



**5th Consultative Forum on
Coffee Sector Finance**

Terms of reference and Programme

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 5th Consultative Forum which will take place on Tuesday, 3 March 2015 from 09:00 to 17:00. The event will be chaired by Mr Juan Esteban Orduz, Colombian delegation, President and CEO, 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 114th Session of the Council.
2. The Forum will promote an exchange of views on 'How to effectively structure a project in order to obtain financing'. The objective is to build on the successful work of the 4th Consultative Forum, held in September 2014, and to delve deeper into the mechanics of project finance. A series of experts will give presentations on the practical steps necessary to access finance.
3. Interpretation in the four official languages (English, French, Portuguese and Spanish) will be available.
4. This document contains the terms of reference and the programme for the Forum.

Registration

5. If you would like to attend, please complete and return the attached form to the ICO 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.

5th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE

3 MARCH 2015

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 5th Consultative Forum will take place at the ICO headquarters in London from 09:00 to 17:00 on Tuesday 3 March 2015 during the week of the 114th Session of the International Coffee Council.

Objective

3. The Forum will promote an exchange of views on ‘How to effectively structure a project in order to obtain financing’. The objective is to build on the successful work of the 4th Consultative Forum, held in September 2014, and to delve deeper into the mechanics of project finance. A series of experts will give presentations on the practical steps necessary to access finance.

Structure

4. In the morning, the Chairman 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 the practical steps necessary to access financing for the coffee sector. These will be followed by a questions and answer session. The afternoon will follow the same format with presentations from representatives of various other funding agencies.

5. Issues to be covered in the presentations:

- Introductions to the organizations.
- Detailed description of the finance mechanisms that are available to coffee farmers e.g., loans, grants, other forms of finance.

- The practical steps for accessing such finance – who's eligible, what the process is, what needs to be submitted, how long the process takes, etc.
- Possible case studies.

Participants

6. 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.

Follow up

7. At its meeting on 5 March, the Core Group will consider the conclusions of the Forum and the Chairman of the Forum will prepare a report on the results from the Forum for circulation to all Members.

8. 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.

9. 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

10. The results of the 5th Forum will be disseminated as follows:

- Copies of presentations, reports, press releases, news items and audio recordings of the 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.
- Journalists covering coffee will be briefed about the outcomes at a press briefing during the week of the meetings.
- A summary of the proceedings of the Forum will be included in the Annual Review.
- An 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.



As at 27 February 2015

5th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE

HOW TO EFFECTIVELY STRUCTURE A PROJECT IN ORDER TO OBTAIN FINANCING

Tuesday, 3 March 2015 (09:00 – 17:00)

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
Chairman, Consultative Forum: Juan Esteban Orduz, Colombian delegation, President and CEO, Colombian Coffee Federation, Inc.
- 09:10 – 09:25 **Access to Finance: The Key to Increased Productivity and Sustainability**
International Coffee Organization: Mauricio Galindo, Head of Operations
- Presentations by representatives of development banks**
Detailed presentations, including the necessary practical steps for governments to access different forms of finance for the coffee sector.
- 09:25 – 09:50 ● **World Bank:** Roy Parizat, Senior Economist, Agricultural Finance and Risk Management Team
- 09:50 – 10:10 ● **Asian Development Bank:** Naomi Chakwin, Resident Director General, European Office, Frankfurt
- 10:10 – 10:30 **Coffee Break**
- 10:30 – 10:50 ● **Inter-American Development Bank:** Ignacio Corlazzoli, Lead Specialist, Operations
- 10:50 – 11:30 ● **African Development Bank:**
– Chiji Ojukwu, Director, Agriculture and Agro Industry Department
– Benedict Kanu, Lead Agriculture Expert
– Olivier Eweck, Manager, Financial Technical Services, Treasury Department
- 11:30 – 12:00 **Discussion and Q&A of the morning session**
- 12:00 – 12:45 **Presentation by IDH – The Sustainable Trade Initiative**
- 12:45 – 14:15 **Lunch**
- 14:15 – 15:15 **Presentations by representatives of bilateral institutions, commodities funds and social lenders**
Detailed presentations, including the necessary practical steps for governments to access different forms of finance for the coffee sector.
- **DEG (Germany):** Ian Lachmund, Project Director, Coffee Partnership for Tanzania
 - **USAID (USA):** Curt Reintsma, Partnership Specialist, Bureau for Food Security
 - **Commodities Fund:** Nancy Cheruiyot, Interim Managing Trustee

- 15:15 – 15:30 **Coffee Break**
- 15:30 – 16:10
- **Common Fund for Commodities:** Eva Teekens, Project Manager and Investment Analyst
 - **Rabobank Rural Fund:** Peter Veening, Investment Manager
- 16:10 – 16:40 **Discussions and Q&A of the afternoon session**
- 16:40 – 17:00 **Concluding remarks: outcomes and next steps**
Forum Chairman



**INTERNATIONAL
COFFEE
ORGANIZATION**

22 Berners Street
London W1T 3DD
United Kingdom

**5th CONSULTATIVE FORUM ON COFFEE SECTOR FINANCE
3 MARCH 2015 (09:00 – 17:00)**

ATTENDANCE FORM

I will/will not* attend the above event on 3 March 2015 (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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United Kingdom

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