



# RECOMMENDATIONS

International Symposium

**Agribusiness Innovation:**

A Pathway to Sustainable Development in Bangladesh

7-8 July 2019, Dhaka, Bangladesh

DEPARTMENT OF ECONOMICS

School of Business and Economics

North South University

Dhaka, Bangladesh



## BACKGROUND

North South University's (NSU) Department of Economics in collaboration with The University of Western Australia's Institute of Agriculture (UWA-IoA) and in association with the Bangladesh Agricultural Research Council (BARC) and Krishi Gobeshona Foundation (KGF), hosted this international symposium of national and global significance.

The symposium aimed to stimulate policy debate for advancing agribusiness innovation and diffusion in Bangladesh. Nationally and internationally reputed academics, practitioners and business entrepreneurs participated, presented scientific research papers, discussed and exchanged views in five technical sessions: (i) *Commercialisation of Agriculture: Farm Production and Input Supply*; (ii) *Value Chain Initiatives: Post-Harvest Management, Storage, Transportation and Agro-Processing*; (iii) *Trade, Marketing and Agribusiness Finance*; (iv) *Agribusiness Capacity Building and Public Awareness*; and (v) *Role of Private Sector in Agribusiness Development (Industry experience)* and the Inaugural and Closing sessions of the two-day symposium.

The deliberations and discussions from the technical sessions were grouped into : 1. *Challenges and Recommendations for Advancing Agribusiness*; 2. *Strategies for Agribusiness Capacity Building (Teaching, Training and Research)*; and 3. *Advancing Partnership Building (Governments, Industries & Academic Organisations)*. The key issues, potential solutions and key recommendations for actions under each of these headings are summarised below. More detail will be published in the Proceedings of the Symposium.

*For further details contact:*

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# RECOMMENDATIONS

## 1. Challenges and Recommendations for Advancing Agribusiness

Issues	Recommendations
1. Agribusiness is risky (market & weather volatility, perishability)	<ol style="list-style-type: none"> <li>Promote contract farming as an option for risk management where viable.</li> <li>Explore options to provide subsidies to agro-processing industries to lower production costs and pass on to consumers and farmers' needs.</li> <li>Subsidise insurance premiums to encourage uptake.</li> <li>Establish a commodity exchange and practicing futures market to enable farmers to manage price risk.</li> </ol>
2. Lack of credit for agribusiness	<ol style="list-style-type: none"> <li>Expand credit facilities at lower interest rates, particularly for women entrepreneurs and young people.</li> <li>Provide credit to small entrepreneurs with minimum collaterals.</li> </ol>
3. Matching supply with consumer	<ol style="list-style-type: none"> <li>Monitor changes in consumer preferences for food and agricultural products through periodic consumer surveys.</li> <li>Enforce food safety standards by establishing independent food quality testing laboratories.</li> </ol>
4. Ensuring fair price to farmers	<ol style="list-style-type: none"> <li>Ensure the announcement of procurement price for paddy/rice before the harvesting season and its enforcement.</li> <li>Minimise price spread between producers and consumers by reducing market intermediaries with the development of a vertically integrated supply chain.</li> <li>Facilitate the formation of farmer groups and farmer-led cooperatives to empower farmers.</li> </ol>
5. Adapting to climate change	<ol style="list-style-type: none"> <li>Strengthen applied research on climate change and variability within Bangladesh.</li> <li>Strengthen farmer led adaptation strategies to climate change and variability through training and innovative practices.</li> </ol>

