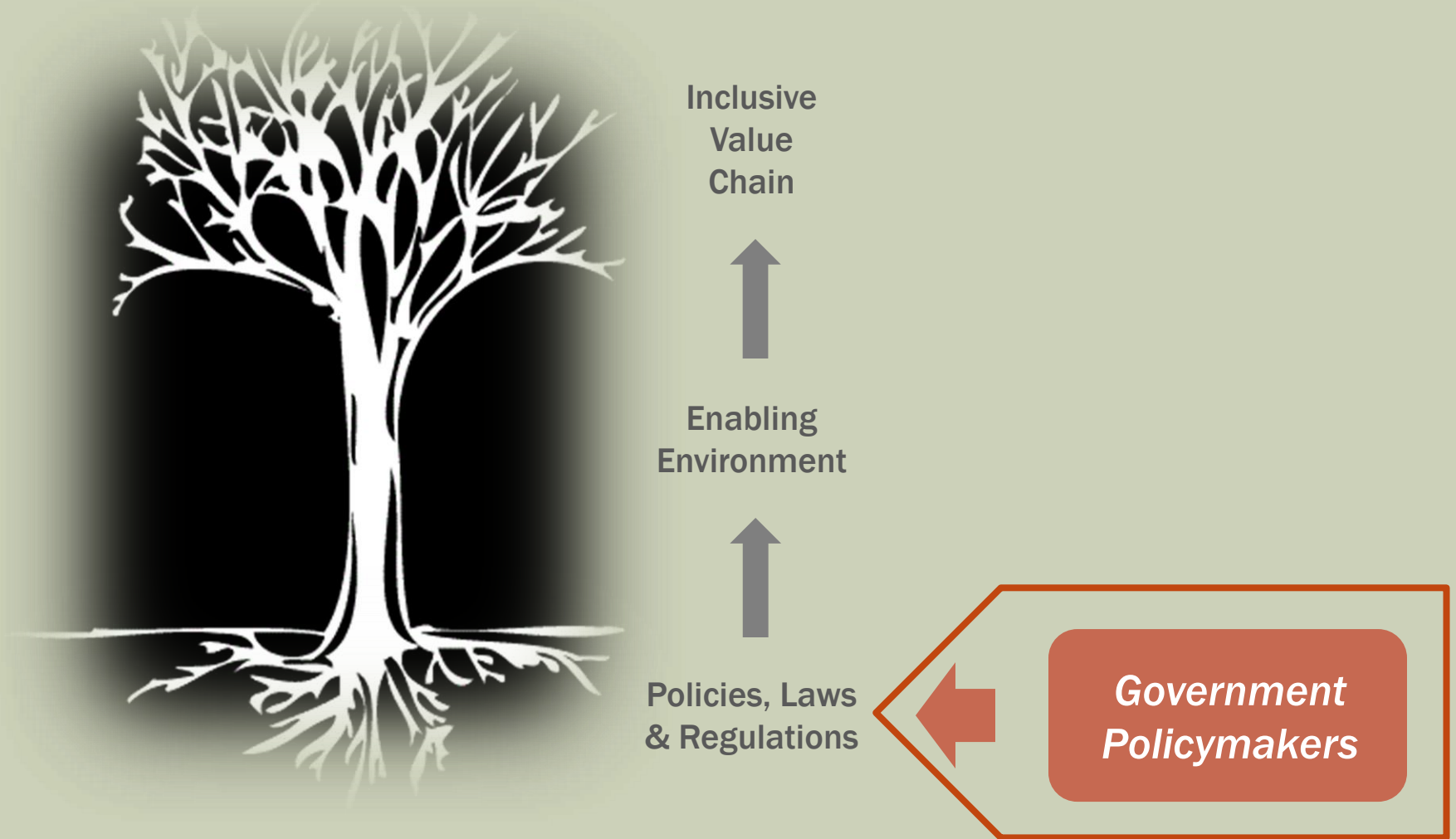# BUILDING ON LEARNINGS

ENABLING THE BUSINESS OF AGRICULTURE

GROWTH OF FOOD DEMAND

ROLE OF GOVERNMENT POLICIES & REGULATIONS

THE VALUE OF BENCHMARKING

You [Socrates] have discovered the reasons
why some farmers are so successful
that husbandry yields them
all they need in abundance,
and others are so inefficient
that they find farming unprofitable.
I should like to hear the reasons in each case,
in order that we may do what is good
and avoid what is harmful.

