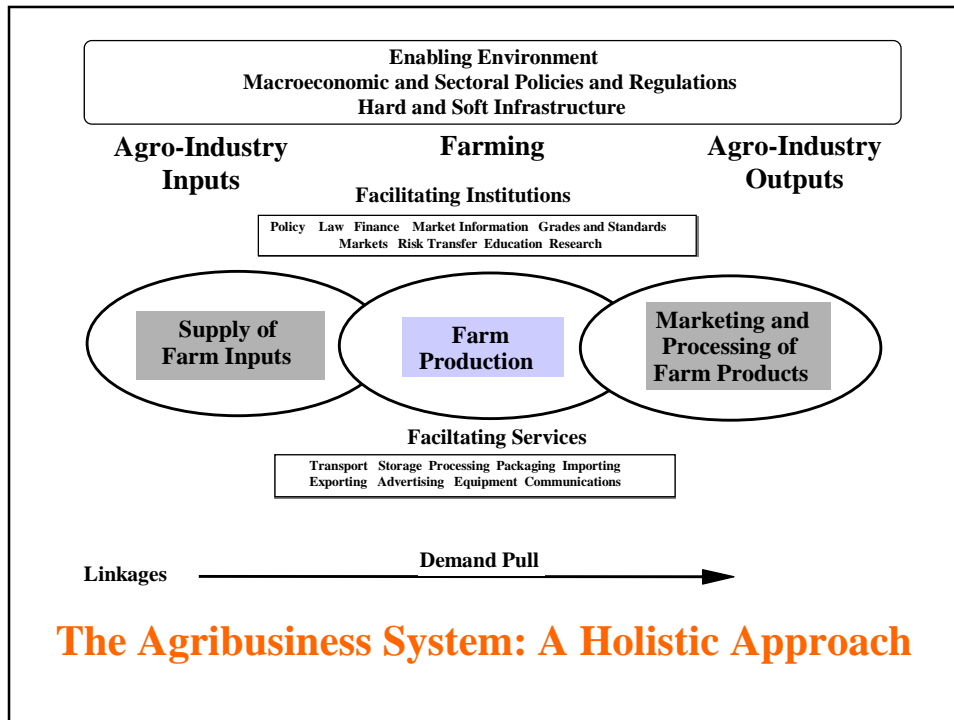


IFDC's Role in Agribusiness Development

by
Amit Roy

IFDC





IFDC Agribusiness Strategy Three Evolutionary Phases

- Develop Agro-Input Supply Network
- Promote Dealer Linkages With Farmers to Introduce Modern Technologies
- Promote Industry Clusters and Commodity Chains—Linkages With Output and Processing Markets

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Agro-Input Supply Network

- Provide Business, Management, and Technical Training to Emerging Dealers
- Provide Marketing and Procurement Information to Reduce Transaction Costs
- Assist With Business Plans for Accessing Credit
- Organize the Dealer Into a Trade Association

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Dealer Linkages With Farmers

- Train Dealers in Transferring Technology to Farmers—Extension Services
- Undertake Varietal Trials in Cooperation With Dealers
- Develop Technical Brochures
- Provide Information on Markets and Competitive Products

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Industry Clusters and Commodity Chains

- Develop Related Trade Associations, e.g., Flour Millers, Poultry/Feed Operators, Commercial Horticulture Producers
- Work With Processors to Provide Inputs and Technology to Their Suppliers
- Assist Processors to Upgrade Storage, Quality, Packaging, and Safety
- Form Federation of Ag Trade Associations to Advocate Improved Policies, Regulations, and Business Climate

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Agribusiness Programs

- Albania
- Bangladesh
- Kosovo
- Nigeria
- Mozambique
- Afghanistan
- Azerbaijan
- Kyrgyzstan
- Malawi
- Ghana

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Albania

- Agricultural Sector: 7.4% (growth rate);
Service Sector: 4.5% (growth rate)
- Fertilizer Consumption: 1994 – 25,000 tons;
2001 – 95,000 tons
- Albania Fertilizer and Agribusiness Development Association has over 300 dues paying members with annual turnover of \$45 million
- Over 90% of farmers use fertilizer
- Over 60% of farmers use HYV seed and CPP

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Kosovo

- Three associations created:
Agro-Inputs; Poultry/Feed Producers;
Wheat Millers

	<u>1999/2000</u>	<u>2000/2001</u>
● Fertilizer use:	40,000 tons	68,000 tons
● Seed use:	16,000 tons	26,000 tons

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Afghanistan

- IFDC Office Established in February 2002
- 70,000 Vouchers Distributed in Seven Regions
- Village Council or Shura Selects Farmers for Voucher Program
- One Voucher for One Bag (50 kg) of Urea
- Topdressing for Spring Wheat
- Farmers Return One Bag Equivalent of Wheat to Shura
- Shura Would Use the Fund for Community/Infrastructure Development

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Afghanistan Activities for 2002

- Expand Market Coverage Using Donated Fertilizers
- Gov of Pakistan has Agreed to Donate 15,000T Urea
- Start Developing market data base
- Train Dealers
- Initiate Varietal Trials in Collaboration with CIMMYT and ICARDA
- Complete Needs Assessment for Soils and Nutrients Research

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Afghanistan Activities for 2003-2005

- Initiate Soils and Nutrient Management Research
- Train Dealers and Traders
- Organize Dealers into Trade Association
- Develop and Organize Output Market
- Assist MOA Develop Seed, Fertilizer and CPP Laws.

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