## 2. Strategies for Agribusiness Capacity Building (Teaching, Training and Research)

Issues	Recommendations
1. Skills and knowledge required for agribusiness are not clear	<ol style="list-style-type: none"> <li>Establish a multi-stakeholder engagement team to define the expected critical skills, knowledge, and competencies of new graduates when entering the job market. Include key private sector employers, experts from the ministry of agriculture, agribusiness experts from universities and colleges and other non-government organisations that employ agribusiness graduates.</li> </ol>
2. Curriculums are obsolete	<ol style="list-style-type: none"> <li>Form a taskforce from relevant government authorities and academic, research and training institutions, to review the agribusiness curriculum at diploma, bachelor, Master and PhD levels and provide recommendations on restructuring it to produce job-ready graduates.</li> </ol>
3. Lack of awareness of agribusiness career	<ol style="list-style-type: none"> <li>Develop and promote agribusiness as a desirable career option for students in high schools and colleges as a strategy for overcoming the lack of skilled workforce in the agribusiness industry.</li> <li>Provide scholarships to attract high quality students to agribusiness studies.</li> </ol>

4. Agri-food industries are not involved in formal skill	5. Provide industry placements and internships to agribusiness and agriculture students to facilitate their successful transition from university to the work place.
5. Executive education is missing	6. Develop and provide short-term focused leadership and professional development training programs in agribusiness to address the current shortage of skilled workers in critical areas.

### 3. *Advancing Partnership Building (Governments, Industries & Academic Organisations),*

Issues	Recommendations
1. Government	<ol style="list-style-type: none"> <li>1. Governments take a lead role in facilitating partnership building between various agro-based industries, relevant government organizations/agencies and academic institutions.</li> <li>2. To make agricultural industries smarter, big data analytics must be used effectively to monitor trends, customer expectations, risk assessments, among others. The government should take an active role in systemising the publicly owned data and make available to various agricultural stakeholders.</li> <li>3. Establish buffer stock for major crops to offset price fluctuations.</li> </ol>
2. Industry	<ol style="list-style-type: none"> <li>4. Agro-SMEs in Bangladesh can contribute tremendously to connecting farmers to retail consumers, generating employment and reducing poverty. Large agro-companies and private investors in partnership with government, should facilitate SMEs to be more efficient and provide better market access.</li> <li>5. Promote the adoption of innovative and inclusive business models by small-and medium-sized firms in agribusiness.</li> <li>6. Companies should raise funds and support innovative agribusiness research and development projects by establishing and maintaining partnerships with relevant academic and research organisations.</li> </ol>
3. Academic and R&D organisations	<ol style="list-style-type: none"> <li>7. Academic and R&amp;D institutions (both private and public) need to be vigilant and pro-active in undertaking relevant, innovative and contemporary agribusiness research and disseminating research results to policy makers, farmers and other agribusiness stakeholders.</li> <li>8. Establish a centre of excellence in agribusiness innovation in collaboration/partnership with internationally reputable agribusiness research institutes to spearhead evidence-based policy research, provide information and training to agribusiness entrepreneurs and implement global agribusiness standards in Bangladesh.</li> </ol>



# PROGRAM SCHEDULE

**VENUE: AUDI 801 Hall, NSU**

**Day 1: Sunday, 7 July 2019**

**09:00 to 10:00 am**

**REGISTRATION**

**10:00 to 11:15 am**

**SESSION – I: INAUGURUL**

*Chair*

***Prof Atiqul Islam, Vice-Chancellor, NSU***

**10:00 – 10:10 am**

*Welcome Address:*

**Prof. Dr M Ismail Hossain**, Chairman, Department of Economics, North South University

**10:10 – 10:20 am**

*Keynote Speech*

**Prof. Dr. Nazrul Islam**, Visiting Professor, NSU and Honorary Senior Research Fellow, University of Western Australia  
*Importance of Advancing Agribusiness*

**10:20 – 10:30 am**

*Guest of Honor*

**Prof. Mohammed Quaddus**, Deputy Head, School of Marketing, Curtin Business School, Curtin University, Australia  
*Innovative Agricultural Supply Chain: A Recipe for Development*

**10:30 – 10:45 am**

*Guest of Honor*

**Prof. Kadambot H.M. Siddique**, Hackett Professor of Agriculture Chair and Director, The UWA Institute of Agriculture, The University of Western Australia, Australia.  
*Best practices of Agribusiness Development in Australia*