Xenophon, 4th Century BC
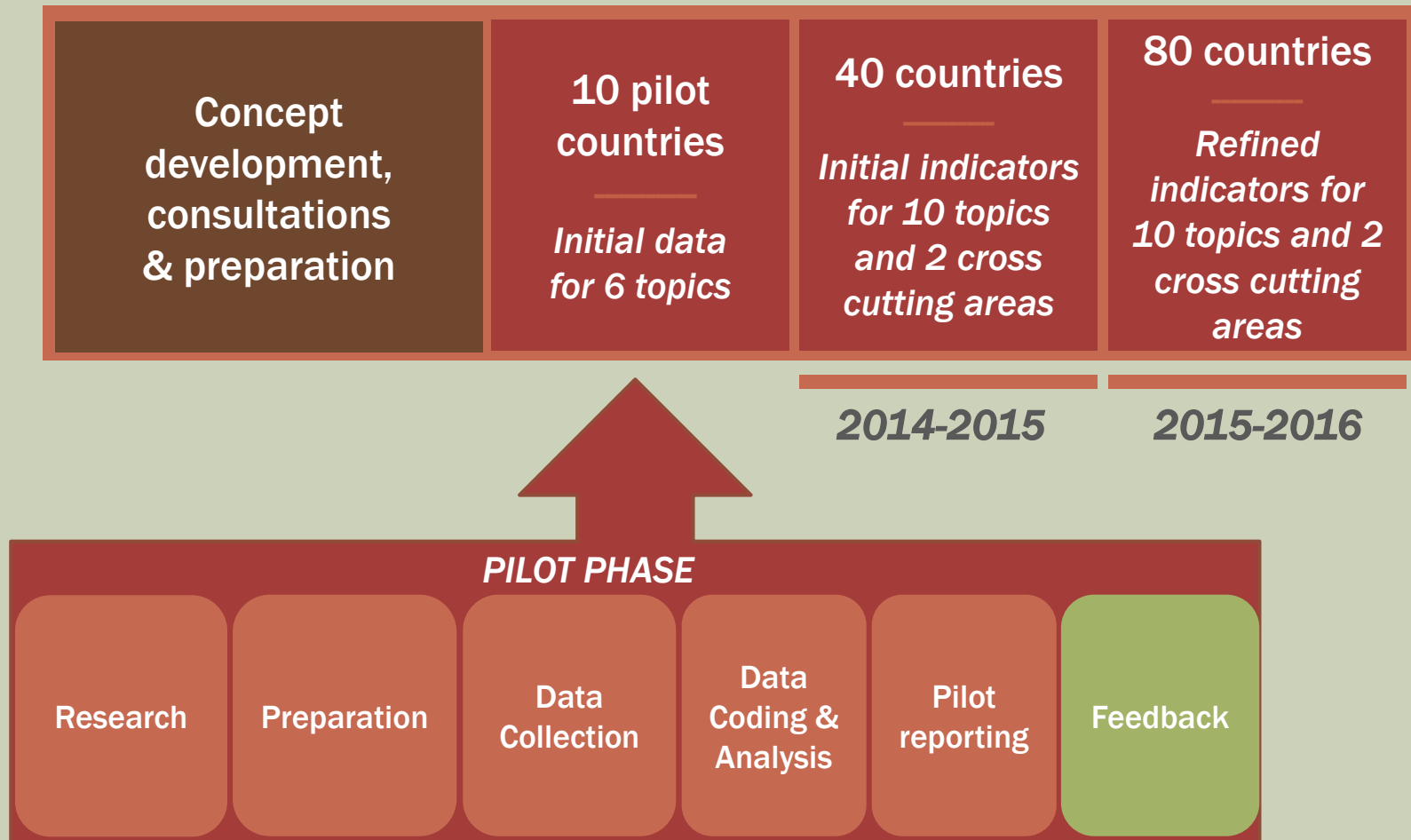
EBA:
A TOOL FOR IMPROVED POLICYMAKING

Enabling the Business of Agriculture aims to **identify and monitor policies and regulations** that can foster an **enabling environment** for the local and regional business of agriculture and **encourage and inform policy changes** that support **inclusive participation in agricultural markets.**

- Comparable and actionable indicators
- Identify good practices
- Motivate reforms

TIMELINE

Concept development, consultations & preparation

10 pilot countries

——————

6 core topics

10 pilot + 30 new countries

——————

6 core topics + 6 new topics
(2 cross cutting areas)

40 countries + 40 new countries

——————

12 topics
(2 cross cutting areas)

2013-2014

2014-2015

2015-2016

TIMELINE

Concept development, consultations & preparation

10 pilot countries

Initial data for 6 topics

40 countries

Initial indicators for 10 topics and 2 cross cutting areas

80 countries

Refined indicators for 10 topics and 2 cross cutting areas

2014-2015

2015-2016

PILOT PHASE

Research

Preparation

Data Collection

Data Coding & Analysis

Pilot reporting

Feedback

THEMATIC COVERAGE

Access to Agricultural Inputs (Seeds, Fertilizer, Machinery)

Access to Agricultural Finance

Access to Transport & Storage

Access to Agricultural Land

Access to Markets (Domestic, Regional, Contract Farming)
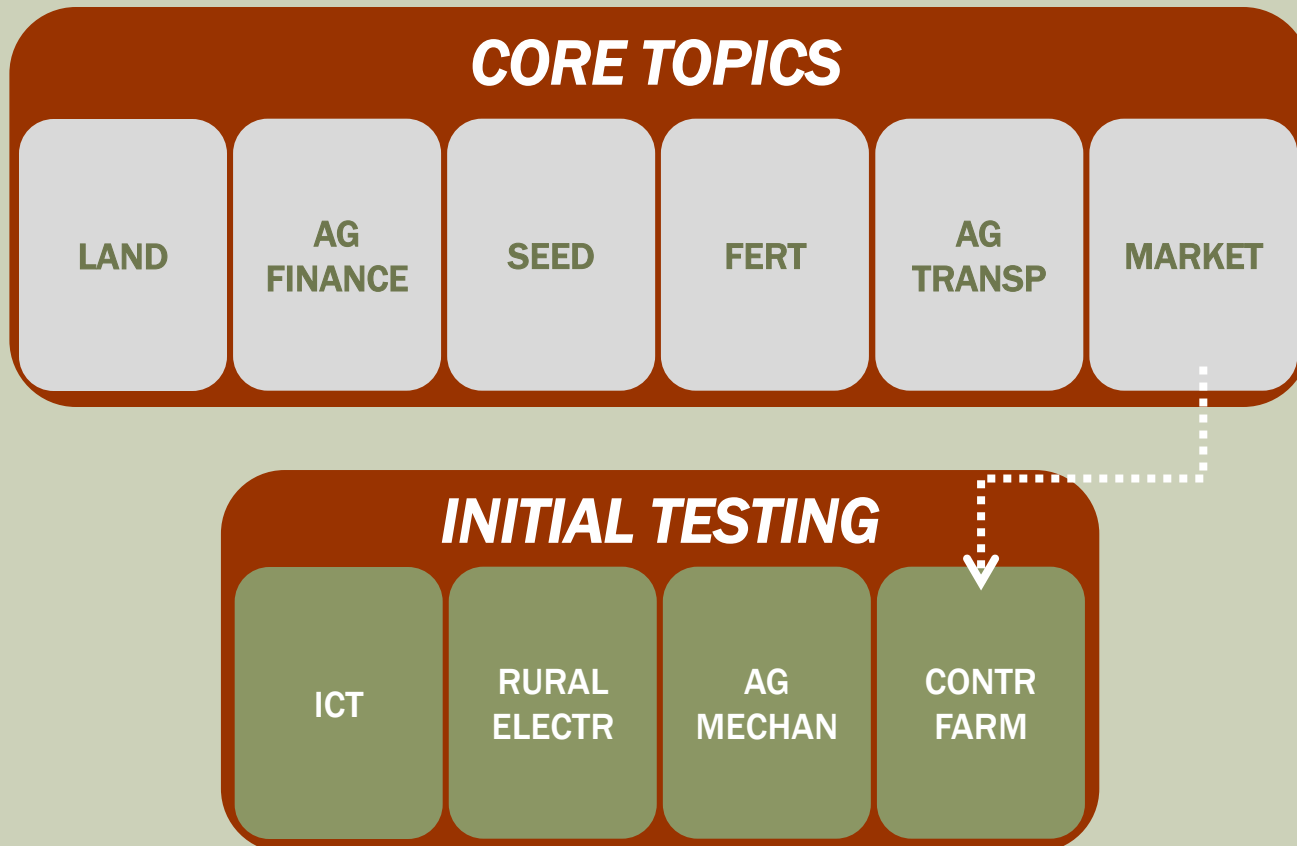
Access to Water

