

FLAGSHIP PROJECT

Competitiveness and sustainability of agricultural chains

for food security and economic development



> Who are we?

The Inter-American Institute for Cooperation on Agriculture (IICA), the specialized agency for agriculture of the Inter-American System, provides technical cooperation through four instruments of action: flagship projects, externally funded projects, rapid response actions and pre-investment initiatives of the Technical Cooperation Fund (FonTC).

The project Competitiveness and Sustainability of Agricultural Chains for Food Security and Economic Development is one of the four flagship projects through which the Institute carries out its functions and develops its products and services.

For its execution, this flagship project identified a series of opportunities for improvement in advancing the productivity, competitiveness, sustainability and equity of agricultural chains throughout the hemisphere, given the fact that Latin America and the Caribbean (LAC) is a group of countries with different economic interests, developmental models, orientations in public policies, natural resource

bases and agroecological conditions, in addition to different levels of development.

Among the opportunities for improvement, the following are significant:

- Limitations in the creation of policies with intersectoral and long-term vision, as well as in the definition of effective instruments for their implementation, monitoring, and evaluation.
- Weaknesses with respect to organization, articulation, coordination, and equity among the stakeholders in the chains.
- Limitations in the associative and entrepreneurial capabilities of small- and medium-scale producers.
- Limitations in the capacity for management of innovation processes in agricultural chains.
- Weaknesses in water management, soil management, and in the use of energy throughout the chains.
- Limitations in linkages and market share for small- and medium-scale producers.



> What do we want?

General objective

Improve the competitive and sustainable performance of agricultural chains as a whole, and of all its links, through policy management, strengthening of institutions and of public-private capabilities, and support for technological, business, institutional and commercial innovation processes.

Specific objectives

1. Strengthen the institutional framework and the capacities of the Member States for management of policies and strategies that facilitate the competitiveness and sustainability of agricultural chains.
2. Strengthen the public and private capacities for competitive, inclusive and sustainable management of agricultural chains, as well as the entrepreneurial and associative management capacities of the stakeholders who participate in them.
3. Strengthen capacities in the public and private sectors to implement innovation processes that promote the productivity and comprehensive sustainability of agricultural chains.
4. Strengthen the public-private institutional capacities to improve access and linkages of agricultural chains to markets.

What do we expect?

Expected results

The project consists of four components that complement each other to comprehensively improve the competitive and sustainable performance of the agricultural chains, through strengthening of institutional capacities and of the public and private stakeholders.

Components

Strengthening the capabilities of public and private actors in the agricultural chains in order to:

Policies and institutional framework	Management of agricultural chains and agribusiness capabilities	Innovation for productivity, efficiency and sustainability	Access and linkages to markets
Manage policies and strengthen the institutional framework	Manage the chains with a focus on competitiveness, inclusion and sustainability	Manage innovation processes throughout the chain	Implement innovative models and marketing instruments
Participate effectively in international forums	Improve entrepreneurial and associative management	Reduce the negative effect of pests, diseases and safety issues	Facilitate market information services
		Improve the sustainable and comprehensive management of water, soil and energy	Support access and links to markets
		Reduce food losses both in terms of quantity and quality	

Where do we work?

This flagship project carries out its activities at the hemispheric, multinational, regional and national levels.

At the national level, the following countries gave priority to the work in agricultural chains and selected 14 of them to focus the activities of the project:



Argentina, Costa Rica, El Salvador, Honduras, Panama, Peru, Paraguay, Trinidad and Tobago, Venezuela, and Uruguay.

Brazil, Canada, Chile, Colombia, the United States and Mexico participate as partner countries. Partner countries are those that possess lessons learned, a historical trajectory, experience and technical capabilities in the various subject areas of this flagship project, with a focus on agricultural chains.

10 priority countries	4 countries with specific actions	7 partner countries
Honduras El Salvador Costa Rica Panama Peru Venezuela Argentina Paraguay Uruguay Trinidad and Tobago	Ecuador Guatemala Jamaica Nicaragua	Brazil Canada Chile United States Colombia Mexico Spain



> With whom and for whom do we work?

In keeping with IICA's responsibilities towards its member countries, the principal beneficiaries and users of the project are:

- Public and private institutions that promote the competitiveness, inclusion, equity, and sustainability of the agricultural chains in the member countries of IICA.
- Decision-makers in the priority agricultural chains.
- Producers, leaders, and organizations of producers and other stakeholders in the agricultural chains.
- Technical personnel at IICA, through a process of internal capacity development in the topic.

How do we do it?

Implementation strategy

- Emphasis on technical cooperation in the topics on which IICA has experience, capability, and institutional trajectory.
- Development of international public goods that make it possible to achieve the objectives of the project.
- Presence of the activities in 10 priority countries of the Americas and in 14 agricultural chains.
- Utilization of the knowledge, lessons learned, historical trajectory, experience, and existing technical capabilities in 7 member countries considered as partners in the project (Brazil,

Canada, Chile, Colombia, the United States and Mexico) and in the IICA Delegations.

- Promotion of strategic partnerships with public and private institutions that facilitate achievement of the expected results of the project.



Contact Us

Daniel Rodríguez
 Project Leader
 International Specialist in
 Agribusiness and Marketing
daniel.rodriguez@iica.int

James French
 Principal Officer of Competitiveness and
 Sustainability of Agricultural Chains
james.french@iica.int

Joaquín Arias
 Coordinator of Component 1 Policies
 and Institution Framework
 International Specialist in Policies
 and Sectoral Analysis
joaquin.arias@iica.int

Federico Ganduglia
 Coordinator of Component 2
 Management of Chains and
 Agribusiness Capacities
 Specialist in Policies and Agribusinesses
federico.ganduglia@iica.int

Viviana Palmieri
 Coordinator of Component 3
 Innovation for Productivity,
 Efficiency and Sustainability
 Specialist in Management of
 Technological Innovation
viviana.palmieri@iica.int

Manuel Messina
 Coordinator of Component 4
 Access and Linkages to Markets
 Specialist in Agribusinesses and
 Marketing
manuel.messina@iica.int

Telephone: (202) 458-6959
 Website: <http://goo.gl/1ev7m3>