Country strategy and programme Evaluation

National Workshop, 24 January 2018, Phnom Penh, Kingdom of Cambodia
Group 3: Strategic partnership and investment in support to smallholder agriculture

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Main messages from the plenary session

1. Two-pronged strategy that serves the poor and the advanced farmers
2. Production to commercialization
3. Producer Public Private Partnership (4P)
4. Crosscutting issues: gender, youth, contract farming....
5. Transform Obstacles to Opportunities
6. Capacity of balancing Software and Hardware
Balance soft and hard

- Demand driven approach to balance software and hardware. Necessitate frequent update and need assessment to identify activities that are do-able and operational. Responsive to market demand
  - Directions set by government
    - Agriculture: Commercialization, Productivity and Diversification
    - Loan effectiveness and efficiency: profitability, predictability and sustainability. Shifting from grant to loan require caution.
<table>
<thead>
<tr>
<th>soft</th>
<th>Hard</th>
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<td>Training Learning By Doing</td>
<td>Market, productive, resilient infrastructure</td>
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<td>Include advance technology</td>
<td>e.g. Small scale irrigation</td>
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<td>Business and Innovation</td>
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<td>Climate change (smart agriculture)</td>
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<td>Information</td>
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<td>Capacity and institutional building</td>
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Who are the recipients/beneficiaries??

- Farmer (farmer organization)
- Private sector
  - Producer
  - Buyer
  - Broker
  - Middle man
  - Input supplier
  - MFI
  - Service provider
- Public
  - MAFF and MoC will be the main implementers. Potential partners: MoWRAM, MoWA, MEF, MRD, SNAS
Who are the Strategic Partners?

- Public institutions
- Private sector
- Development partner (Donors)
- Civil Societies
- Farmer Organizations
How to select the Strategic Partners

- Co-financing / parallel funding
- Experience (expertise)
  - Common interest
  - Share vision
- Market based approach
- Experience working with public institution at National and sub national level
- Facilitate / Coordinate with concerned stakeholders adhering with market approach
- Innovations / advanced technologies (Research Development)
- See Beyond Moving from project to programmatic approach
- Capacity building and institutional building