**10:45 – 10:55 am**

*Special Guest:*

**Mr. Benajir Ahmed**, Chairman, Board of Trustee, NSU

**10:55 – 11:05 am**

*Special Guest*

**Prof. M Shamsul Alam**, Member (Senior Secretary) GED, Planning Commission, Government of People's Republic of Bangladesh

**11:05 -11:30 am**

*Chief Guest:*

**Dr. M A Razzaque**, MP, The Honorable Minister for Agriculture, Government of the People's Republic of Bangladesh.

**11:30 to 11:45 am**

**TEA BREAK**

**11:45 to 13:15 pm**

**SESSION – II: TECHNICAL**

**Commercialization of Agriculture: *Farm Production and Input Supply***

*Chair:*

**Prof. Dr. M. A. Sattar Mandal**, Emeritus Professor, Bangladesh Agricultural University, Mymensingh

11:45 – 11:55 pm	<b>Agricultural Innovations in Bangladesh: Understanding the adoption-diffusion process.</b> Fazlul Rabbane, M. Quaddus, Elizabeth Jackson and Nazrul Islam
11:55 – 12:05 pm	<b>Commercialization of Bangladesh Agriculture: A paradigm shift in productivity and challenges of linking smallholders with the global markets</b> S.M. Fakhrul, Islam,
12:05 – 12:15 pm	<b>Aquaculture Commercialization in Bangladesh: Achievements, Problems and Prospects</b> Akhteruzzaman Khan
12:15 -12: 25 pm	<b>Identifying and Mitigating Risks for Sustainable Farm Products Commercialization in Bangladesh</b> Mohammad Shamsuddoha,
12:25 -12: 45 pm	<i>Discussants</i> <b>Dr S.B. Naseem, Winall</b> <b>Dr. Md. Kamrul Hassan, BAU</b>
12:45- 1:15 pm	<i>Open floor discussion</i>
13:15 to 14:15 pm	<b>LUNCH BREAK</b>
14:15 to 15:45 pm	<b>SESSION – III: TECHNICAL</b> <b>Value chain initiatives: <i>Post-Harvest Management, Storage, Transportation and Agro-Processing</i></b>  <i>Chair:</i> <b>Dr Wais Kabir</b> , Executive Director, Krishi Gobeshona Foundation, Dhaka
14:15 – 14:25 pm	<b>Loss of Production in Agricultural Value Chain Management in Bangladesh</b> T. M. Tajul Islam
14:25 – 14:35 pm	<b>Sustainable Supply Chain Risk Management in Dairy Industry: An Empirical Study in Bangladesh</b> Mohammed Quaddus
14:35 -14:45 pm	<b>Inclusive Agribusiness and Sustainable Development: In Search of Strategic Imperatives for Bangladesh</b> Sheikh Morshed Jahan
14:45 – 14:55 pm	<b>Rice Price Risk in Bangladesh: Is Futures Market an Option?</b> Farid Khan,
14:55 – 15:15 pm	<i>Discussants</i> <b>Mohammed Abdur Razzaque, Former Chairman, BARC</b> <b>Anisur Rahman, Value Chain Expert, DLS</b> <b>Syeda Farzana Morshed, MD, CDCSD</b>



15:15- 15:45 pm

*Open floor discussion*

15:45 to 16:00 pm

**TEA BREAK**

16:00 to 17:30 pm

**SESSION – IV: TECHNICAL**

**Trade, Marketing and Agribusiness Finance**

*Chair:*

**Dr. Atiur Rahman**, Former Governor, Bangladesh Bank

16:00-16:10 pm

**Enhancing Market Access Opportunities for Agricultural Smallholders in Bangladesh with Private Sector Partners**  
Mahfuz Kabir

