**BOULDER RURAL AND AGRICULTURAL FINANCE PROGRAM (RAFP)**

**4TH EDITION IN ENGLISH**

## JULY 16 - 27, 2018

## UTRECHT - THE NETHERLANDS



The Boulder Institute of Microfinance, with the support of the Rabobank Foundation and the collaboration of CABFIN (including FAO, IFAD, GIZ/ BMZ, UNCDF, WFP, CGAP and the World Bank) is a highly specialized training program offered for rural and agricultural finance practitioners and institutions. The objective of RAFP is to enable inclusive and efficient food and agricultural systems, as well as to promote financial inclusion by strengthening the technical capacity of service providers and those institutions serving rural SMEs and smallholder farmers.

***Why is the Program Important?***

Our full immersion program creates the space for participants to reflect on specific challenges, and share strategies on how to face the agricultural finance sector's pressing issues, using new tools and a fresh perspective.

*As part of the program, you will:*

* Distinguish and assess the financial needs of diverse client segments operating across value chains in rural and agricultural finance and understand the products, technologies, tools and delivery models that respond to these needs.
* Understand the policies, programs and institutions that governments can use to promote the supply and demand of financial services for agriculture and rural areas.
* Distinguish sources of risks in agricultural finance and understand key risk management techniques for farms, rural households, and financial service providers (FSPs), while taking into consideration the trade-off between managing costs and reducing risks.

***Who Should Attend?***

This program has been designed for professionals from the following types of institutions:

* Agricultural value chain providers of finance, state agricultural banks, credit unions and microfinance institutions that serve rural SMEs and smallholder farmers.
* Development programs offered by ministries of agriculture (including fisheries and forestry), food and rural development.
* Multilateral and bilateral organizations, donors, support organizations and NGOs with a mandate of working with the rural and agricultural sector.

Experience in rural and agricultural finance is important for participation, though the program is adapted to welcome newcomers to the industry as well. Participants should have an understanding of basic issues in agriculture and some experience with rural SMEs, agricultural households, agricultural related markets, financial services, as well as relevant concepts such as seasonality and diversification.

***Program Structure and Learning Objectives***

The curriculum focuses on emerging trends and strategic directions in the area of rural and agricultural finance, with the goal of empowering participants to push the field further and covering the fundamentals of good practice. Participants have the opportunity to select up to four formal *elective courses*, out of 12 courses offered, and to interact with world-renowned faculty members through the *Master Class* as well as electives. In addition, the program features an assortment of networking gatherings, round table discussions, panels, a field visit, and presentations organized by faculty and fellow participants. The daily schedule is intense, stimulating, and designed to keep everyone lively and on their feet!

At the end of the program, participants will have completed 76 course hours, and receive a certificate recognizing completion of the 2018 Boulder RAFP. The program will be offered in English.

***Program Agenda***

Classes will run from 8:30am to 5:30pm in three blocks, Monday through Friday, with two coffee breaks and lunch in between. In addition to the two-week program, a field visit on weekend, a welcome cocktail and celebratory graduation dinner are planned. Extracurricular activities will be offered to enjoy group outings and the diverse amenities of the Netherlands.

Block 1 – The RAFP Master Class

Each morning, from 8:30 – 10:00am, our internationally renowned faculty will guide the Master Class sessions, a mandatory activity for all participants of the RAFP. Our speakers, together with leading experts in rural and agricultural finance and financial inclusion, will present a holistic overview of a financial ecosystem that works for the poor in the rural household context.

Blocks 2 & 3 – The Electives Courses

Participants will take four electives during the two-week program. These courses are week-long. Participants will select two courses per week, one for the morning and one for the afternoon.

Morning electives run from 10:30am - 1:00pm

Afternoon electives run from 2:30pm - 5:30pm

Mandatory Field Visit

As part of the curriculum, a mandatory field visit will take place on Saturday, July 21st. The cost is included in the tuition.

Social Activities and Networking

A wide range of social, athletic, and cultural activities arranged by the Boulder Institute will take place during evenings, after class. You can sign up for these on joining the program. Some of the activities will be free for program participants, for others a small free will apply.

Sunday July 22nd, there will be a day tour to Amsterdam. This activity can cost in the range of €50 - €90. Boulder is currently working on identifying the best options available.