Rural Electricity & ICT

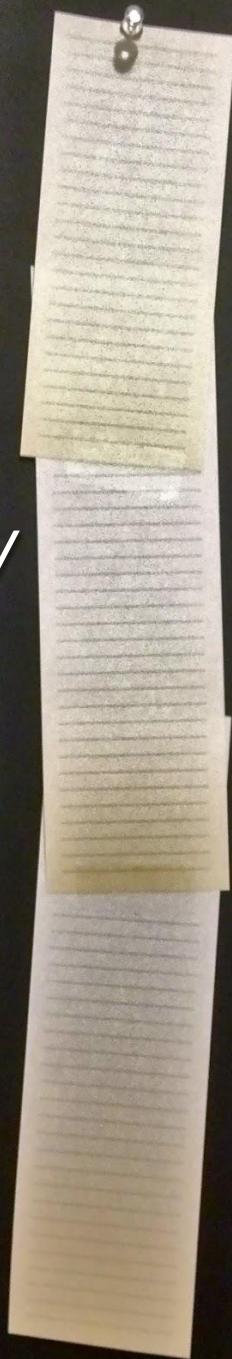**Enabling the Business of Agriculture**

THEMATIC COVERAGE

CORE TOPICS

LAND	AG FINANCE	SEED	FERT	AG TRANSP	MARKET

INITIAL TESTING

ICT	RURAL ELECTR	AG MECHAN	CONTR FARM

TECHNICAL NOTE

Literature
Experts
Advisors

INDICATOR AREAS/
DATA POINTS

QUESTIONNAIRES

COUNTRY SELECTION

Agriculture-based countries: Ethiopia, Nepal, Rwanda

Pre-transition countries: Mozambique, Uganda

Transition countries: Guatemala, the Philippines

Urbanizing countries: Morocco, Ukraine

Developed country: Spain
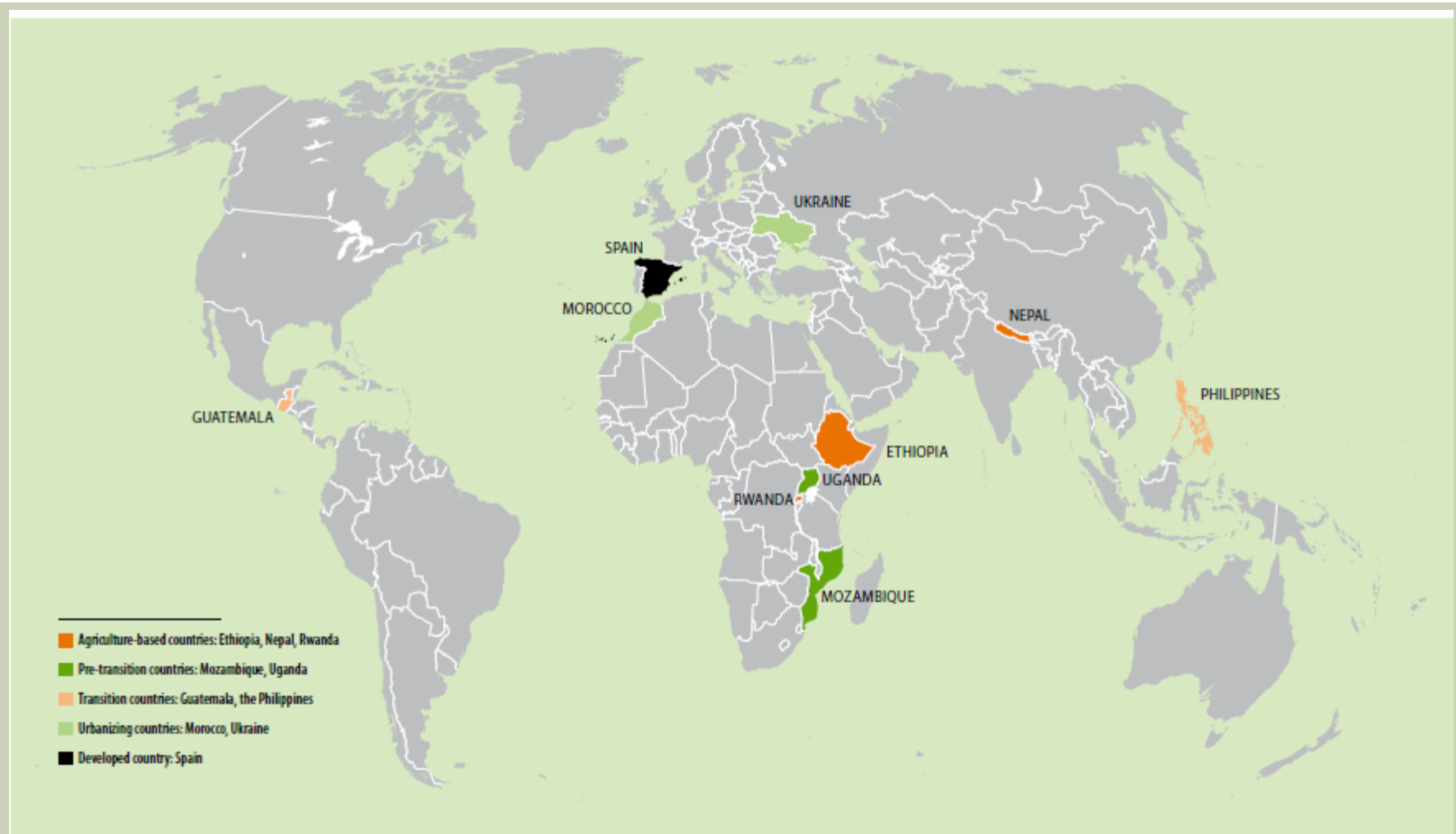
- Government institutions
- Companies
- Associations
- Academia
- Research institutions
- NGOs/farmer organizations

