



Federal Ministry  
for Economic Cooperation  
and Development



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Agency for Development and Cooperation SDC

State Secretariat for Economic Affairs SECO



## Programme

### International Conference

#### Value chains for broad-based development

30 – 31 May 2007

Venue: Mövenpick Hotel Berlin, Schönebergerstr. 3, 10936 Berlin, Germany

**Conference Moderator:** Thomas R. Henschel, European School of Governance (eusg)

#### Wednesday, 30 May 2007

- 09.00     **Registration**
- 10.00     **Opening and Welcome**  
**Karin Kortmann**, Parliamentary State Secretary  
Federal Ministry for Economic Cooperation and Development (BMZ)
- 10.30     **Session 1**  
**Introduction of Key Hypotheses and Questions in Dialogue with  
Representatives of GTZ, Swiss Confederation, CTA**  
**Cornelia Richter**, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH  
Swiss Confederation  
**Peter Tschumi**, Swiss Agency for Development and Cooperation (SDC)  
**Stefan Denzler**, State Secretariat for Economic Affairs (SECO)  
**Hans-Jörg Neun**, Technical Center für Agricultural and Rural Cooperation ACP-EU (CTA)
- 11.30     Coffee break
- 12.00     **Session 1 continued - Panel Discussion with Representatives of**
- Government  
**Tomas Aquino**, Senior Undersecretary, Department of Trade and Industry, Philippines
  - Private sector companies  
**Hans Joehr**, Nestlé Latin America
  - NGO community and poverty groups  
**Kerstin Lanje**, Germanwatch e.V.
  - Development research  
**Tilman Altenburg**, German Development Institute

- 13.30 Lunch break
- 15.00 Results of an online discussion organised by SDC and AgrIDEA  
**Andreas Gerrits**, Swiss Agency for Development and Cooperation (SDC)
- Session 2 – Development Approaches**  
How does the international development community meet the challenge?
- Various value chain approaches and perspectives of:**
- The World Bank / International Finance Cooperation (IFC)  
**Uma Subramanian**, Foreign Investment Advisory Service (FIAS)
  - German Development Cooperation  
**Andreas Springer-Heinze**,  
Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH
  - United States Agency for International Development (USAID)  
**Jeanne Downing**, USAID
  - International Labour Organization (ILO)  
**Roberto Zachmann**, ILO
  - International Trade Center (ITC)  
**Ian Sayers**, ITC
  - Inter-American Development Bank (IDB)  
**John Horton**, IDB
  - State Secretariat for Economic Affairs (SECO)  
**Stefan Denzler**, SECO
- 17.00 Coffee break
- 17.30 **Special Topic - Panel Discussion**  
Can Economic Partnership Agreements (EPA) promote value chains? Learning from good experience in trade policy.  
**Jacques Wunenburger**, European Commission, DG Trade  
**Evita Schmieg**, Federal Ministry for Economic Cooperation and Development  
**Mike Matsebula**, Swazi Sugar Association  
**Paul Brenton**, The World Bank  
**Peter G. Robleh**, United Nations Economic Commission for Africa (UNECA)
- Moderator:** Adrian Taylor, European School of Governance (eusg)
- 19.00 **Info Market and Poster Session**  
Special space for organizations to exhibit their current projects and best practices in form of posters, booklets, studies or handouts.
- 20.00 **Reception**

**Thursday, 31 May 2007**

08.30 **Introduction into the Day**

**Moderation Working Groups**

Policy matters: Rainer Engels, GTZ

VC Promotion: Helmut Albert, GTZ & Walter Engelberg, German Development Service (DED)

Market development: Regine Qualmann & Stefanie Zinsmeyer, GTZ

Relevance for the poor: Andreas Springer-Heinze, GTZ & Patrick Rudolph, KfW Development Bank

09.00

**Session 3**

**4 Parallel Working Groups**

- Group 3-1  
Policy matters: Value chains and trade promotion  
**Stefan Denzler**, State Secretariat for Economic Affairs (SECO)
- Group 3-2  
VC Promotion: Challenges on the VC Approach  
**Assets Asia Working Group**
- Group 3-3  
Market development: Demand, competitiveness and impact potential of the bamboo sector  
**John Marsh**, Oxfam
- Group 3-4  
Relevance for the poor: Making VC market work better for the poor: Developing and testing a Value Chain Toolkit  
**Dominic Smith**, Making Markets Work for the Poor Project, Vietnam (ADB/DfiD)  
**Nico Janssen**, SNV Netherlands Development Organisation, Lao PDR

10.30 Coffee break

11.00 **Session 4**

**4 Parallel Working Groups**

- Group 4-1  
Policy matters: 'Decent Work' for Sustainable Value Chains  
**Ros Harvey**, ILO
- Group 4-2  
VC Promotion: Cooperation with the private sector – incl. PPP and CSR  
**Thomas Finkel & German Müller**, GTZ (Co-Moderation: Britta Margraf, GTZ)
- Group 4-3  
Market development: Conditions of global market access in the food sector - Participation of small vegetable producers in dynamic commercialization  
**Ivan Rodriguez**, Agropyme, Honduras  
**Stefan Pletziger**, AVRDC - The World Vegetable Center, Tanzania
- Group 4-4  
Relevance for the poor: Direct interventions strengthening the ability of the poor to participate in the economy  
**Helmut Asche**, University of Leipzig & **Heike Hoeffler**, GTZ

12.30 Lunch break

- 14.00     **Session 5**  
          **4 Parallel Working Groups**
- Group 5-1  
Policy matters: Using the VC approach to influence the business environment  
**Peter Richter & German Müller**, GTZ  
**Tilman Altenburg & Christian von Drachenfels**, German Development Institute
  - Group 5-2  
VC Promotion: Capacity building and service arrangements  
**Mathias Braun**, GTZ  
Case study by KATALYST: Pond Fishery in Faridpur  
**Harald Bekkers**, KATALYST
  - Group 5-3  
Market development: The potential of specialty markets (biodiversity, ecotourism)  
**Annette von Lossau**, GTZ
  - Group 5-4  
Relevance for the poor: Business organization and institutional arrangements to raise the share of the poor in chain income  
**Dietmar Stoian**, Tropical Agriculture Research and Higher Education Center (CATIE)
- 15.30     Coffee break
- 16.00     **Session 6**  
          **Feed Back from Working Groups and Conclusions**
- Working group reports and synopsis  
**Jörg Meyer-Stamer**, mesopartner & **Thomas R. Henschel**, eusg
  - Feed back from GTZ and SDC
- Facilitator:** Adrian Taylor, eusg
- 17.45     **Closing Remarks**  
          **Gudrun Grosse-Wiesmann**,  
          Federal Ministry for Economic Cooperation and Development
- 18.00     End of the Conference

*Conference language will be English only.*

### **Climate Neutrality**

The organizer will take care of a climate neutral implementation of the conference.