**2018 Boulder RAFP Elective Courses Grid**

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| --- | --- | --- |
|  | **Week 1** (July 16-20) | **Week 2** (July 23-27) |
| **PLENARY SESSION**  8:30am - 10:00am | [**Master Class**](https://www.bouldermicrofinance.org/boulder/EN/RURAL/grid_MC)  (Mandatory Attendance) | |
|  | **Coffee Break** (30 minutes) | |
| **MORNING SESSION** 10:30am - 13:00pm | **Agricultural Value Chain Finance for Smallholder Farmers** (Fernando Neri) | **Agricultural Insurance in Developing Countries: Operational Principles and Good Practices** (Andrea Stoppa) |
| **Agricultural Finance: Opportunities, Emerging Models and Product Design** (Massimo Pera) | **Public and Private Investments in Agriculture: Non-financial Aspects that Institutions Need to Know** (Toshiaki Ono) |
| **Performance Management in Agricultural Finance Portfolios** (Petronella Chigara-Dhitima) | **Agricultural Loan Analyzer** (A'kos Szebeni) |
|  | **Lunch Break** (90 minutes) | |
| **AFTERNOON SESSION** 14:30pm - 17:30pm | **Agricultural Lending Methodologies & Techniques for Smallholder and Lowest Income Rural Families** (Oscar Guzmán) | **Public Policies, Programs and Institutions for Agrifinance** (Juan Buchenau) |
| **Managing Risk in Rural & Agricultural Finance** (Klaus Maurer) | **Specialized Tools in Agricultural Financing for SMEs** (Rene Verberk) |
| **Agricultural Value Chain Finance for Smallholder Farmers** (Rene Verberk) | **Digital Financial Services for Smallholder Families – Features of an Emerging Model** (Nathan Ware) |

***Faculty***

The Program brings together experts that include representatives of industry leaders in the field of rural and agricultural finance. Participants will engage with them in discussing cutting-edge issues, core principles, and the latest techniques for providing access to financial services for rural SMEs and agricultural households.

* **Buchenau, Juan –** Senior Financial Sector Specialist at the World Bank (WB); member of the agrifinance global team working on agrifinance policy diagnostics and design and leader of WB’s Community of Practice on Cooperative Financial Institutions.
* **Chigara-Dhitima, Petronella –** Microfinance expert with more than 24 years of experience in 17 African countries and other developing countries in Asia and Latin America. Manages her own consulting firm, Mustard Seed Consulting, and some of the current major clients include Food and Agricultural Organization (FAO), International Labor Organization (ILO) and International Youth Foundation.
* **Guzmán, Oscar –** Financial inclusion and microfinance expert with over 20 years of experience. Currently the Representative of the World Council of Credit Unions (WOCCU) for Colombia and Ecuador, Head of the Financial Inclusion and Agricultural Micro Lending Projects, for the implementation of financial-inclusion methodologies/products that encompass microsavings, microcredit, value chain finance, technology and financial literacy.
* **Maurer, Klaus –** Chairman of the Board of Finance in Motion (FiM), an alternative fund management company based in Frankfurt/Germany. FiM advises and manages microfinance investment funds with a significant share in rural and agricultural finance. He worked as an independent consultant and trainer for multilateral and bilateral development organizations, primarily in Asia, Eastern Europe and the Middle East and North Africa (MENA).
* **Neri, Fernando –** CEO and co-founder of Parity Consultores Bolivianos management consulting firm. He works in the field of operations optimization for MFIs and conducts value chain analysis and development for the agriculture industry.
* **Ono, Toshiaki** **–** Financial sector specialist at the World Bank where he supports various lending projects and analytical work to promote access to finance in the agriculture sector mainly in Africa and Asia.
* **Pera, Massimo –** Rural Finance Officer at the Food and Agriculture Organization (FAO) of the United Nations, with more than 11 years of experience in the design and implementation of agricultural and rural finance programs in developing countries mainly in Sub-Saharan Africa, Latin America and the Caribbean, North Africa and Middle East and Pacific Islands.
* **Stoppa, Andrea –** Agriculture economist active mainly in the fields of agricultural policy and risk management. He has provided consulting services to various private and public institutions, among which The World Bank, WFP, IFAD and FAO.
* **Szebeni, A’kos –** Consultant to the Rural Finance team and the Investment Center of the Food and Agriculture Organization (FAO) of the United Nations where he is involved in providing technical assistance to Member States, IFIs and field programs to promote inclusive rural finance, investment and risk management initiatives, as well as developing a versatile and scalable agricultural credit underwriting toolkit.
* **Varangis, Panayotis –** is currently the Global Lead for agricultural finance and agricultural insurance in the Finance and Markets Global Practice at the World Bank Group.
* **Verberk, Rene –** Senior Consultant in Value Chain Financing/Leasing and Director of the agrifinance department of Rabobank Development. He is an experienced agri credit trainer having done training projects for banks in a number of countries in Africa, Asia and South America.
* **Were, Nathan** – has been working in the financial services space for nearly 12 years specializing in rural and agricultural finance and digital financial services for smallholder families. Currently works with CGAP supporting financial service providers to design solutions that address financial needs of various actors in the agricultural value chain.

