

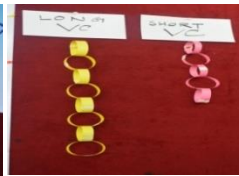


GOVERNMENT OF THE PEOPLE'S REPUBLIC OF BANGLADESH



Government of the Netherlands

Training Report On Value Chain & Efficient Management of Agricultural Machineries (For Community Organizers)



April 21-23, 2014

CSS, AVA center, Khulna

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ACRONYMS

BWDB	Bangladesh Water Development Board
BGP	Blue Gold Program
FAO	Food and Agriculture Organization
VC	Value Chain
CO	Community Organizer
C-1	Component One
C-4	Component Four

ACKNOWLEDGEMENT

The development of this training report is the outcome of training twenty three (23) male and female grassroots level employee from component one-(1), who are working with community people as Community Organizers in Blue Gold Program working area. It is also the result of a concept development on Value Chain and Business Development activities.

Blue Gold Program is extremely grateful to the Government of Netherlands and the BWDB for supporting this component of the program. We are also extremely grateful to all the women and men who expressed their business needs during different FGDs & KIIs in polder areas. Their ideas made it possible for this training to be organized, out of which this report has been produced.

Special thanks go to:

- Karel T'Jonck, Component Leader – 4 / Business Development;
- Victoria Pineda, Component Leader-1/ Community Mobilization/ Institutional Strengthening;
- Abul Kashem, Training Expert

for their valuable contributions to the success of the workshop. Thanks also go to the workshop Facilitation Team. They are:

- A.S.M. Shahidul Haque, Private Sector Development Expert, Blue Gold, Dhaka
- Md. Anisur Rahman, Investment Expert, Blue Gold, Dhaka
- Shusanto Roy, Business Development Coordinator, Blue Gold, Khulna
- Abdullah Al-Mamun, Business Development Coordinator, Blue Gold, Patuakhali
- Kazi Mozzammel Hossen, Business Development Coordinator, Blue Gold, Patuakhali

Finally, this work could not have been possible without the leadership, intellectual insights, facilitation and advice from Tanvir Islam, Value Chain Expert / DCL, Component - 4, Blue Gold Program, Dhaka.

EXECUTIVE SUMMARY

Nowadays Value Chain and Business Development activities are contributing in our rural Economic and Social development.

This report provides information about how the three-day workshop was conducted, highlights the lessons learnt and the way for forwarding the business sector in polder level focusing on value chain. It is hoped that the outcome of the workshop will influence business policy and enhance polder people's productivity improving their livelihoods by increasing business accessibility and affordability.

The training was participatory in nature. Two 'Training Manuals' and 'Handouts' on the subject matter was produced and used as a basis for facilitation.

The first day (April 21, 2014) activities consisted of introductory activities including the opening ceremony and the delivery of Modules 1 and 2 on the subject matter of the training. On April 22, 2014 the training activities focused on knowledge and skill building in value chain, through presentations and group exercises as contained in module-1. The third day (April 23, 2014) activities focused on Module 2 namely, "Operational Curriculum of FAO Mechanizations".

Both verbal and written evaluations were undertaken at the end of the training, pointed to the achievement of the objectives of the workshop which can be summarized as an effort to train participants on three counts: to become trainers on Value Chain and Agricultural FAO Mechanizations issues; to strengthen participants knowledge and skills on those issues; to develop skills on accounts that will enable them in record keeping for WMG's agricultural machinery and equipment's. It is hoped that the lessons learnt will catalyze the process of transformation of Blue Gold beneficiary on value chain and business development patterns.

