build a strong and sustainable regional network of institutions and agencies that provide opportunities for learning amongst members, promote rural and agricultural finance and aimed at empowering rural and agricultural communities in the continent.

AFRACA members include Central Banks, Commercial Banks, Microfinance Institutions, Farmer Organizations, Agricultural & Development Banks, Universities and Training Institutions.

OUR VISION

AFRACA aims to have a rural Africa where people have access to sustainable financial services for economic development

MISSION

AFRACA endeavors to improve rural finance environment through promotion of appropriate policy framework and to support member institutions provide sustainable quality financial services to the rural population".

ABOUT FAO

The Food and Agriculture Organization (FAO) is an agency of the United Nations that leads international efforts to defeat hunger. Serving both developed and developing countries, FAO acts as a neutral forum where all nations meet as equals to negotiate agreements and debate policy. FAO is also a source of knowledge and information to help developing countries and countries in transition modernize and improve agriculture, forestry fisheries practices to ensure good nutrition and food security for all.

INTRODUCTION

This training programme aims to provide trainees with a general understanding of agricultural value chain finance (AgVCF). It covers the AgVCF approach, major financial tools that may be used in AgVCF, lessons learnt and often using case studies to enhance the learning process. The modules are organized by theme, starting from more general themes to the most technical discussions on financial instruments. The training is structured to be taught in 10 four-hour sessions using PowerPoint (PPT) presentations, cases studies, exercises, group discussions and

participation. Reading material will be provided for each module. Additional reading and reference material, including an electronic version, and/or printed copy of the book Agricultural Value Chain Finance: **Tools and Lessons by Miller and Jones, 2010, are provided to all trainees.**

TRAINING OBJECTIVES

This 5-day latest intensive training is for professionals in the field of agri-value chain finance who are seeking practical and proven methods to excel, i.e. perform at their peak, move forward and fulfill their greatest potential. Provide knowledge through practical exercises, case studies and interactions among the participants as well as experts.

The main objectives of this training are:

- To assist the participant in understanding the value chain concepts;
- To understand what it is and its application and how to strengthen it;
- To assess how financial systems, government and various services should be prepared for the demands of financing modern agri-food chains;
- Evaluate the impact of agri-value chain finance in inclusion especially for small producers;
- How value chain finance can be used to reduce the risk and facilitate access to finance;
- How financial institutions and non-financial institutions should do to increase support of effective agricultural financing through value chains.

TRAINING METHODOLOGY

The training programme involves both conceptual and applied learning. The theoretical part covered in the ten-module lessons is complemented by PPT presentations that sum up the content of each module. Each module is covered by corresponding real-life case studies that further explain the mechanisms and regulations discussed in the module. These case studies also provide an opportunity to use the newly acquired knowledge by exploring practical issues and answering discussion questions at the end of each study. The cases provided in the toolkit allow the training to best fit the context and time available. Thus, having provided the user with a broad range of material, he/she will become familiarized with the subject matter from different theoretical and practical perspectives. It is expected that the facilitator will provide their own experiences as part of the training and will elicit the experience and cases of the participants in the training.

TRAINING MODULES

Module 1: Overview of Agricultural Value Chains (AgVCs)

Module 2: AgVCF Context and Concept

Module 3: AgVCF Business Models

Module 4: AgVC Overview of Ag VCF Instruments and Use of Product Financing Instruments

Module 5: Receivable Financing Applied to AgVCs

Module 6: Physical Asset Collateralization Instruments

Module 7: Risk Mitigation in AgVCF

Module 8: Structured Finance and Financing Enhancements for the AgVC

Module 9: ICT as a Facilitating Tool in AgVCF

Module 10: AgVCF Innovations, Lessons and Course Wrap-up

(Optional) Module 11: Islamic Finance for AgVC Financing

Who Should Attend?

The programme may be attended by male or female practitioners and professionals in financial services, agriculture experts, officers, technical staff and other personnel who are directly or indirectly assisting clients in the field of rural and agricultural finance specifically working with the value chain finance.

Schedule and Venue

The course will be conducted in Rabat, Morocco from 2 - 6 July 2018 for five days, exclusive of travel time. Registration will take place at the venue on at 8:00 a.m. on the first day. Participants will be required to produce a form of identification at the registration desk.

Training Fee

The fee for the course is **US$ 1500 for participants.** This covers meals (snacks and lunches) for the entire duration of the course, speakers/facilitator's fees, training venue and materials, land arrangement as well as supplies and other administrative costs. You are encouraged **to register before 10 June 2018**.

The fee does not include the international round trip air ticket and other incidental expenses. These will be for the account of the nominating organization.

The training fee should be remitted by bank transfer to AFRACA. However, all bank charges including that of the intermediary bank shall be for the account of the remitter.

AFRACA Bank Details

Account Holder: **African Rural and Agricultural Credit Association**

Bank: **Equity Bank Limited**

Branch: **Equity Centre Branch**

Swift Code: **EQBLKENA**

Account No: **0810297232884**

Dress Code

Formal dress is encouraged on the first day but there is no special requirement thereafter.

Language

The program will be conducted in English.

Visa Arrangements

True to its reputation for tourism and its tradition of hosting, the Kingdom of Morocco is one of the most open nations. Citizens of 70 countries can visit Morocco for a maximum of 90 days with no document other than their passport valid for at least 3 months on the date of arrival.

Travel and Medical Insurance

The nominating institution should cover for the participants' comprehensive health/accident insurance. AFRACA shall not cover the cost of medical treatment or the cost of participants' medical/travel insurance. All participants are advised to arrange for their own insurance coverage prior to their trip to Morocco.
Yellow fever and Cholera vaccination certificates are required for most visitors especially arriving from infected areas.