***Venue, Program Costs & Sample Budgets***

**Venue:** The program will take place in Utrecht, the Netherlands, at the Rabobank Group Headquarters, located at Croeselaan 18, 3521 CB, Utrecht.

**Program Costs:** The 2018 tuition cost is USD $4,450 (USD $500 non-refundable registration fee and USD $3,950 course fee). The tuition fee covers courses and materials, coffee breaks, lunches, inaugural cocktail, graduation dinners, and the field visit Saturday, 21st July).

Participants are responsible for the cost of travel to Utrecht, accommodations, meals not covered by the program, incidentals and some social activities.

The following tables present three sample budgets as a reference for total costs of participating. They do not include airfare and other related travel expenses (transfer to and from the airport, visa fees, travel insurance, etc.), as well as shopping expenses.

**Sample Budgets in USD:** Sample budgets do not include airfare and other related travel expenses.

*Conservative Budget in USD:*

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| --- | --- |
| Tuition ($500 non-refundable registration fee + $3950 program fee) | $4,450 |
| Accommodations at 2 star hotel w/o breakfast ($95/night x 13 nights) | $1,235 |
| Optional Transportation (optional to buy day ticket or load card) ($4,5/ride x twice a day x 14 days) | $126 |
| Dinners & Incidentals ($20 x 14 days) | $280 |
| Excursions & Social Activities (Evening and Sunday) | $100 |
| **TOTAL** | **$6,191** |

*Standard / Medium Budget in USD:*

|  |  |
| --- | --- |
| Tuition ($500 non-refundable registration fee + $3950 program fee) | $4,450 |
| Accommodations at 3 star hotels w/ breakfast ($110/night x 13 nights) | $1,430 |
| Optional Transportation (optional to buy day ticket or load card) ($4,5/ride x twice a day x 14 days) | $126 |
| Dinners & Incidentals ($30 x 14 days) | $420 |
| Excursions & Social Activities (Evening and Sunday) | $150 |
| **TOTAL** | **$6,576** |

*Liberal Budget in USD:*

|  |  |
| --- | --- |
| Tuition ($500 non-refundable registration fee + $3950 program fee) | $4,450 |
| Accommodations off campus at 4+ star hotel w/ breakfast ($180/night x 13 nights) | $2,350 |
| Optional Transportation (optional to buy day ticket or load card) ($4,5/ride x twice a day x 14 days) | $126 |
| Dinners & Incidentals ($40 x 14 days) | $560 |
| Excursions & Social Activities (Evening and Sunday) | $200 |
| **TOTAL** | **$7,676** |

***Accommodations***

Participants have the option of staying at the hotel of their choice and must arrange their reservations directly with the hotel. Special fixed rates are being negotiated for standard rooms in a variety of hotels near the Rabobank Group Headquarters. Spaces are limited and booked on a first-come, first-served basis.