16:10 – 16.20 pm

**Development of Agribusiness Trade and Finance Linking with Farmers**  
Dr. Mohammad Mizanul Haque Kazal

16:20 – 16:30 pm

**Farm Entrepreneurship – Present Scenario and Way Forward**  
Arun Kumar Saha

16:30 – 16:40 pm

**A New Technology of Jute Geotextiles: Opportunities for Agribusiness**  
Md. Asaduzzaman,

16:40 – 17:00 pm

*Discussants*

**Mr Yasin Ali**, Former Chairman, BDBL  
**Dr. Samiul Haque**, Econ Dept., NSU

17:00- 17:30 am

*Open floor discussion*

19:00 to 22:00 pm

**DINNER AND CULTURAL EVENING**

Day 2: Monday, 8 July 2019

09:00 to 9:30 am

**REGISTRATION**

9:30 to 11:00 am

**SESSION – V: TECHNICAL**

**Agribusiness Capacity Building and Public Awareness**

*Chair:*

**Dr. Zainul Abedin**, President, BSAFE Foundation, Former IRRI Country Representative, Bangladesh.

9:30 – 9:40 pm

**Title Agribusiness Scholarship: What, Why and How?**  
Amin Mugeru

9:40 – 9:50 am

**Role of Agricultural Extension in Sustainable Agribusiness Development**  
Hamidur Rahaman

9:50 – 10:00 am

**Strengths and Weaknesses of National Agricultural Research Systems in Enhancing Agribusiness of Bangladesh**  
Rafiqul Islam Mondal

10:00 -10:10 am

**Role of Mass Media in Agribusiness Development in Bangladesh**  
Prof. Rezaul Karim Siddique

10:10 - 10:20 am	<b>Agribusiness Curriculum Development for Improved Future Intellectual Capital</b> Elizabeth Jackson
10:10 - 10:30 am	<i>Discussants</i> <b>Dr Kabir Ikramul Haque, Chairman, BARC</b> <b>Mir Nurul Alam, DG, DAE</b> <b>M.A. Rahim, Former, DG, DAE</b>
10:30 - 11:00 am	<i>Open floor discussion</i>
11:00 to 11:30 am	<b>TEA BREAK</b>
11:30 am to 13:00 pm	<b>SESSION – VI: TECHNICAL</b> <b>Role of Private Sector in Agribusiness Development</b> (Industry experience) <i>Chair:</i> <b>Prof. Dr. Md Ismail Hossain, Chairman, Department of Economics, NSU</b>
11:30 – 11:40 am	<b>A Farmer’s Experience</b> Shahajahan Ali Badsha
11:40 – 11:50 am	<b>Agro-processing Experience</b> Uzzma Choudhury, PRAN
11:50 – 12:00 pm	<b>Meat-processing Experience</b> A F M Asif, Bengal Meat
12:00 – 12:10 pm	<b>Milk-processing Experience</b> Ismail Hossain, Arong
12:10 – 12:20 pm	<b>Agri-machinery Supply Experience</b> F. H. Ansarey, ACI
12:20 - 12:30 pm	<b>The Role of Private Sector in Agribusiness Development</b> Elizabeth Jackson,
12:30 - 12:50 pm	<i>Discussants</i> <b>Mr. Mominul Islam, MD, IPDC</b> <b>Mr. Anwar Faroque, Former Secretary, MOA</b>
12:50 - 13:00 pm	<i>Open floor discussion</i>
13:00 to 14:00 pm	<b>LUNCH BREAK</b>
14:00 to 16:00 pm	<b>SESSION – VII: CONCLUDING</b> <i>Chair:</i> <b>Prof. Kadambot H.M. Siddique, Hackett Professor of Agriculture, Chair and Director, The UWA Institute of Agriculture, The University of Western Australia, Australia</b>



**14:00 to 15:00 pm**

*Lead by*

*Lead by*

*Lead by*

## **BREAK OUT SESSION**

**Prof. Rezaul Karim Talukder**

*1. Challenges and Solution for Advancing Agribusiness*

**Dr. Amin Muger**

*2. Strategies for Agribusiness Capacity Building (Teaching, Training and Research)*