Aim & Objectives of the Training

The aim of the three-day workshop was to strengthen the knowledge and skills of participants on value chain and FAO Mechanization issues. The specific objectives were as follows:

- Understand C-4's role in Blue Gold Program
- Understand the position of a producer in a VC
- Understand the VC operates in a broader environment
- Understand about product/ information flow, types of markets and concept of value addition
- Understanding problems and constraints in VC as opportunities for interventions
- The CO's understand impact of individual vs. cooperative approach on farmer's constraints
- The participants understand the basics of the business development approach
- CO's are clear how they can help business development in their daily activities
- Understand about the objectives of FAO equipment distribution to WMG's member. WMG members will know about the ownership of FAO equipment
- Understanding FAO equipment's are creating opportunities to improve their collective business
- Understand about income & expenditure, operational breakeven point, depreciation, reserve fund, tax on profit etc.
- Understand the practical situation PT operation in their areas. They will understand about advantage and disadvantage of two different ways of operating the PT
- Participants will understand the concept of net profit and will be able to distribute the income among respective parts
- They will be able to update the daily financial activities and preserve all kinds of documents like; income and expenditure register, Agreement, meeting resolutions etc.

Out of the fourteen (14) objectives, it became obvious that a two-track process was being employed in the workshop. These are that participants were being trained:

1. To become trainers
2. To strengthen their knowledge and skills of value chain and business development issues

Methodology for the Implementation of the Workshop

➤ Organizers:

The workshop was facilitated by Tanvir Islam, Value Chain Expert/ DCL – 4; A.S.M. Shahidul Haque, Private Sector Development; Md. Anisur Rahman, Investment Expert; Shusanto Roy, Business Development Coordinator; Abdullah Al-Mamun, Business Development Coordinator; Kazi Mozzammel Hossen, Business Development Coordinator.

Abul Kashem, Training Expert and G. M. Khairul Islam, Training Coordinator provided financial and technical support in the training workshop. The workshop was held in the CSS AVA center, Khulna on April 21-23, 2014. An official program with various activities and comprising two (2) modules was used as the tool in the training to benefit the participants.

➤ Methods:

A mix of various methods was used for the training workshop. They are as follows:

- Brain Storming
- Group Work & Presentation
- Question & Answers
- Experience Sharing
- Interactive Discussion
- Power Point Presentations
- Role Paling
- Story Telling
- Small Group Work etc.



OPENING CEREMONY

Abul Kashem, Training Expert gave the opening speech. Representing the Superintendent of component one (1), Victoria Pineda welcomed the participants, facilitators and organizers to the workshop. She expressed that component one (1) will give full support for the workshop and also expressed her gratitude to the component four (4) and organizers for choosing that area as the host of the training workshop. She considered this as an honor since the workshop has a broader goal of impacting on the business situation in polder area particularly, in terms of focusing on value chain. Victoria Pineda urged participants to take advantage of the opportunity to enhance their knowledge and skills so they can also become facilitator for others to benefit on this issue.

She urged participants to take responsibility for their own learning as adults, so they can become champions to develop business sector in polder level. She hoped that the knowledge acquired by participants from the training will farther be disseminated to other polder people who were not present.

Highlights of the Training

Altogether the two (2) modules were used for the training, supported with PPT, brainstorming group exercises and group presentations.

The facilitators explained that Module-1 was about the concept of value chain and business development activities of present situation, in includes the information that a CO should be conscious about and how a CO can use such ideas in their own daily activities.

Module-2 focused on Efficient Management of Agricultural Machineries of FAO and about equipment distribution to WMG's members.



Evaluation

The participants expressed their profound gratitude to the Blue Gold Program through C-1 and C-4 for their support in organizing the workshop. They conveyed that the workshop has strengthened their knowledge on value chain and business development issues. They said the training was a huge success as it sought to address key gaps in their knowledge of issues. A number of them also expressed gratitude for the skills of business development.

However, there were expressions of regret about the duration of the training workshop. It was felt that future workshops should be of a week's duration to deepen their knowledge on VC and Business Development issues further.