**HOTELS WITH SPECIAL FIXED RATES (for Boulder RAFP participants)**

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| --- |
| **MITLAND HOTEL (4-star)**  **Address:** Ariënslaan 1, 3573 PT Utrecht, Netherlands.  Located at 40 minutes walking distance of the Rabobank HQ (3.4 km) and 20 minutes via public transportation. **Website:**  [**www.mitland.nl**](http://www.mitland.nl/)  **Tel**: +31 (0)30-271-58-24  **Special Fixed Rate:**  €85 for superior single or double room per night.  €97 for superior lake view single or double room per night.  City tax not included in price (+5%). Subject to availability.  **Instructions to get the fixed rate:** To place a reservation, book directly on the hotel’s website and insert the following promotional code: **BMF2018,**the website will automatically show the available rooms with the special price.  **Point of contact:** Sandra Relleke, email [**Sandra.relleke@mitland.nl**](mailto:Sandra.relleke@mitland.nl)  **Additional information:** Breakfast not included, it can be booked directly with the hotel for €15 per person per day, complimentary Wi-Fi, on-site restaurant, swimming pool, bowling area. |
| **IBIS HOTEL (3-star)**  **Address:** Bizetlaan 1, 3533 KN Utrecht, Netherlands. Located at 25 minutes walking distance of the Rabobank HQ (2.1 km) and 12 minutes via public transportation.  **Website:**[**www.ibis.com/en/hotel-0880-ibis-utrecht/index.shtml**](http://www.ibis.com/en/hotel-0880-ibis-utrecht/index.shtml)  **Tel:**+31 (30) 2910-707  **Special Fixed Rate**:  €79 for single room per night.  €89 for double room per night.  City tax not included in price (5%). Subject to availability.  **Instructions to get the fixed rate**: To place a reservation, send an email to the following email address:[**H0880-FO2@accor.com**](mailto:H0880-FO2@accor.com) and mention number **176717.**  **Point of contact**: Naomi Suitela email:[**H0880-FO2@accor.com**](mailto:H0880-FO2@accor.com)  **Additional information**: Breakfast included complimentary Wi-Fi, coffee service, on-site restaurant. |
| **APOLLO HOTEL UTRECHT CITY CENTER (4-star)**  **Address:** Vredenburg 14, 3522 BA Utrecht, Netherlands. Located at a few minutes walking distance of the Rabobank HQ (1.2 km) and 15 minutes via public transportation.  **Website:** [**www.apollohotels.nl**](http://www.apollohotels.nl/)  **Tel:**+31 (30) 233-1232  **Special Fixed Rate**:  €99 for single room per night.  €114 for double room per night.  City tax not included in price (5%). Subject to availability.  **Instructions to get the fixed rate**: Participants can place a reservation writing directly on this link: [**http://bookings.ihotelier.com/bookings.jsp?groupID=2249119&hotelID=97301**](http://bookings.ihotelier.com/bookings.jsp?groupID=2249119&hotelID=97301)  **Point of contact**: Melanie Dekkers email: [**Melanie.dekkers@apollohotels.nl**](mailto:Melanie.dekkers@apollohotels.nl)  **Additional Information**: Breakfast included, complimentary Wi-Fi, on-site restaurant. |

In order to ensure you are getting the best possible rate and terms (i.e. 24 hour cancellation) and to explore alternative accommodation options, we encourage you to compare these prices with other discounted rates that may be available. Some websites that offer special rates are:

* [**www.booking.com**](http://www.booking.com/)
* [**www.expedia.com/Hotels**](http://www.expedia.com/Hotels)
* [**www.hotels.com**](http://www.hotels.com/)
* [**www.trivago.com**](http://www.trivago.com/)
* [**www.priceline.com/hotels**](http://www.priceline.com/hotels/)
* [**www.airbnb.com**](http://www.airbnb.com/) (good for finding apartment units if traveling with family)

***About Boulder Institute of Microfinance***

For two decades, the Boulder Microfinance Institute (BMI) has trained over 6,000 professionals from more than 150 countries, offered over 1,000 individual courses and created a vast network of more than 200 faculty that are recognized experts in the industry. The overall goal has been teaching financial sustainability and microfinance best practices and closing the gap on financial inclusion. BMI is known for helping finance professionals understand the changes needed to effectively serve the lower-income markets in their countries. By offering its program in three different languages, the Institute has been able to achieve worldwide reach.

Boulder’s flagship microfinance training programs (MFT) bring together representatives from microfinance institutions, support organizations, donors and government agencies to learn about new content that is evidence-based, practical, and feeds on current, cutting-edge topics in the field. In addition, the Institute has launched two specialized programs to reach areas of financial inclusion focusing on MFI board members, insurers and others in underserved regions.

In 2015, in partnership with FAO and CABFIN, the Institute launched the Rural and Agricultural Finance Program (RAFP) to address the unique needs of financial providers serving rural small and medium-size enterprises (SMEs) and agricultural households. The program has grown steadily since then, attracting 55 and 57 participants in 2016 and 2017, respectively. In March 2018, the first editions of the RAFP program in Spanish was launched attended by 20 participants from Latin America & the Caribbean region.

In 2016, Boulder partnered with the International Finance Corporation (IFC) to launch “Back to Boulder: Strategic Response to Risk in Highly Competitive Markets (B2B)” at IFC headquarters in Washington, D.C. B2B is an executive education program designed especially for CEOs, Board Members and other executives of financial institutions serving the poor. More than 20 faculty – leading experts from both within and outside of the industry – guide participants in addressing challenges such as increased competition, saturated markets, changing legislation and disruptive innovation.