**Prof. Mohammed Quaddus**

*3. Advancing Partnership Building (Governments, Industries & Academic Organisations),*

**15:00 to 15:30**

*Panelist*

*Panelist*

*Panelist*

## **PANEL DISCUSSION**

**Prof. Rezaul Karim Talukder**

*1. Challenges and Solution for Advancing Agribusiness*

**Dr. Amin Muger**

*2. Strategies for Agribusiness Capacity Building (Teaching, Training and Research)*

**Prof Mohammed Quaddus**

*3. Advancing Partnership Building (Governments, Industries & Academic Organisations)*

**15:30 to 17:00 pm**

## **CLOSING SESSION**

*Chair:*

**Prof Atiqul Islam**, Vice-Chancellor, NSU

**15:30 – 15:45 pm**

**Summary of the panel discussion**

Prof. Mohammed Quaddus

**15:45 – 16:00 pm**

**Remarks from Chairman, BARC**

Dr. Kabir Ikramul Haque

**16:00 – 16:10 pm**

*Special Guest*

**H.E. Julia Niblett**, High Commissioner, Australian High Commission in Bangladesh

**16:10 – 16:25 pm**

*Chief Guest*

**Muhammad Faruk Khan**, MP, Chairman, Parliamentary Committee on Foreign Affairs, Bangladesh Parliament

**16:25 – 16:30 pm**

**Vote of thanks**

Professor Dr Nazrul Islam

**16:30 – 17:00pm**

## **REFRESHMENT AND CLOSE**

## LIST OF GUESTS, SESSION CHAIRS, SPEAKERS AND DISCUSSANTS

Dr. M A Razzaque, MP	The Honorable Minister for Agriculture, Government of the People's Republic of Bangladesh.
H.E. Julia Niblett	High Commissioner, Australian High Commission in Bangladesh, Dhaka.
Prof. M Shamsul Alam	Member (Senior Secretary) GED, Planning Commission, Government of People's Republic of Bangladesh.
Prof Atiqul Islam	Vice-Chancellor, NSU.
Prof. Mohammed Quaddus	Deputy Head, School of Marketing, Curtin Business School, Curtin University, Australia.
Prof. Kadambot H.M. Siddique	Hackett Professor of Agriculture Chair and Director, The UWA Institute of Agriculture, The University of Western Australia, Australia.
Prof. Dr M Ismail Hossain	Chairman, Department of Economics, North South University.
Prof. Dr. Nazrul Islam	Visiting Professor, NSU and Honorary Senior Research Fellow, University of Western Australia, Australia.
Prof. Dr. M. A. Sattar Mandal	Emeritus Professor, Bangladesh Agricultural University, Mymensingh.
Dr. Fazlul Rabbane	Senior Lecturer, School of Marketing, Curtin University, Australia.
Prof. S.M. Fakhru Islam	Former Head, Department of Agricultural Economics, Bangabandhu Sheikh Mujibur Rahman Agricultural University, Gazipur, Bangladesh.
Prof. Dr. Akhteruzzaman Khan	Professor, Department of Agricultural Economics, BAU, Mymensingh, Bangladesh.
Dr. Mohammad Shamsuddoha	Professor of Marketing, University of Chittagong, Chittagong, Bangladesh.
Dr S.B. Naseem	Winall, Dhaka, Bangladesh.
Prof. Dr. Md. Kamrul Hassan	Professor, Department of Horticulture, BAU, Mymensingh, Bangladesh.
Dr Wais Kabir	Executive Director, Krishi Gobeshona Foundation, Dhaka.
Dr. T. M. Tajul Islam	Former Managing Director, Hortex Foundation, Dhaka Bangladesh.
Prof Dr Sheikh Morshed Jahan	Professor, Institute of Business Administration (IBA), University of Dhaka, Bangladesh
Dr. Farid Khan	Associate Professor, Department of Economics, University of Rajshahi, Bangladesh



