

**A CFC funded initiative to Develop a Regional Strategy for  
IMPROVED MARKET ACCESS AND SMALLHOLDER DAIRY FARMER  
PARTICIPATION FOR SUSTAINABLE DAIRY DEVELOPMENT**

**WORKSHOP PROGRAMME**

**25-29 February 2008, Orchid Hotel, Chiang Mai, Thailand  
Organised in collaboration with CFC/APHCA/APO**

**Monday, 25 February 2008**

Time	Activity
07.00 – 17.30	Arrival of participants in Thailand and registration at the hotel
18.00 – 19.00	Introduction to the workshop facilitated by Nancy Morgan/Anthony Bennett/Brian Dugdill/David Young
19.00	Dinner at hotel

**Tuesday, 26 February 2008**

**Chairperson  
CFC Representative (Mr. Francesco Gibbi)**

Time	Activity
07.00 – 08.30	<i>Breakfast</i>
08.30 – 09.00	Registration
09.00 – 10.00	<b>OPENING SESSION (Session Facilitator: Nancy Morgan)</b> Welcome speech by Chairperson/CFC (Mr. Francesco Gibbi) Welcome speech by APHCA & FAO (Dr Hans Wagner) Opening address by DG Department of Livestock Development, Ministry of Agriculture, Thailand Introduction of Participants The Project, the Context and the Workshop (Nancy Morgan, FAO)
10.00 - 10.30	<i>Break</i>
<b>SESSION 1</b>	<b>Theme: Past experience and learning from successful and unsuccessful smallholder dairying initiatives</b> <b>Session Facilitator:</b> Nancy Morgan
10.30 - 11.00	Dairy development in the Asia region: based on synthesis of nine lessons learned studies from Bangladesh, China, India, Mongolia, Pakistan, Philippines, Sri Lanka, Thailand, Vietnam (Brian Dugdill, FAO Dairy Development Consultant)
11.00 – 13.00	Presentation of three dairy value chain case studies (30 mins each plus 10 mins questions) of successful/not so successful dairy interventions in the Asia-Pacific region: identifying technical, socio-economic, institutional and other factors that determine success. (i) India (Meeta Punjabi) (ii) Vietnam: Smallholder dairy in Vietnam (Patrice Gautier) (iii) The Philippines (Sally Bulatao)
13.00 – 14.30	<i>Lunch Break</i>
14.30 – 15.00	Dairy Competitiveness Framework (i) Framework outline / why it has been developed (ii) Using the framework for the 3 value chain studies (iii) How participants can use the framework (Phil Psilos, FAO Value Analysis Consultant).

15.00 – 15.45	Framework Exercise / Team work: evaluating the dairy environment & determining priorities for each country present (led by Phil Psilos, & facilitated by all consultants). (Phil Psilos to provide notes for the competitive framework exercises for participants & team facilitators)
15.45 – 16.15	<i>Break</i>
16.45 – 17.00	Structured discussion on findings & results
17.00 – 17.15	Next steps with the framework
17.15 – 17.30	Wrap up for the day and scene setting for next day
	<i>Free Evening</i>

### Wednesday, 27 February 2008

#### Chairperson

APHCA Secretary / FAO Senior Animal Production & Health Officer (Mr. Hans Wagner)