CONTRIBUTORS

COUNTRY VISITS

Month	Countries
November 2013	**Guatemala**
December 2013	**Morocco, Ukraine, Rwanda**
February 2014	**Ethiopia, Philippines, Mozambique**
March 2014	**Nepal, Uganda, Spain**

DESIGN TO ANALYSIS

Jan–Jun 2013
Research and consultation on key constraints in enabling environment for agriculture

Jun–Oct 2013
Consultation with technical experts to develop questionnaires

Nov 2013
Round 1 data collection in Guatemala

Dec 2013
Round 2 data collection in Morocco, Rwanda and Ukraine

Jan 2014
Refinement and review of questionnaires

Feb–Mar 2014
Round 3 data collection in Ethiopia, Mozambique, Nepal, Philippines, Spain and Uganda

Mar–May 2014
Data verification through follow-up and extensive research

May–Jul 2014
Data analysis and report writing

Aug–Sep 2014
Consultations on main findings and methodology

Oct–Dec 2014
Implementation of suggestions on report analysis and methodology for second-year data collection

DATA COLLECTION CHALLENGES

- **Unavailability** of data (laws, regulations, metrics)

- Statistical **unreliability** or weakness of data

- **Incomparability** of data (varying collection methodology)

- **Reluctance** to provide certain information

- **Limited contributor base** to verify data (time & motion)

- Specific **case study assumptions** need to be refined for time and motion indicators

