



Growing Business with Smallholders

BoP Sector Dialogue – Practitioner Workshop

Johannesburg, South Africa, June 25–26, 2013

With the world population set to rise by 3 billion by 2050, food production needs to grow by 50% above current levels. Smallholders can be important business partners to meet this demand. In southern Africa, they cultivate more than 70% of the arable land and therefore bear great potential to increase agricultural productivity. Access to better inputs can be part of the solution, opening up market opportunities for input providers.

The BoP Sector Dialogue ...

... on inclusive agribusiness provides you with:

- an introduction to the unique challenges of and promising approaches in working with smallholders;
- a first self-assessment for your company regarding its inclusive business performance
- guidance on developing or enhancing your inclusive business model as you build effective relationships with farmers and other partners;
- networking opportunities with peers to explore innovative partnerships.

Target group

The BoP Sector Dialogue is designed for company representatives from South and southern Africa who intend to or already work on implementing agribusiness models with smallholders in the southern African region.

Practitioner workshop

The workshop builds on the findings from the publication “Growing Business with Smallholders – A Guide to Inclusive Agribusiness”, which guides companies through the 5 steps of the „Guide for all Seasons“:

- **Discover** – Identify your inclusive agribusiness opportunity.
- **Assess** – Understand the specific challenges of working with smallholders.
- **Plant** – Consider five core solutions to challenges and enable your business to grow.
- **Nurture** – Learn about opportunities to collaborate effectively with smallholders, with other partner organizations, and on the level of the business environment.
- **Harvest** – Develop a plan on how to ensure mutual benefit for all business partners and assess results.

Business partnerships

Workshop participants will be provided with the opportunity to network and exchange with representatives from farmers associations, donors, government, civil society organisations and other enablers to discuss options for inclusive business partnerships.

Registration

Please register and find more information including a detailed agenda at:

www.agribusiness-with-smallholders.net

You can send your filled in application form to Mr. Tumiso Chepape, tchepape@southernaficatrust.org

Please note: The 2-day practitioner workshop is free of charge. Travel and accommodation costs will be at your own expense.