Time	Activity
07.00 – 08.30	<i>Breakfast</i>
<b>SESSION 2</b>	<b>Theme: Dairy markets and the facilitation of smallholder participation along the producer-consumer value chain</b>
	<b>Session Facilitator:</b> Brian Dugdill
08.30 - 09.00	Selected smallholder dairying experiences from Bangladesh and Mongolia (Mustafa Hussein, Tsetsgee Ser-Od and Brian Dugdill)
09.00 – 09.30	China: dairy industry: (Nui Gen Sen, Board Chairman, Inner Mongolia Mengniu Dairy Industry (Group) Co. Ltd)
09.30.- 10.00	Dairy Development for the Resource Poor: Lessons for Planning and Policy Strategies (Nick Hooten/ILRI)
10.00 – 10.30	Developing dairy institutions (Tony Bennett, Dairy and Meat Officer, FAO)
10.30 – 11.00	<i>Break</i>
11.00 – 11.30	Changing the structure of dairy farming: developed versus developing countries (Torsten Hemme/IFCN)
11.30 – 12.00	Innovative approaches to improve dairy development in Vietnam (R. Somers, Project Manager)
12.00 – 12.30	Competitiveness of Smallholder Dairying: (i) presentation of comparative results for each country present from yesterday's competitive framework exercise (ii) further analysis of the dairy value chain studies and strategy implications (Nancy Morgan, FAO Livestock Policy Officer, FAO & Phil Psilos, Value Analysis Consultant)  Followed by discussion
12.30 – 14.00	<i>Lunch Break</i>
<b>SESSION 3</b>	<b>THEME: Developing the Asia Smallholder Dairy Development Strategy (DDS)</b>
	<b>Session Facilitator:</b> David Young
14.00 – 14.45	Introduction to the main elements of the strategy, followed by discussion (David Young, FAO Private Sector Management Consultant)
14.45 – 15. 30	Further team work on shaping the strategy (David Young): <u>Team 1</u> : Proposing a vision statement for the Asia DDS <u>Team 2</u> : Proposing a mission statement for the Asia DDS <u>Team 3</u> : Proposing three overarching strategic objectives for the Asia DDS
15.30 – 16.00	<i>Break</i>
16.00 – 17.00	Presentation of team findings (10-15 mins. PowerPoint) by spokesperson of each team and round table discussion on shaping the strategy.  Wrap for the day and scene setting for final day
18.30 – 20.00	<i>Optional: Dinner/Night Safari (cost to be covered by participants)</i>

Thursday, 28 April 2008

Chairperson

National Dairy Development Board, India (Mr N.V. Belavadi, Senior General Manager, Corporate Services

Time	Activity
06.00 – 07.00	Breakfast
	<b>Session Facilitators:</b> Nancy Morgan/Brian Dugdill
07.00 – 11.00	Field trip to Dairy Farm, Dairy Processing Facility (organised by Department of Livestock Development, Ministry of Agriculture and Cooperatives, Thailand)
11.00 – 12.00	Re-group at hotel for to discuss observations on field visits and presentation on Thai Dairy Industry (Ms. Pensri)
12.00 – 13.30	Lunch
<b>SESSION 4</b>	<b>Theme: Developing the Asian Smallholder Dairy Development Strategy (continued):</b>
	<b>Session Facilitator:</b> Nancy Morgan
13.30 – 14.00	Analysis of key issues and options (David Young)
14.00 – 15.00	Building the key elements of the strategy: (David Young) team works
15.00 – 15.30	Break
15.30 – 16.45	Presentation of team findings and round table discussion on shaping the strategy (David Young)
16.15 – 17.00	The basic elements of the strategic logframe will be introduced (David Young)
18.30 – 20.30	Dinner at Hotel

Friday, 29 February 2008

Chairperson

Sally Bulatao, former Administrator, National Dairy Authority & Co-founder, Dairy Development Foundation of the Philippines, Inc

Time	Activity
07.00 – 08.30	Breakfast
<b>SESSION 5</b>	<b>Theme: Finalising the Asian Smallholder Dairy Development Strategy:</b>
	<b>Session Facilitators:</b> David Young/Anthony Bennett
09.00 – 09.30	Overview of the Strategy: presentation of draft logframe for Asia DDS – based on outcome session 4 team work (David Young)
09.30.-.10.30	Further analysis and teamwork on themes and priority interventions
	Finalisation of the regional strategy - final plenary session to:
	<ul style="list-style-type: none"><li>• review the strategy planning process</li><li>• the results achieved so far and</li><li>• the steps required to bring the process to a conclusion</li></ul>
	Including discussion on how & when individual countries should adapt the strategy to their own circumstances & operationalise it within the mainstream planning & budgeting systems
	Participants will be asked to complete a workshop evaluation form before wrapping up the session
10.30 - 11.00	Break
11.00 – 12.30	Wrap up statement by Chairperson
	Feedback from participants
	Comments by FAO Senior Officer, RAP
	Comments by CFC

What did we miss?

Next steps by facilitators

Closing

*12.30 – 14.00*

*Lunch*

Afternoon

Departure of workshop participants