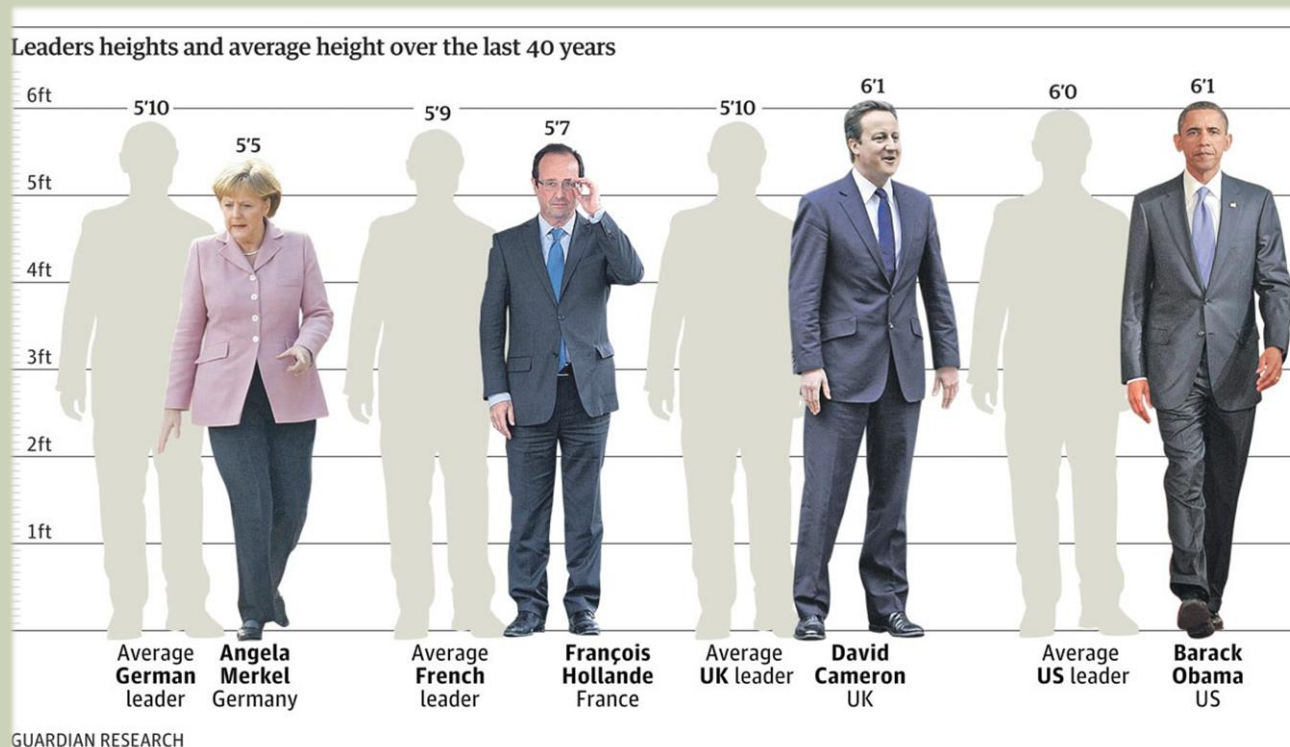- **Extensive follow up** to obtain data

LEARNINGS

VOLUME OF DATA POINTS

The important vs. the most important

LEARNINGS

ROBUST AND COMPARABLE MEASUREMENTS

LEARNINGS

DATA COLLECTION WISDOM

- Interaction/relationship with contributor

- Length of questionnaire

- Prepopulating surveys
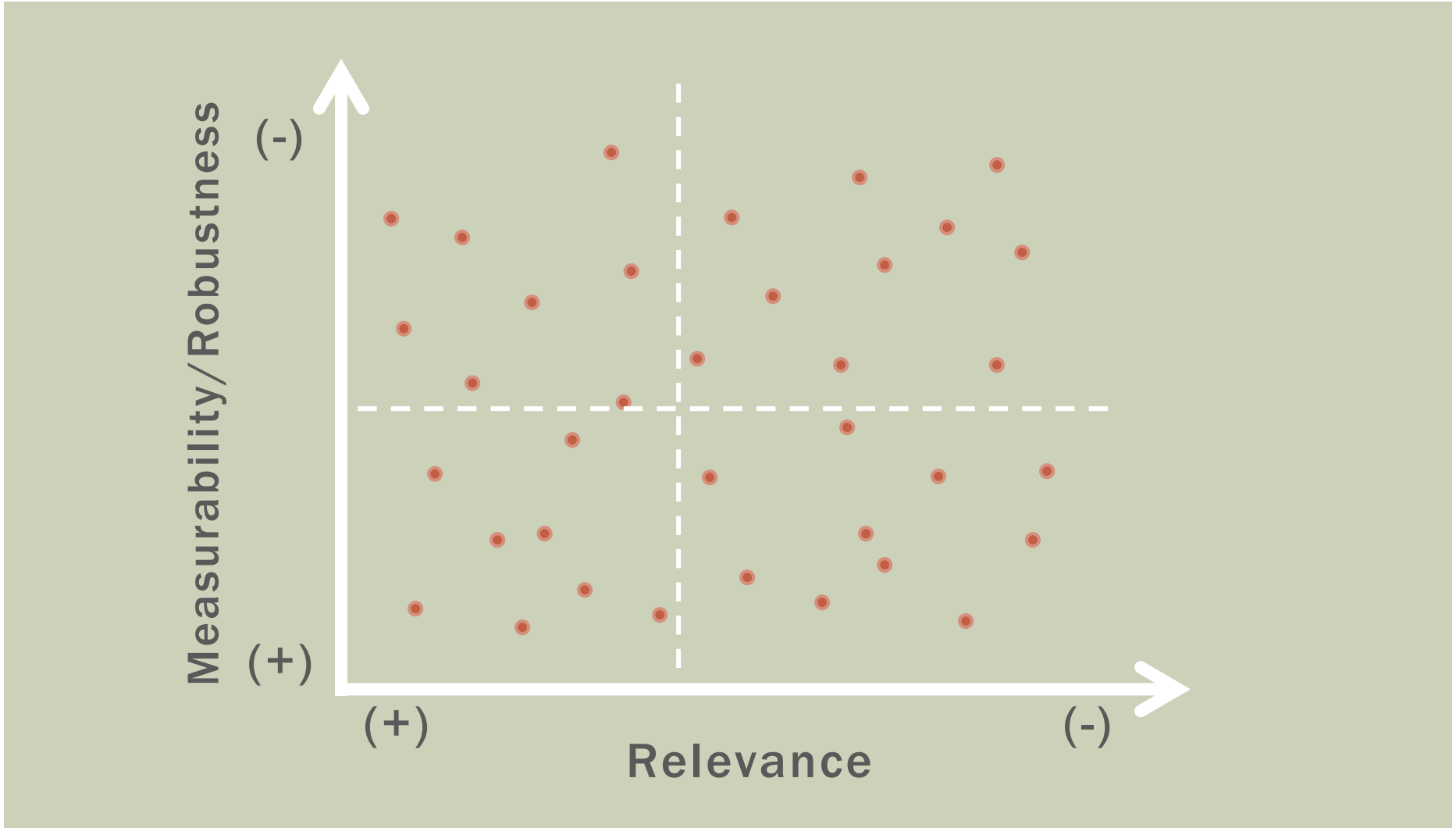
LEARNINGS

Starting trucking company	☑
Licensing requirements/procedures	✓
~~Market structure~~	✗
Pricing regulation & freight allocation	✓
~~Transport prices and costs~~	✗
Axle-load regulation and inspections	✓
~~Road blocks, tolls and fees~~	✗
International agreements	☑
Foreign trucking competition	✓
~~Accessing appropriate vehicles~~	✗
Road quality, access and density	☑
~~Rural roads financing~~	✗
Agricultural storage	☑

Licensing of truck operations

Pricing regulation/
freight allocation

Axle load regulations

Foreign trucking competition

Monitoring of road access,
density and quality

FOCUS OF DATA AREAS

LAND
- First-time registration processes
- Process safeguards
- Legal structure of the land registry

FINANCE
- Branchless banking
- Non-traditional collateral
- Warehouse receipts
- Prudential regulation

FERTILIZERS
- Registering fertilizers
- Importing fertilizers
- Quality control
- Fertilizer use and soil health

SEEDS
- Evaluation and registration of new varieties
- Seed quality control requirements
- International and regional seed trade

FOCUS OF DATA AREAS

TRANSPORT
- Licensing
- Pricing
- Cross-border trucking competition
- Axle-load
- Monitoring road access and quality

MARKETS
- Government plan and cooperative action
- Cross-border exports
- Phytosanitary regulation

