



**4th Consultative Forum on
Coffee Sector Finance**

Preparations by Members

1. The Executive Director presents his compliments and has the pleasure of inviting Members, Private Sector Consultative Board (PSCB) associations and observers to attend the 4th Consultative Forum which will take place on Tuesday, 23 September 2014 from 09:00 to 18:00. The event will be chaired by Mr Juan Esteban Orduz, President, Colombian Coffee Federation, Inc., and will take place at the headquarters of the Organization at 22 Berners Street, London W1T 3DD, during the week of the 113th Session of the Council. Further information about the Council and other meetings is contained in document [ED-2181/14](#).

2. The Forum will promote an exchange of views on 'How producing countries can engage effectively with financial multilateral institutions and donors, and ensure that financing from those organizations meets the needs of producers'. The objective is to establish a direct dialogue with multilateral and bilateral institutions, donors and social lenders to discuss and implement concrete plans for poverty alleviation and wealth creation in rural communities which depend on coffee production.

Preparations by Members

3. With a view to preparing for the 4th Forum, Members are requested to give consideration to the composition of their delegations and provision of information on coffee projects and programme as follows:

Delegations

4. The Executive Director wishes to recommend that ICO Member Governments should include in their delegations representatives of the government and private sector directly responsible for dealing with coffee and agricultural finance, projects and research and development (e.g. agricultural development project managers, extension agents and agricultural technicians, agricultural research and development scientists from both governmental and non-governmental organizations) so that they can engage in a dialogue with donors and financial institutions with a view to achieving practical outcomes from the Forum.

Information for networking

5. Members are invited to bring the following information to the networking session on the afternoon of Tuesday 23 September to inform initial discussions with institutions:

- Contact details/business cards
- Information about priority areas for funding and future support in the coffee sector
- Amount of financing required
- Information about projects and proposals requiring financing (duration, objectives, outcomes, components, co-financing, technical or in-kind support required, beneficiaries, etc.)
- Copies of relevant project documentation and proposals requiring financing (in English where possible), coffee development strategies if available, etc.

6. The event is free of charge and is open to ICO Members, representatives of PSCB associations, invited observers and organizations providing technical and financial assistance to the coffee sector, either directly or as facilitators.

7. Interpretation in the four official languages (English, French, Portuguese and Spanish) will be available for plenary meetings only and not for the networking session.

Registration

8. If you would like to attend, please complete and return the attached form to the ICO **by 5 September 2014**, either by email: deschamp@ico.org, or by fax: +44 (0) 20 7612 0630. Members who have already sent their credentials do not need to complete the attendance form.



As at 19 September 2014

4th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE

HOW PRODUCING COUNTRIES CAN ENGAGE EFFECTIVELY WITH FINANCIAL MULTILATERAL INSTITUTIONS AND DONORS, AND ENSURE THAT FINANCING FROM THOSE ORGANIZATIONS MEETS THE NEEDS OF PRODUCERS

Tuesday, 23 September (09:00 – 18:00)

Council Chamber, ICO headquarters, 22 Berners Street, London

- 08:30 – 09:00 **Registration and coffee**
- 09:00 – 09:10 **Welcome and opening remarks:**
International Coffee Organization: Robério Oliveira Silva, Executive Director
Chairperson, Consultative Forum: Juan Esteban Orduz, President, Colombian Coffee Federation, Inc.
- 09:10 – 09:25 **Overview**
International Coffee Organization: Mauricio Galindo, Head of Operations
- 09:25 – 09:40 **Introduction to joint World Bank/ICO report on risk and finance:**
World Bank: Roy Parizat, Senior Economist, Agricultural Finance and Risk Management Team
- 09:40 – 11:00 **Presentations by representatives of multilateral institutions:**
Assistance to coffee producers, including examples of what has worked and what has not worked, how finance is accessed and availability of assistance for different stakeholders (governments, private sector and others).
- [World Bank Group](#) – presentation showing the activities of both the World Bank and the International Finance Corporation (IFC) across the public and private sectors in coffee producing countries:
 - **IFC:** Panos Varangis, Head, SME Finance Advisory
 - **World Bank:** Mona Sur, Lead Agriculture Economist
 - [African Development Bank](#): Aly Abou-Sabaa, Vice-President, Operations II, Sector Operations
 - [Asian Development Bank](#): Naomi Chakwin, Resident Director General, European Office, Frankfurt
 - [Common Fund for Commodities](#): Parvinder Singh, Managing Director a.i.
 - [Inter-American Development Bank](#): Ricardo Vargas del Valle, Senior Specialist
- 11:00 – 11:15 **Coffee break**