They were also very appreciative of the methods used by the facilitators especially for the power point presentations. They said that the participatory approaches used at all levels of the training had invigorated them and enhanced their willingness to acquire knowledge. New horizons had opened up for them about issues of VC, business development and utilization of agricultural equipment's. They therefore pledged their commitment to utilize the skills and knowledge acquired in the training to clearly disseminate in the community.

Representing the group, one of the male participants said:

“Throughout the entire training session, there was not a single moment when the sessions become boring. This was due to the interactive nature of the facilitators, the use of energizers and the relevance of the topics and learning tools used, even though the concept of that training was new to them”.



The course prefect, one of the female participants on her part thanked the organizers and facilitators for organizing the workshop.

She said:

“This class has demonstrated that they are ready to take the bull by the horns and hit the ground running when it comes to Value Chain and Business Development activities in Blue Gold Program, Khulna.”

Representing the Component- 1 Victoria Pineda thanked the organizers and the facilitators for a well-planned and successful training.

Tanvir Islam, DCL- 4, concluded by thanking the Component-1& training department of Blue Gold for the support and the opportunity to build their capacities in diverse ways. He also thanked the CSS for allowing the organizers to use their premises and facilities.

Representing the Training department through C-1 & C-4 Abul Kashem, Training Expert expressed his overwhelming satisfaction with the workshop. He said this was a dream come true. He thanked C-1 and C-2 for the collaboration. He expressed his gratitude to Facilitators and Community organizers for their hard work and professional manner that has yielded the expected result of transforming participants into trainers.

He hoped participants would make good use of the opportunity afford them and thanked the organizers for affording the team the opportunity to share their skills and knowledge with Community Organizers. He also thanked the participants for their cooperation during the three days training and for demonstrating a commitment to lean and share with others who they came to represent.



Blue Gold Program
Training Course on
Value Chain & Efficient Management of Agricultural Machineries
For Community Organizers
Venue: Ava Center, CSS, Khulna
April 21-23, 2014

Day 1: April 21, 2014 (Monday)

Time	Contents / Activities	Name of RP
09.00-09.45	1. Course Introduction <ul style="list-style-type: none"> • Opening/Inauguration program • Objectives of the workshop • Schedule of activities • Getting to know each other • Participants' expectations • Participatory training environment 	Kazi Mozzammel Hossen Tanvir Islam and Md. Abul Kashem
09.45-10.30	2. Overview of C 4 in BG <ul style="list-style-type: none"> • A brief overview of BG components • C4 aims at Business development • Envisaged impact of C4 • C4 approach to business development 	Abdullah Al-Mamun and ASM Shahidul Haque
10.30-10.45	Refreshment	
10.45-11.30	3. The concept of value chain <ul style="list-style-type: none"> • The business/producer and his linkages • The generic value chain • Value chain definition 	Shusanto Roy and Md. Anisur Rahman
11.30-13.00	4. The Broader VC Lens <ul style="list-style-type: none"> • Support services in a VC • Business Enabling Environment in a VC • The Lens / Donut 	Abdullah Al-Mamun and ASM Shahidul Haque
13.00-14.00	Lunch Break	
14.00-15.30	5. How does a value chain actually work? <ul style="list-style-type: none"> • Importance of end-market Information • Flows-information/product/service • Types of markets 	
15.30-15.45	Refreshment	
15.45-16.15	<ul style="list-style-type: none"> • Long Value Chain and Short Value Chain • Product pricing and Value addition 	Kazi Mozzammel Hossen and Tanvir Islam

16.15-16.30	Day review and closing	G. M. Kahirul
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Day-2: April 22, 2014 (Tuesday)