CONTRACT FARMING
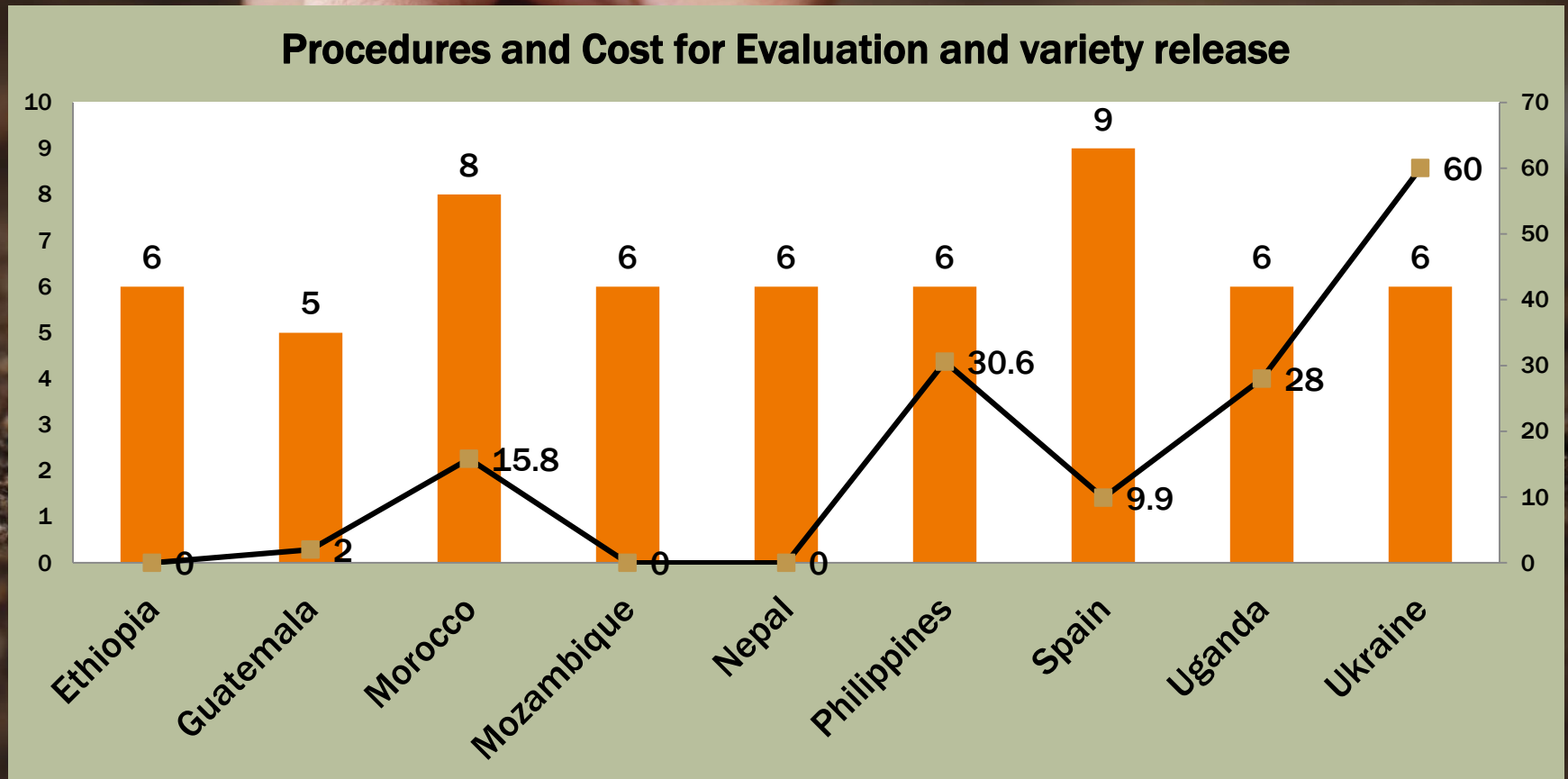- Legal framework
- Contract specifications
- Procedural requirements
- Dispute resolution mechanisms

Procedures and Cost for Evaluation and variety release

A critical regulatory focus —
efficient and timely release of new varieties

DATA: **SEED**

Regional Certification

3
7
■ Members
■ Non-Members

International Certification

4
6
■ Members
■ Non-Members

Opportunities in regional and international cooperation

CONSULTATIVE/FEEDBACK PROCESS

o Methodological approach
o Analysis of indicators
o Contributor strategy

FAO
IFAD
UNIDROIT

Report review

Peer reviewers
Country offices
Donors

Donors

CSOs

June 2014

Technical experts

Technical experts

Sept 2014

Technical experts

LOOKING FORWARD

SCALE UP

TOPICS					
LAND	AG FINANCE	SEED	FERT	AG TRANSP	MARKET
ICT	ENVIRON SUSTAIN	WATER	MECHA-NIZATION	GENDER	LIVE-STOCK

LOOKING FORWARD
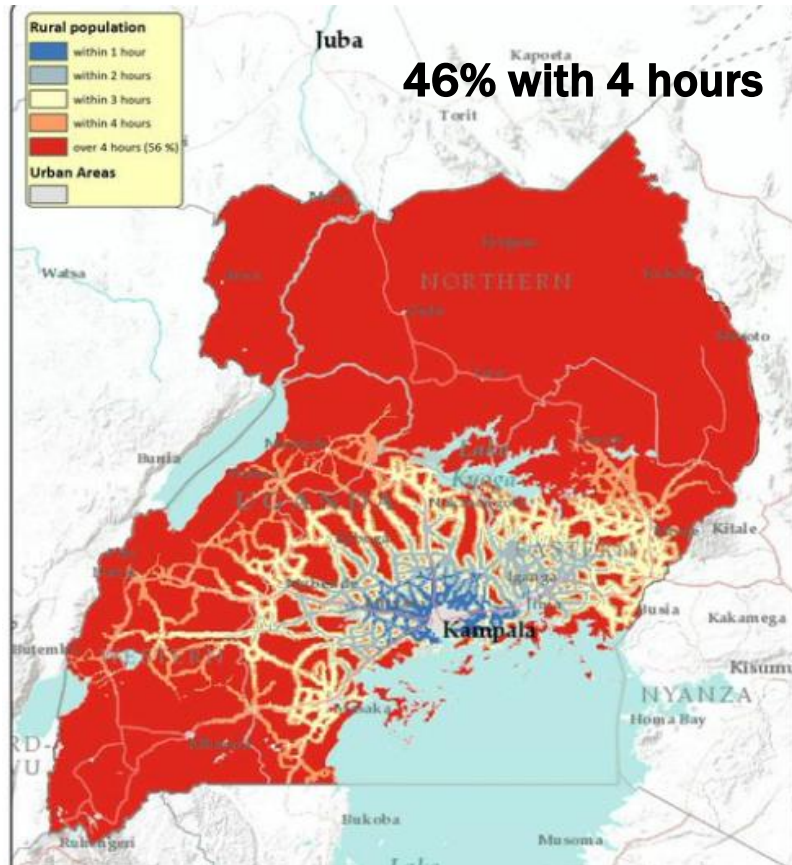
BUILD & REFINE INDICATORS

