

**The Second National Conference of the BDS
Donor Coordination Group**

Tuesday, October 3, 2006

Introduction and Conference Objectives, 8:45 – 9:15 am
David Knopp, Kenya BDS Program

Plenary Session, 9:15 – 10:45 am
***Making Markets Work for the Poor: What it is & how it Guides Private
Sector Development Programs***
Marshall Bear, International Consultant

Tea Break 10:45 – 11:15am

Breakout Session #1, 11:15 – 1:15 pm
Value Chain Financing

Moderator – Christian Sorenson

- Aleke Dondo, KDA, *Commodity Chain Financing: The Case of Honey in Kitui District*
- Beth Mwangi, IBL, *Using Value Chain Financing to Make Money Grow on Avocado Trees*
- Mark Rostal, KEMCAP, *Maize Warehouse Receipting in Kenya and Emerging Worldwide Trends*

Breakout Session #2, 11:15 – 1:15 pm
Producer Group Dynamics

Moderator – Kevin Billing

- George Odo, CARE International, *The VegCare Experience – Match Made in Heaven or in Bed with the Enemy?*
- Lucy Nguru, Apex Micro-Credit Consultants, *Making Money through Avocadoes – the Successes and Challenges of Producer Group Linkages with a Lead Firm*
- Amos Waweru, Standards and Solutions, *Breaking Barriers within Smallholder Export Horticulture – the Freshlink VMO Experience*

Lunch 1:15 – 2:30 pm

Breakout Session #3, 2:30 – 4:30 pm
Emerging Methods of Business Service Delivery

Moderator – David Knopp

- Fred Ogana, Technoserve, *The Business Hub Approach to Service Delivery – a Dairy Sector Analysis*
- David Sanders, FIT Resources, *Mali Shambani – Business Service Delivery through Interactive Radio*
- Christine Guchu-Katee, WMG Consulting, *Delivering Profitable Market Linkages*

Breakout Session #4, 2:30 – 4:30 pm
Sector Coordination and Policy Formulation

Moderator – Anthony Getambu

- Bridget Carrington, Dormans, *The Role of Coffee Apex Committee in Influencing Policy*
- Dr JK Wanjama, Agriculture Sector Coordination Unit, *Policy Formulation in the Agricultural Sector*
- Jane Ngige, Kenya Flower Council, *The Kenya Flower Council Case Study*

Reception 6:00 – 7:30pm

Dinner 8:00pm

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Wednesday, October 4, 2006

Plenary Session, 8:30 – 10:30 am

Report on Break-out Panels Followed by Plenary Discussions

Christian Sorenson, Kevin Billing, Anthony Getambu, David Knopp

Tea Break 10:30 – 11:00am

Plenary Session, 11:00 – 12:30 pm

Conference Synthesis and Remarks from the Global Donor Committee

Jim Tanburn, Donor Committee on Enterprise Development

Vote of Thanks and Close, 12:30 – 12:45 pm

Wanjiku Guchu, BSMDP

Lunch 12:45 pm