- 11:15 – 12:30 **Panel discussion with representatives of bilateral institutions:**
How can governments, the private sector and others engage with bilateral agencies to facilitate financial and technical assistance on coffee sector activities that meets the needs of producers?
- Moderator:** Consultative Forum Chairperson, Juan Esteban Orduz
- [Spanish Agency for International Development Cooperation \(AECID\) \(Spain\)](#): Carles Puigmartí Borrell, Programme Officer, Office for Technical Cooperation
 - [CBI \(Netherlands\)](#): Femke de Jong, Programme Manager Team Latin America
 - [CBI \(Netherlands\)](#): Renee Boelaars, Region Manager Team Latin America
 - [DEG \(Germany\)](#): Ian Lachmund, Project Director, Coffee Partnership for Tanzania
 - [FMO \(Netherlands\)](#): Anton Timpers, Senior Investment Officer, Agribusiness
 - [GIZ \(Germany\)](#): Eberhard Krain, Advisor, Sustainability and Standards in Agricultural Value Chains
 - [Istituto Agronomico per l'Oltremare \(IAO\) – Italian Cooperation, Foreign Office Ministry \(Italy\)](#): Massimo Battaglia, Programme Officer, Coffee Projects in Central America
 - [Istituto Italo-Latino Americano \(IILA\) \(Italy\)](#): José Luis Rhi-Sausi, Socio-Economic Secretary
 - [USAID \(USA\)](#): Curt Reintsma, Partnership Specialist, Bureau for Food Security
- 12:30 – 13:00 **Discussions and questions with all participants**
- 13:00 – 14:30 **Lunch**
- 14:30 – 15:45 **Panel discussion: Social and sustainable funding:**
How might governments work with social and sustainable lenders to assist in the expansion of finance?; how can private sector exporters and traders collaborate with social lenders to facilitate financing to their producer partners?; and how can producer organizations access the services of such lenders directly?
- Moderator:** [Progreso Foundation](#): Ángel Mario Martínez García, Executive Director
- [IDH](#): Ted van der Put, Programme Director
 - [Neumann Foundation](#): Pablo García Camacho, Trustee
 - [Rabobank Rural Fund](#): Peter Veening, Investment Manager
 - [ResponsAbility Investments AG](#): Gaëlle Bonnieux, Head, Agriculture Debt Financing
 - [Shared Interest](#): Elisabeth Wilson, Business Development Manager
 - [Triodos Investment Management BV](#): Nelleke Veenstra, Senior Investment Officer Trade Finance
 - [FAST](#): Noemí Pérez, President and CEO
- 15:45 – 17:25 **Coffee and networking with Forum presenters and panellists and representatives of producing countries (without interpretation)**
- 17:25 – 17:50 **Discussions on outcomes and next steps:** all participants
- 17:50 – 18:00 **Concluding remarks:** Forum Chairperson
- 18:00 – 20:00 **Reception**

4th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE
23 SEPTEMBER 2014

TERMS OF REFERENCE

Background

1. The International Coffee Agreement 2007 provides for a Consultative Forum on Coffee Sector Finance to ‘facilitate consultation on topics related to finance and risk management in the coffee sector, with a particular emphasis on the needs of small- and medium-scale producers.’

Date and venue

2. The 4th Consultative Forum will take place at the ICO headquarters in London from 09:00 to 18:00 on Tuesday 23 September 2014, during the week of the 113th Session of the International Coffee Council.

Objective

3. The Forum will promote an exchange of views on ‘How producing countries can engage effectively with financial multilateral institutions and donors, and ensure that financing from those organizations meets the needs of producers’. The objective is to establish a direct dialogue with multilateral and bilateral institutions, donors and social lenders to discuss and implement concrete plans for poverty alleviation and wealth creation in rural communities which depend on coffee production. Through bringing the different parties together, donors and lenders will have the opportunity to learn about opportunities for assisting and investing in the coffee sector, and coffee growers will have direct access to donors and to learn about their priorities.