Challenge of choosing indicators that are:

- most **relevant** in determining "enability" of environment
- **measurable** and statistically **robust**
- fully **comparable**
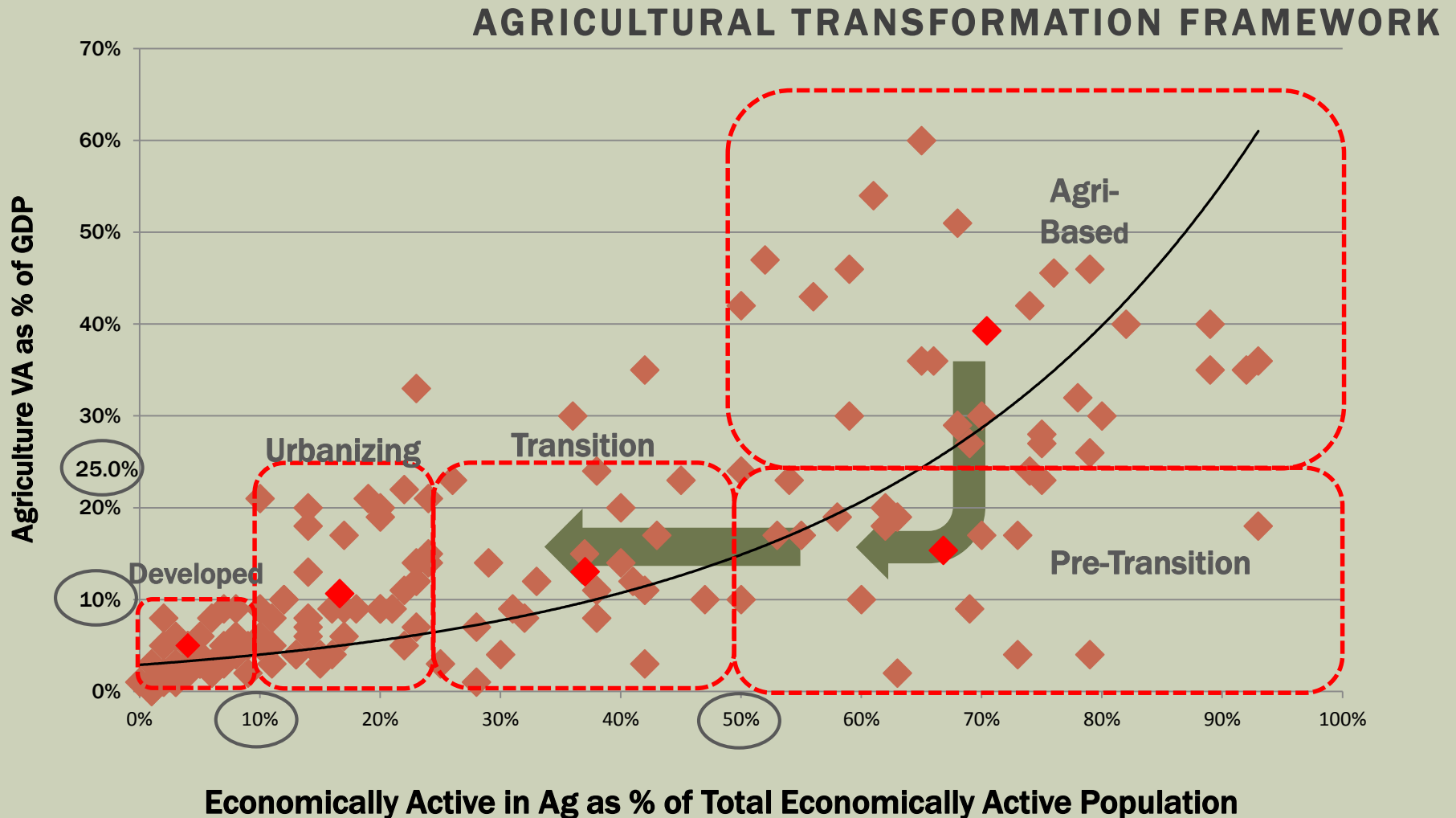- relevant to market linkages/constraints/opportunities for **smaller farmers**
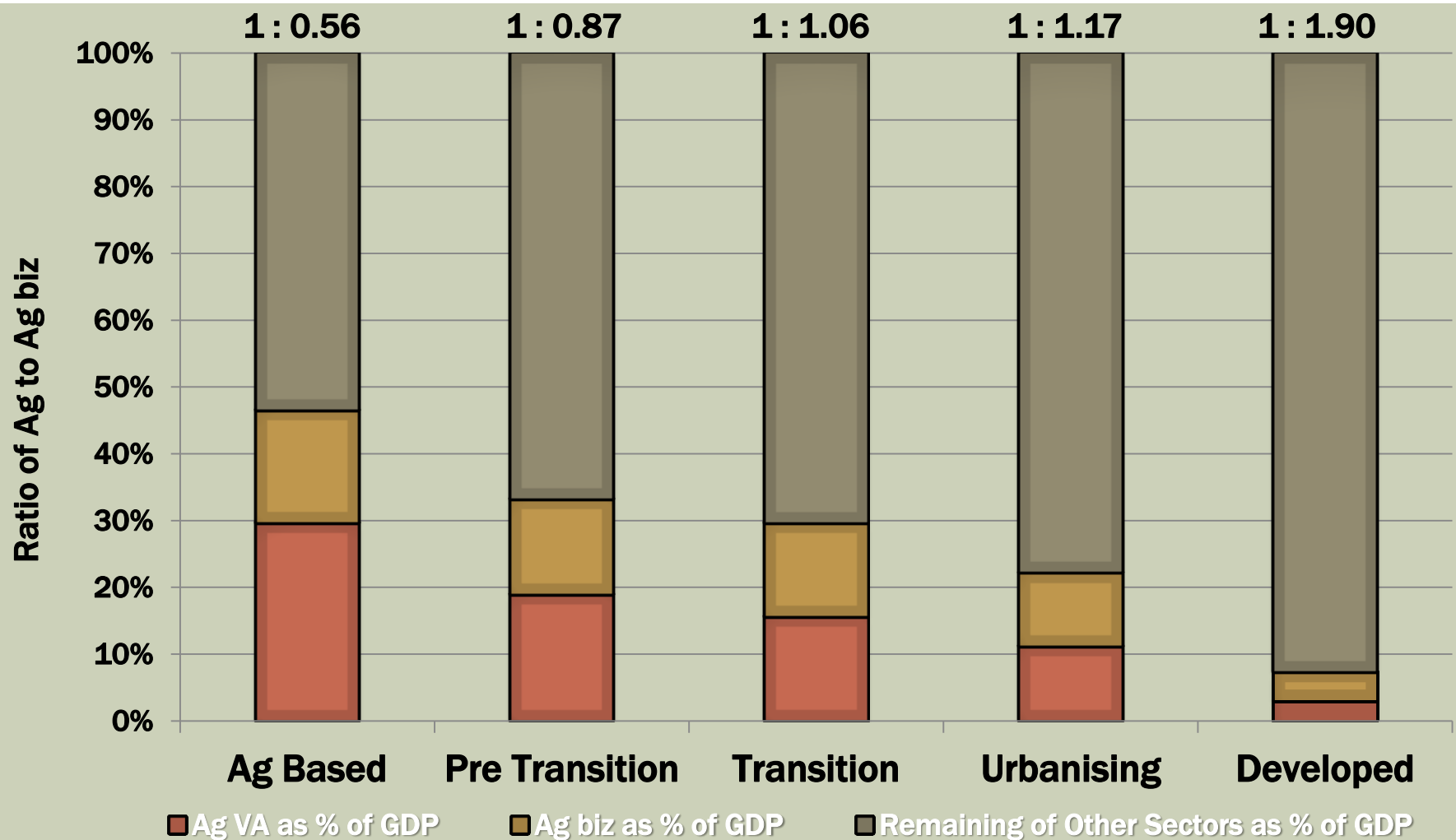
LOOKING FORWARD

