



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.

soft	Hard
Training Learning By Doing Include advance technology Business and Innovation Climate change (smart agriculture) Information Capacity and institutional building	Market, productive, resilient infrastructure e.g. Small scale irrigation



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





GROUP 3

- 1. Ly. Otheara Me / 13. / 25-
- 2. Prof. Seng Mom / 14. / 26-
- 3. Mr. Lou Khannak / 15. / 27-
- 4. Dr. Pou Sovann / 16. / 28-
- 5. Svay Sa / 17. / 29-
- 6. / 18. / 30.
- 7. / 19. / 31.
- 8. / 20. / 32.
- 9. / 21. / 33.
- 10. / 22. / 34.
- 11. / 23. / 35.

GROUP 3
STRATEGIC PARTNERSHIP AND INVESTMENT IN
SUPPORT OF SMALLHOLDER AGRICULTURE

How could a "bridge" between the investment in "soft" support (e.g. human capital and organizational strengthening) and tangible assets (e.g. farm inputs, farm facilities, etc.) be leveraged?

What strategy could be pursued to ensure complementary support and services to work with the Government and private sector?

How can IFAD support be used to ensure complementary support to investment and business development?