Time	Contents / Activities	Resource Persons
09.00-09.30	Review of Day 1 Topics	G.M. Khairul
09.30-10.45	6. Problems and constraints in VC <ul style="list-style-type: none"> • Introduce the lens/donut again • Identify problems and constraints in VC • Clarify consequences or impact for the VC • Turning Constraints into opportunity • Prepare farmer triangle 	Shusanto Roy and Md. Anisur Rahman
10.45-11.00	Light Refreshment	
11.00-13.00	7. The Triangle of production <ul style="list-style-type: none"> • Identify main constraints of farmers/producers • Advantages and disadvantages of individual vs cooperative approach • Potential roles of WMO 	Kazi Mozzammel Hossen and Tanvir Islam
13.00-14.00	Lunch Break	
14.00-15.00	8. The Business Development Component approach <ul style="list-style-type: none"> • Upgrading options as interventions • Business development opportunities • VC underlying principles • Concept of facilitation of VC work 	Abdullah Al-Mamun and ASM Shahidul Haque
15.00-15.15	Refreshment	
15.15-16.30	9. CO support in business development/value chain field <ul style="list-style-type: none"> • How CO's can help with business development/ value chain development • Review and day session closing 	Shusanto Roy and Md. Anisur Rahman

Day -3: April 23, 2014 (Wednesday)

Time	Session Name	Name of RP
09.00-09.30	1. Introduction to FAO Mechanization <ul style="list-style-type: none"> Objectives of equipment distribution to WMGs in polder area. Ownership of FAO equipment 	Tanvir Islam and Md. Anisur Rahman
09.30-10.15	2. Advantage / Benefit of the equipments <ul style="list-style-type: none"> Asset Holding Service benefit Financial benefit Potential for cooperative business 	Anisur Rahman and ASM Shahidul Haque
10.15-10.30	Refreshment	
10.30-12.00	3. Discussion on some common issues (Description and mathematically) <ul style="list-style-type: none"> Income & expenditure from FAO equipment Identify operational breakeven point. Depreciation of equipment. Reserve fund. Tax on profit Concept about Profit 	Anisur Rahman, ASM Shahidul Haque and Tanvir Islam
12.00-13.00	4. Options to organize mechanization service <ul style="list-style-type: none"> Rental service (Seasonal / Yearly). Manage by members of WMG. Advantage and disadvantage of two options 	Mr. Anisur Rahman and ASM Shahidul Haque
13.00-14.00	Lunch Break	
14.00-15.00	5. Decision making on mechanization. <ul style="list-style-type: none"> Decision making to select the appropriate option. Management difficulties and management control. Profit distribution 	Anisur Rahman, Abdullah Al-Mamun and Kazi Mozzammel Hossen
15.00-15.45	6. Report writing and record keeping <ul style="list-style-type: none"> Maintaining documents; monthly / special meeting resolutions. Income & expenditure register, notice book, agreement files, stock register etc. 	Anisur Rahman and Shusanto Roy and
15.45-16.30	7. Course Evaluation and Conclusion <ul style="list-style-type: none"> Evaluation Training Course Administrative Concerns Closing Speeches and wrap up 	Kazi Mozzammel Hossen Tanvir Islam Md. Abul Kashem

Blue Gold Program
Value Chain Training for Community Organizers
Ava Centre, CSS, Khulna
April 21-23, 2014

List of Participants

Sl. No.	Name	Designation
1.	Bashu Dev Roy	Community Organizer
2.	Azizur Rahman	
3.	Marjana Sultana	
4.	Ruksana Parvin	
5.	Sabina Yasmin	
6.	Gastha Bihari Mondol	
7.	Md. Humayon Kabir	
8.	Provati Roy	
9.	Rashida Akhter Moyna	
10.	Mousumee Mondal	
11.	Md. Asaduzzaman Biswas	
12.	Rabita Mondol	
13.	Kumaresh Chandro Dam	
14.	Md. Uzzal Hossain	
15.	Reshma Khanom	
16.	Jannat ara Ferdous	
17.	Chandon Sarkar	
18.	Rezaul Karim	
19.	Suravi Sen	
20.	Mariam Khan	
21.	Kaiser Khan	
22.	Shovan Kumar Adhya	
23.	Morsheda Ahmed	