ADDITIONAL DIMENSIONS

46% with 4 hours

69% with 4 hours
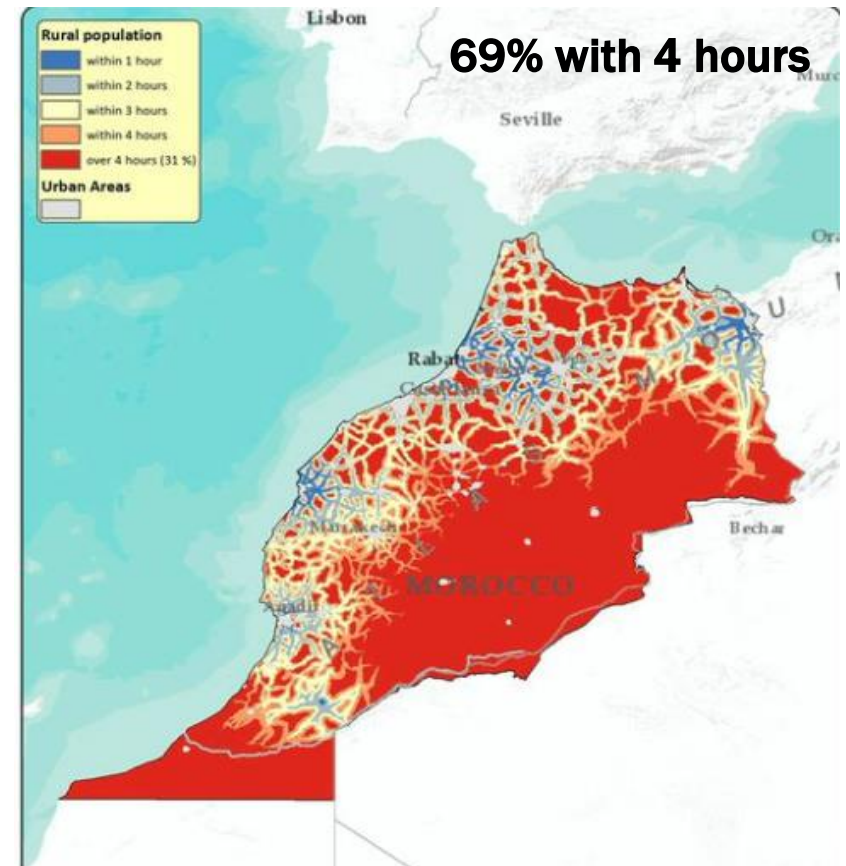
PERFORMANCE/OUTCOME METRICS

LOOKING FORWARD

AGRICULTURAL TRANSFORMATION FRAMEWORK

AGRICULTURAL VA AND AGRIBUSINESS VA
(AS % OF GDP, AND THEIR RATIO TO ONE ANOTHER)

BUILDING ON LEARNINGS

BENCHMARKING THE BUSINESS OF AGRICULTURE

Thank you