Structure

4. In the morning, the Chairperson and the Executive Director will make some brief opening remarks, followed by presentations by the Head of Operations on the role of the ICO in facilitating assistance to the coffee sector and by the World Bank on the joint World Bank/ICO study on risk and finance. Representatives of multilateral development banks will then make presentations on their financial and technical assistance to the coffee sector. These will be followed by a panel discussion with representatives of bilateral institutions on ‘How can governments, the private sector and others engage with bilateral agencies to

facilitate financial and technical assistance on coffee sector activities that meets the needs of producers?’ A second panel discussion with representatives of social and sustainable funding institutions will take place in the afternoon on the topic of ‘How might governments work with social lenders to assist in the expansion of finance; how can private sector exporters and traders collaborate with social lenders to facilitate financing to their producer partners; and how can producer organizations access the services of such lenders directly’.

5. Following this, each institution (multilateral, bilateral and social and sustainable funding agencies) and ICO producing Members will have the opportunity to informally network and discuss priorities and opportunities for investment in the coffee sector. In addition to the two hour slot for this activity, there will also be opportunities for informal discussions with representatives of financial and donor institutions during the lunch and evening reception on 23 September, as well as during the remainder of the Council Session from 22-26 September in the case of institutions who are participating as observers. The day will end with a plenary review of the outcomes and next steps.

6. Issues to be covered in presentations, discussions and meetings:

- What works well as well as what does not work in technical and financial assistance to the coffee sector.
- How can governments, the private sector and others engage with multilateral, bilateral, social and sustainable funders on coffee sector activities and facilitate the expansion of technical and financial assistance to producers.
- Exchange of information and coordination of coffee sector activities among multilateral and bilateral agencies.
- Potential for the ICO to contribute to donor strategies and actions to assist the coffee sector.
- Other issues and sources of support relevant to financing of the world coffee sector.
- How can producer organizations access the services of funders and lenders directly.

Participants

7. The event will be attended by ICO Members and observers and private sector representatives. In addition, the meeting will be open to representatives of non-governmental and other institutions providing or facilitating technical and financial assistance to the coffee sector.

Additional information

8. The ICO will prepare a background document for the Forum which will include information about the priorities of the participating donor and financial institutions, details of the finance and technical cooperation available for coffee, and how to access these resources. This document will be circulated to all ICO Member Governments for review in advance of the Forum.

Follow up

9. At its meeting on 25 September, the Core Group will consider the conclusions of the Forum and the Chairperson of the Forum will prepare a report on the results from the Forum for circulation to all Members.

10. Following the Forum, all participants will have the opportunity to complete an electronic survey reporting back on the outcomes of their discussions and learnings from the Forum.

11. The outcomes of the Forum will be used by the ICO to develop a roadmap for future Forum activities on this topic.

Dissemination of Forum results

12. The results of the 4th Forum will be disseminated as follows:

- Copies of presentations, reports, press releases, news items and audio recordings of speakers will be posted on the home page and the Forum section of the ICO website. They will also be distributed electronically to Members, PSCB and non-member countries with a request to disseminate the results of the Forum as widely as possible to representatives of the coffee sector and policy-makers in their countries. Members will also be encouraged to issue press releases to publicize the results of the Forum and generate interest in it in their countries.
- Copies of presentations, reports and press releases will be issued to national and international media.
- Journalists covering coffee will be briefed about the outcomes at a press briefing during the week of the meetings.

- Relevant international organizations will be requested to post materials on their website (e.g. Common Fund for Commodities (CFC), Food and Agriculture Organization of the United Nations (FAO), International Trade Centre (ITC), World Bank, USAID).
- A summary of the proceedings of the Forum will be included in the Annual Review.
- Social media: the ICO Facebook page will include links to the Forum (<https://www.facebook.com/pages/International-Coffee-Organization/196425447100713>).
- A one-two page Executive Summary or fact sheet distilling the main points and themes of the Forum will be prepared for distribution on missions by the Executive Director and his staff.



**INTERNATIONAL
COFFEE
ORGANIZATION**

22 Berners Street
London W1T 3DD
United Kingdom

**4th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE
23 SEPTEMBER 2014 (09:00 – 18:00)**

ATTENDANCE FORM

I will/will not* attend the above event on 23 September 2014 (a separate form should be completed for each participant).

Name of ICO Member country/PSCB association/observer:

Name:

Position:

Organization/company:

Phone:

Fax:

Email:

The event is free of charge to ICO Members, representatives of the PSCB associations and invited observers.

** Please delete as appropriate*

Please return to:
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