Money

The official currency of Morocco is the Moroccan Dirham, denoted as MAD or Dhs. The Moroccan Dirham is composed of 100 centimes; notes are available in denominations of (Dhs) 200, 100, 50, 25, and 20, all in new and old varieties and coins are available in denominations of (Dhs) 10, 5, 2 and 1, or 50, 20, 10 and 5 centimes. There are several types of 10 and 5 Dirham coins in circulation.

When bringing paper currency into Morocco (U.S. Dollars, British Pounds, Euros etc.), these must be in good condition--no tears or ink marks.

ATMs can be found in abundance in most towns and accept Visa, Maestro, Cirrus etc but these will usually incur charges. You should check with your bank as charges for using ATMs abroad may make exchanging cash a better option
Upmarket restaurants, shops and hotels or riads in Morocco usually accept debit cards. Those that do are most likely to accept Visa or MasterCard however may apply a surcharge to cover the cost of processing your transaction. Amex is not a popular card.

Accommodation

Local transport of participants between the hotel and the training venue will be provided. To facilitate transport arrangements, participants are invited to stay in one of the accommodations that will be indicated to them very soon. The name of the hotel will be communicated later.

PLUG TYPES

In Morocco the power sockets are of type C and E. The standard voltage is 220 V and the standard frequency is 50 Hz

Weather

Rabat features a Mediterranean climate with warm to hot dry summers and mild damp winters. Located along the Atlantic Ocean, Rabat has a mild, temperate climate, shifting from cool in winter to warm days in the summer months. The nights are always cool (or cold in winter, it can reach Sub 0 °C (32 °F) sometimes), with daytime temperatures generally rising about +7/8 C° (+15/18 F°). The winter highs typically reach only 17.2 °C (63.0 °F) in December–February. Summer daytime highs usually hover around 25 °C (77.0 °F), but may occasionally exceed 30 °C (86.0 °F), especially during heat waves. Summer nights are usually pleasant and cool, ranging between 11 °C (51.8 °F) and 19 °C (66.2 °F) and rarely exceeding 20 °C (68.0 °F). Rabat belongs to the sub-humid bioclimatic zone with an average annual precipitation of 560 mm.
Rabat's climate resembles the southwest coast of the Iberian Peninsula and the coast of SoCal.

Nominations

Kindly complete the attached nomination form and return to AFRACA **not later than 10 June 2018** to afraca@africaonline.co.ke and copy to jamimo@afraca.or.ke and nestor@afraca.or.ke

Rabat, Morocco


Rabat, Morocco's capital, rests along the shores of the Bouregreg River and the Atlantic Ocean. It's known for landmarks that speak to its Islamic and French-colonial heritage, including the Kasbah of the Udayas. This Berber-era royal fort is surrounded by formal French-designed gardens and overlooks the ocean. The city's iconic Hassan Tower, a 12th-century minaret, soars above the ruins of a mosque.

PROFILE OF THE FACILITATORS'

Dr. Prasun Das
Secretary General, Asia Pacific Rural and Agricultural Credit Association (APRACA), Thailand

Dr. Prasun earned his doctor of philosophy (PhD) in Agricultural Sciences (Agronomy) from the state Agriculture University of West Bengal (BCKVV), India in April 1993. He also holds a Master's degree in Business Administration (MBA) with specialization in Financial Management from Jadavpur University, India. Dr. Das admitted as Certified Associate of Indian Institute of Banking & Finance (CAIIB), Mumbai, India in 2002. The Indian Banks' Association (IBA) conferred the most prestigious scholarship C H Bhaba Scholarship and Fellowship to Dr. Prasun Kumar Das in 2005 to recognize his research work on 'Business models to augment agriculture finance by the commercial banks in India'. Dr. Das is also a recipient of the Post-doctoral fellowship from Indian Institute of Banking and Finance (IIBF), Mumbai in 2008 to conduct research on 'Role of business correspondents/facilitators in financial inclusion'.
Dr. Das is holding honorary membership in various International Networks and Associations including UN Microfinance Community. He is a life member of Indian Institute of Banking and Finance, Indian Society of Agronomy, International Society for Agricultural Banking etc. Dr. Prasun published 15 research papers in peer reviewed journals of international repute apart from book chapters and commissioned reports in the area of agriculture finance, value chain finance, rural finance and financial inclusion. Dr. Das

is also advisor to many of the Government and Non-Government bodies dealing with rural development. He is a recognized leader in the area of rural and agriculture banking in south and south-east Asia.

Prior to this assignment, Dr. Prasun was the Research Director of LANSA (Leveraging Agriculture for Nutrition in South Asia) which is a multi-country and multi-stakeholder project funded by Department for International Development (DFID), Government of UK. He worked with public sector commercial bank for more than 17 years and engaged in developing agriculture and rural finance. While working as 'Visiting Expert 'for Food & Agriculture Organizations of the United Nations (FAO) in Rome office Dr. Das in this developed a training module on agriculture value chain finance.

Dr. Das's engagement with IFAD supported project and APRACA Network in general will provide a new perspective in developing the research based documents on global best practices on sustainable rural finance which will help the capacity building process of the member institutions in rural finance. Apart from this, He will facilitate the close collaboration with the concerned ministries and agencies, and rural finance practitioners and funders in the 5 focus countries (P. R. China, India, Indonesia, Philippines, & Thailand). This facilitation will also help APRACA to link with all ongoing IFAD projects in the countries with a rural finance component as part of a larger pool for review.