List of Resource Person/observer

SL #	Name of Resource Person	Designation
Component-4		
1.	Tanvir Islam	DCL
2.	ASM Shahidul Haque	Private Sector Development Expert
3.	Anisur Rahman	Investment Expert
4.	Kazi Mozzammel Hossen	Business Dev Coordinator
5.	Abdullah Al-Mamun	Business Dev Coordinator
6.	Shusanto Roy	Business Dev Coordinator
Component-1		
7.	Victoria Pineda	Component Leader
8.	Shwkat Ara	Cooperative Ezxpert
9.	Jashim Uddin	Zonal Socio-Economists
10.	Umme Asma Khanam	Jr. Socio Economists
11.	Abul Kashem	Training Expert
12.	G. M. Khairul	Training Coordinator

Blue Gold Program

Training course
on

Value Chain for Community Organizers

Venue: Scout Bhaban, College Road, Patuakhali

April 28-30, 2014

List of Participants

Sl. No.	Name	Designation
1	Yesmin Akter Fatema	Community Organizer
2	Champa Akter	
3	Syed Atiqul Islam	
4	AKM Matiur Rahman Chowdhury	
5	Md. Alamin	
6	Md. Akidul Islam	
7	Aklima Akter	
8	Md. Anisur Rahman	
9	Milon Rani Datta	
10	Farzana Khan	
11	Nazib Uzzaman (Dipu)	
12	Anowar Hossain Suzon	
13	Seuly Akter	
14	Md. Nazrul Islam (Jewel)	
15	Serajul Islam	
16	Lipy Akter	
17	Runa Nandi	
18	Md. Musabur Rahman	
19	Mahamuda Begum	
20	Md Shahjahan Miah	
21	Tashlima Jahan	
22	Md. Safiqul Islam	
23	Sarmin Akter	
24	Ehsanul Huq Mahamud	

25	B.M. Alamgir Kabir	
26	Abu Zafar	
27	Jyotsna Khatun	

List of Resource Person/observer

SL #	Name of Resource Person	Designation
Component-4		
1.	Tanvir Islam	DCL
2.	ASM Shahidul Haque	PSD Expert
3.	Anisur Rahman	Investment Expert
4.	Kazi Mozzammel Hossen	Business Dev Coordinator
5.	Abdullah Al-Mamun	Business Dev Coordinator
6.	Shusanto Roy	Business Dev Coordinator
Componet-1		
7.	John Marandy	Deputy Component Leader
8.	Shorab Hossain	Community Organization Expert
9.	Mator Rahman	Socio Economist
10.	Tahmina Akter	Jr. Socio Economist
Training Team		
11.	Abul Kashem	Training Expert
12.	G. M. Khairul	Training Coordinator

Training Evaluation Form
Value Chain (VC) Training
Community Organizers (COs)

Please indicate your impressions of the items listed below by providing $\sqrt{\quad}$ mark.

		Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
1. The objectives of the training were clearly defined.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. The training met my expectations.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. I will be able to apply the knowledge learned.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. The training followed each topic in sessions perfectly.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. The content was organized and easy to follow.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. The group works were useful.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. The quality of instruction was good.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. The facilitators were well prepared.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. The facilitator met the training objectives.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. Participation and interaction were encouraged.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
11. Adequate time was provided for questions and discussion.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

12. Quality of teaching material was adequate.		<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
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13. How do you rate the training overall?

Excellent <input type="radio"/>	Good <input type="radio"/>	Average <input type="radio"/>	Poor <input type="radio"/>	Very poor <input type="radio"/>
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14. The training room and facilities are adequate and comfortable.

Excellent <input type="radio"/>	Good <input type="radio"/>	Average <input type="radio"/>	Poor <input type="radio"/>	Very poor <input type="radio"/>
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15. What aspects of the training could be improved?

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16. What do you think will be the top three contributions you will make to value chain development?

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17. Other comments?

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THANK YOU FOR YOUR PARTICIPATION!