

Challenges & Chances

for a successful development in the region

Bo van Elzaker

EaPGREEN



Partnership for Environment and Growth



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Continuum

- Experience from 1987
 - EU accession
 - EU Eastern Neighbourhood
 - EU approximation
- EU market demand
- The Russian market
- Or Asian or Arab market

Chances

- Market demand
- Need to import
- Strategic needs
- Supplies from the neighbourhood
- Climate conditions

Value Chain Development

Business environment, enabling environment

Org. Culture Climate change Donor interventions Govt programs
Infrastructure Land tenure Education Transport
PP dialogue Bureaucracy Regulations-permits Corruption

Value chain

Suppliers→Farmers→Collectors→Processors→Traders→Market

Services

PS.BD.SP Extension CBs Banks Investors Universities
NGOs Research Govt agencies Sector org Tradefairs

Technical challenges

- Non-developed farming system
 - Do nothing, substitution, stockless farms
- No education for farmers, no farmers
- Lack of information, farming in isolation
- Irrelevant research
- No service providers
- Based on disappearing competitive advantages
- Narrow supplier base
- No market connection, loose trade connections

Social challenges

- Lack of skilled labour
- Lack of entrepreneurship
- No understanding of the market
- Lack of financial flexibility
- No understanding of other VC actors
- Mentality - integrity
- Waiting for the government
- National strategy, action plan, DIY

Conclusion

- Crisis means opportunities
 - Identify lead firm
 - Processor, exporter
- As farmers, move as group
 - Processing, marketing
- Cooperate, exchange information

- Transformation of agriculture
- Contribute to Green Economy
- Employment, incomes in the countryside