



## PROJECT NOTIFICATION

Ref. No.: 20-AG-29-GE-TRC-A-PN2000011-003(R)

<b>Date of Issue</b>	16 January 2021
<b>Project Code</b>	20-AG-29-GE-TRC-A
<b>Title</b>	Training of Trainers on Developing Future-ready Agribusiness Social Enterprises
<b>Timing and Duration</b>	3–5 March 2021 (three days)
<b>Hosting Country(ies)</b>	Philippines
<b>Modality</b>	Digital Multicountry (DMC)
<b>Implementing Organization(s)</b>	Development Academy of the Philippines (DAP) and APO Secretariat
<b>Participating Country(ies)</b>	All Member Countries
<b>Overseas Participants</b>	19
<b>Local Participants</b>	12
<b>Closing Date for Nominations</b>	12 February 2021

Notes: This PN supersedes the PN issued on 9 March 2020 due to a change in implementation modality from face-to-face to digital sessions.

## **1. Objectives**

- a. Introduce the concept of social enterprises (SEs) and how they contribute to the agribusiness sector;
- b. Learn about innovative supply chain models as a critical component of SEs in the agribusiness sector; and
- c. Acquire the knowledge and skills necessary to be effective trainers for developing future-ready agribusiness SEs.

## **2. Background**

SEs are defined as for-profit, nonprofit, or hybrid organizations that use business methods to advance their social missions while establishing financial sustainability. In agriculture, SEs often address the challenges in the value chain by providing cost-effective financial solutions, best practices for productivity enhancement in crop production, and best processing and packaging solutions to increase product shelf life, with the intention of sharing the financial gains from reduced costs of inputs and increased income with smallholders and contributing to social missions. Digital Green, One Acre Fund, Farmdrive, Kamal Kisan, and Sidai are examples of such SEs in the agribusiness sector in the Asia-Pacific region.

With global trends in agrifood systems and the advent of novel technologies, the business landscape has changed rapidly over the last decade. Digital innovations including the Internet of Things, high-speed internet connections, and greater access to affordable smart devices have the potential to significantly change SEs and startups in agriculture led by the current generation of agribusiness owners and upcoming entrepreneurs who will adopt more innovative technologies to solve social issues.

Smallholder farmers in APO member countries face tough challenges to their productivity, growth, and sustainability including lack of access to affordable financial services, limited knowledge of high-quality inputs, low usage of technology and market data, and poor market links across value chains. To close the gaps and help smallholder farmers thrive, enterprises in Asia have started implementing innovative solutions in the agriculture sector by adopting ICT like blockchains, artificial intelligence, and big data. Agri10x and Khethinnext (India), Bluekorintji (Indonesia), Oxfam (Cambodia), and Agridental (Vietnam) are a few enterprises in APO member countries serving smallholder farmers by utilizing ICT. With recent advances in digital platforms during the COVID-19 pandemic, Asian countries have more opportunities to advance digital-driven SEs.

The focus of this training course will be on accessing finance, improving productivity, increasing postharvest value, and expanding market linkages. These elements are where future-ready SEs could play a vital role in addressing the problems of smallholder farmers and micro and small entrepreneurs.

## **3. Modality of Implementation**

- a. The sessions will be conducted virtually.
- b. The duration of each day's sessions will be around three hours.
- c. The APO Secretariat will inform the resource persons and participants of the link to the virtual sessions.
- d. The link will be exclusive to resource persons and participants and should not be shared.

## **4. Scope and Methodology**

The sessions will consist of the following:

<b>Day/Date</b>	<b>Activity</b>
Wednesday, 3 March 2021	Presentations: <ul style="list-style-type: none"> <li>• Concept, global trends, and principles of future-ready SEs</li> <li>• Future-ready technologies in the agribusiness sector</li> <li>• How to establish SE across agriculture value chains and how to raise funding</li> </ul>
Thursday, 4 March 2021	Presentations: <ul style="list-style-type: none"> <li>• Sustaining, scaling up, and managing SEs by addressing issues and challenges along agriculture value chains</li> <li>• Role of the public and private sectors in developing future-ready agribusiness SEs</li> <li>• Virtual site visit</li> </ul>
Friday, 5 March 2021	Presentations: <ul style="list-style-type: none"> <li>• Characteristics and competencies of effective trainers for creating SEs</li> <li>• Case studies of future-ready agribusiness SEs</li> <li>• Sharing new ideas of SEs by participants and recommended action plans</li> </ul>

## 5. Qualifications of Candidates

Participants must be competent in connecting to virtual meetings, including independently undertaking troubleshooting in the event of poor or lost connections. They must also be proficient in English, both written and spoken. Specific requirements are as follows:

- a. Farmer-leaders of cooperatives and agri-based or rural-based associations/organizations; CEOs and managers of SEs; officials of government and NGOs involved in promoting and implementing programs for the development of SEs, especially in rural communities; and academic researchers involved in extension services and social mobilization.
- b. Five years of experience or more in the position described above.

## 6. Requirements

- a. Have necessary devices comprising a computer, web camera, microphone, and speaker or headphones.
- b. Access to Internet connections suitable for videoconferencing. Stable, wired LAN connections are preferred.
- c. Follow the instructions of the moderators/presenters in asking questions, joining discussions, and answering questions.
- d. Participate in all sessions.

## 7. Financial Arrangements

- a. The APO will meet the assignment costs for international resource persons.
- b. The host country will meet the assignment costs of local resource persons and for a virtual site visit(s), either broadcast live or recorded as applicable.

## 8. Actions by Member Countries

- a. Each participating country will nominate three or more candidates in order of preference.
- b. Self-nominations will not be accepted.
- c. All nominations must be endorsed by an APO Director or Alternate Director and submitted by a Liaison Officer or designated officer.
- d. Each nomination must be accompanied by the APO biodata form and uploaded to the APO Document Management System (DMS)/Fleekdrive by the NPO. The biodata form is available on the APO website.
- e. Late nominations will not be accepted. When a nomination requires the approval of higher authorities and requires a longer time, the member country concerned should send the name(s) of the nominee(s) before or by the deadline, indicating that approval will follow.
- f. If a selected participant becomes unable to participate, the NPO concerned should inform the APO Secretariat and the host country promptly.

## 9. Actions by the APO Secretariat

- a. Selection of candidates will be at the discretion of the Participant Selection Committee of the APO Secretariat.
- b. Selection of candidates will be completed and announced two weeks prior to the start of the sessions.
- c. Slots that become available due to withdrawal of a selected candidate(s) or lack of nominations by a member country may be filled by alternates to be selected on a merit basis.
- d. The APO Secretariat will inform NPOs of the final program and link of the virtual sessions one week prior to commencement.

## 10. Dress Code

Participants are required to wear appropriate business attire during the sessions.



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Secretary-General