

# Training Workshop on Capacity Development for Inclusive Business Models

6 June – 8 June 2019 | Kigali, Rwanda

## Programme

### Day 1: Thursday 6 June 2019

| 8:00 - 8:30 | Registration   |
|-------------|--|
| 8:30–9:30   | <p><i>Welcome and setting the scene</i></p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> <li>Representative of the Rwandan Ministry of Agriculture (TBC)</li> <li>Sarah Brewin, IISD</li> <li>Gaulbert Gbehounou, FAO (TBC)</li> <li>EAFF representative (TBC)</li> </ul> <p><i>Objectives and expectations</i></p> <p><u>Speaker:</u> Francine Picard, IISD</p> |
| 9:30–10:15  | <p><i>Contract farming: an introduction to the basic concepts</i></p> <p><u>Speaker:</u> Francine Picard, IISD</p> <p><i>Discussion</i></p>  |
| 10:15–11:00 | <p><i>Contract farming and the law: understanding the content of an agricultural contract</i></p> <p><u>Speaker:</u> Sarah Brewin, IISD</p> <p><i>Discussion</i></p>   |
| 11:00–11:30 | <i>Morning tea and group photo</i>   |
| 11:30–13:00 | <p><i>The IISD-FAO Model Agreement on Responsible Contract Farming</i></p> <p><u>Speakers:</u> Sarah Brewin and Francine Picard, IISD</p> <p><i>Discussion</i></p>   |
| 13:00–14:00 | <i>Lunch</i>   |
| 14:00–15:30 | <p><i>Practical session: contractual issue spotting</i></p> <p><u>Facilitators:</u> Sarah Brewin and Francine Picard, IISD</p>   |
| 15:30–16:00 | <i>Break</i>   |
| 16:00–17:00 | <p><i>The Committee on World Food Security's Principles for Responsible Investment in Agriculture and Food Systems (CFS-RAI)</i></p> <p><u>Speaker:</u> Craig Chibanda, FAO</p> <p><i>Discussion</i></p>   |
| 17:00–17:30 | <i>Day 1 Wrap-up</i>   |
| 19:00–21:00 | <p><i>Welcome dinner, Repub Lounge</i></p> <p>Please meet at the lobby at 18.30 to depart for dinner in the provided transport.</p>  |

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## Day 2: Friday 7 June 2019

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| 8.30–9am    | <i>Recap of day 1</i>   |
| 9.00–10.30  | <p><i><b>Inclusive business models in smallholder-based agricultural value chains: innovations from Rwanda</b></i></p> <p><u>Panelists:</u></p> <ul style="list-style-type: none"> <li>Abdoul Ngerageze, Managing Director, <a href="#">Kumwe Harvest</a></li> <li>Katie McGehee, Director, <a href="#">African Sustainable Agriculture Project</a></li> <li>Twahirwa Dieudonné, Founder and Managing Director, <a href="#">Gashora Farm</a></li> </ul> |
| 10:30–11:00 | <i>Break</i>  |
| 11:00–12:30 | <p><i><b>Sharing farmer experiences and roundtable discussion</b></i></p> <p><u>Moderator:</u> Craig Chibanda, FAO</p> <p><u>Panelists:</u></p> <ul style="list-style-type: none"> <li>Denis Kabiito, farmer and CEO/Coordinator of the Young Farmer's Federation of Uganda;</li> <li>Laura Nakigozi, farmer and CEO of Cloverdale Farm.</li> <li>Emma Tum, farmer and HR &amp; Institutional Development Officer of EAFF</li> </ul>                    |
| 12:30–14:00 | <i>Lunch</i>  |
| 14:00–15:30 | <p><i><b>Contract negotiation principles and skills</b></i></p> <p><u>Speaker:</u> Jeanetta Craigwell-Graham, negotiations expert.</p> <p><i>Discussion:</i> sharing of experiences in contract negotiations.</p>   |
| 15:30–15:45 | <i>Break</i>  |
| 15:45–17:15 | <p><i><b>Contract negotiation simulation</b></i></p> <p><u>Facilitator:</u> Jeanetta Craigwell-Graham, negotiations expert.</p>   |
| 17:15–17:30 | <i>Day 2 Wrap-up</i>  |

## Day 3: Saturday 8 June 2019

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|-------------|--|
| 8:30–9:30   | <p><i><b>Legal and contractual innovations to support women in contract farming</b></i></p> <p><u>Speaker:</u> Sarah Brewin, IISD</p> <p><i>Discussion</i></p>   |
| 9:30–10:30  | <p><i><b>The role of producer organizations in promoting responsible contract farming</b></i></p> <p><u>Speaker:</u> Craig Chibanda, FAO</p> <p><i>Discussion</i></p>  |
| 10:30–11:00 | <i>Break</i>   |
| 11:00–12:00 | <p><i><b>Sharing farmer organization experiences and roundtable discussion</b></i></p> <p><u>Speaker:</u> Norbert Tuyishime; Program Officer (Agribusiness and Trade), EAFF</p> <p><u>Moderator:</u> Francine Picard, IISD</p> |
| 12:00–13:30 | <p><i><b>Way forward and conclusions</b></i></p> <p><u>Moderator:</u> Sarah Brewin, IISD</p>   |
| 13:30       | <i>Lunch and departures</i>  |