

FAIR PARTNERSHIPS

International workshop on fair partnerships with family farmers

in agri-chains :

Consequences for development models and for agro-ecological transitions

At CIRAD, Montpellier, Campus de Lavalette:

Wednesday, 4 December 2019 (morning and afternoon) in Room 159 Building 3

Thursday, 5 December 2019 (morning) in room 128 building 4

Registration : <https://framadata.org/EuqmhacGX3ElaUvSwvNWZPz/admin> (see below)

Call for Contributions

Context

In many tropical countries, the development of agricultural commodities sectors has been based on the emergence of contract farming involving "smallholders" and buyers of raw materials, often processors.

In some sectors, such as oil palm, these models have led to an agro-industrial development of industrial plantations and primary processing units surrounded by so-called "smallholder" plantations under contract with these mills. These agricultural models, which were justified by a concern for efficiency (profitability per hectare, low collection costs), can lead to asymmetries between the buyer, who is often the only possible outlet (monopsony), and "smallholders", to the detriment of the latter. Indeed, such asymmetries can generate situations of dependence and an inequitable distribution of value that lead to small margins for "smallholders" and difficulties in asserting their rights or concerns with regard to the local industrial unit. Among "smallholders", family farmers, who are not members of a farmers' association, are frequently concerned by these asymmetries.

In some cases, however, fair partnership initiatives are implemented by local actors. These new ways of organizing value chains, based on different, more ambitious and more "sustainable" local development models are emerging in Latin America, Africa and Asia. These "fair partnership" initiatives can sometimes (but not always) be combined with "fair", "sustainable" or "responsible" certification initiatives, with labels recognized by consumers.

Objectives of the workshop

This workshop proposes to document these initiatives and take a look at these fair development models from a capitalization angle. In what contexts do these models emerge? What do they propose to reduce information and power asymmetries between family farmers and buyers in concentrated markets? How do they promote better access to land, credit, inputs, information and technical advice, the autonomy of family farmers, and a better distribution of the value added generated by the sector? What are the roles of producer organizations in setting up these partnerships and their development in relation to public policies? What is needed to ensure their long-term development and viability, in terms of research and public policies?

This workshop aims to review and draw lessons and perspectives from research and case studies on different value chains (soybean, sugarcane, cotton, oil palm, rubber, dairy farming, etc.).

The workshop aims to discuss the ways and means of establishing a fair partnership, combining different forms of agriculture (family and business) and primary and secondary processing. The workshop also aims to discuss agro-ecology as a form of technical, social and economic production. It will be about seeing how fairer partnerships can promote agro-ecological transitions.

This workshop should also help to lay the foundations for a generic reflection on fair partnerships and their role in sustainable development trajectories, in a cross-sectoral way, and favouring a transdisciplinary approach in economics, sociology, agronomy, and food technology.

Programme

The workshop, which will be held in English, consists of 3 half-days:

- **Wednesday December 4th (morning)** : A session giving the floor to 3 guest speakers dealing with sustainable partnerships in the oil palm sector. These 3 presentations will be followed by a debate.
- **Wednesday December 4th (afternoon)** : A session open to the presentation of fair partnerships in all sectors, to put into perspective the operationality of the fair partnership concept. Again, the presentations will be followed by a debate.
- **Thursday December 5th (morning)**: A specific session to discuss with economic operators and donors about the place of fair partnerships in development.

Guest Speakers (December 4th morning)

- **Mansuetus Darto, President of the Indonesian Oil Palm Producers' Union (SPKS)**
Manusetus Darto is President of a newly formed union (2005) in Indonesia, with whom CIRAD has been working for a few years. He will present the union's thinking on two levels: a) the constraints of the historical models developed in Indonesia, b) the new directions that the union proposes towards models of fair partnerships with small producers, and the actions that it carries out in this respect, including public policies.

- **Isaac Ouedraogo, CEO of B-Bovid, an agribusiness based on social entrepreneurship principles, Ghana**

Isaac Ouedraogo will present the social business he has created in Ghana by investing in an industrial mini-mill. He will share his own analysis of the confrontation of his national investor ambitions with economic and social realities.

- **John Garcia and Laurène Feintrenie (to be confirmed)**

They will present a) some social development models in Latin America, b) a case study and a method for running a multi-stakeholder workshop in the sector through role-playing games and modelling.

Call for contributions

This call for contributions is seeking proposals for presentations related to this subject on different agricultural or livestock sectors, for the second half-day of the workshop.

Please send your oral communication proposals (5 to 20 minutes) before 15 November to: sylvain.rafflegeau@cirad.fr, emmanuelle.cheyns@cirad.fr and guillaume.duteurtre@cirad.fr

With a title and an abstract (around ½ page) and the desired presentation time.

Participation in the workshop

This workshop is open to everyone. However, please register online:

<https://framadate.org/EuqmhaeCGX3ElaUvSwvNWZPz/admin>

The room is equipped with video conferencing equipment (only for Wednesday November 4th).

Organisation

This workshop is being organized as part of “Indo Family farms (2018-2019)”, a CIRAD-PalmElit-SPKS project on capacity-building for family farms in Indonesia.

Organisers:

Emmanuelle Cheyns (Moisa),
Sylvain Rafflegeau (System)
Guillaume Duteurtre (Selmet).
Xavier Lacan (PalmElit)