Dr Mohammed Abdur Razzaque	Former Chairman, BARC, Farm Gate Dhaka, Bangladesh
Dr. Anisur Rahman	Value Chain Expert, DLS
Mrs. Syeda Farzana Morshed	Managing Director and Co-founder, Center for Development and Competitive Strategies Ltd, Dhaka, Bangladesh
Dr. Atiur Rahman	Former Governor, Bangladesh Bank
Dr. Mahfuz Kabir	Research Director, Bangladesh Institute of International and Strategic Studies (BIISS), Dhaka, Bangladesh.
Dr. Arun Kumar Saha	Senior Agriculture Specialist Consultant, Asian Development Bank, Dhaka Bangladesh.
Md. Asaduzzaman	Director General, Bangladesh Jute Research Institute, Dhaka, Bangladesh.
Mr Yasin Ali	Former Chairman, Bangladesh Development Bank Ltd., Dhaka, Bangladesh.
Dr. Samiul Haque	Assistant Professor, Department of Economics, NSU, Dhaka, Bangladesh.
Dr. Zainul Abedin	President, BSAFE Foundation, Former IRRI Country Representative, Dhaka, Bangladesh.
Dr. Amin Mugeru	Senior Lecturer, School of Agriculture and Environment, University of Western Australia, Perth, Australia.
Mr Hamidur Rahaman	Former Director General, Department of Agricultural Extension (DAE), Dhaka, Bangladesh.
Dr. Rafiqul Islam Mondal	Former Director General, Bangladesh Agricultural Research Institute (BARI), Gazipur, Bangladesh.
Prof. Rezaul Karim Siddique	Professor and Head, Department of Management, Savar College, Dhaka, Bangladesh.
Dr. Elizabeth Jackson	Senior Lecturer, Curtin Business School, Curtin University, Perth, Australia.
Dr Kabir Ikramul Haque	Chairman, BARC, Farm Gate, Dhaka, Bangladesh.
Mr. Mir Nurul Alam	Director General, Department of Agricultural Extension (DAE), Dhaka, Bangladesh.
Dr. M.A. Rahim	Former Director General, Department of Agricultural Extension (DAE), Dhaka, Bangladesh.
Mr. Shahajahan Ali Badsha	Farmer, Agricultural farm business, Ishawardi, Bangladesh.
Ms. Uzzma Choudhury	Director, PRAN-RFL Group, Dhaka, Bangladesh.
Mr. A F M Asif	Bengal Meat Processing Ltd, Dhaka, Bangladesh.

Dr. F. H. Ansarey

Managing Director & CEO ACI Agribusiness, Dhaka Bangladesh.

Mr. Mominul Islam

Managing Director, IPDC Non-Banking Finance, Dhaka Bangladesh.

Prof. Rezaul Karim Talukder

Former Professor, Department of Agricultural Economics, BAU, Mymensingh, Bangladesh.

Dr. Md. Mizanul Haque Kazal

Professor and Dean, Faculty of Agribusiness Management, Sher-e-Bangla Agricultural University, Dhaka, Bangladesh.

## ORGANISING COMMITTEE

1. **Prof. Dr. Nazrul Islam**, Visiting Professor, Dept. of Economics, NSU and Honorary Senior Research Fellow, UWA
2. **Prof Dr Md Ismail Hossain**, Chair, Dept. of Economics, NSU
3. **Prof. Dr. Helal Ahammad**, Professor and Director (ERP), Dept. of Economics, NSU
4. **Dr. Mustafa Abdur Rahman**; Associate Professor, Dept. of Economics, NSU
5. **Dr. Samiul Haque**, Assistant Professor, Dept. of Economics, NSU
6. **Dr. Sakib-Bin Amin**, Assistant Professor, Dept. of Economics, NSU
7. **Mr. Muntasir Mamun Iqbal**, Senior Lecturer, Dept. of Economics, NSU
8. **Ms. Azreen Benazir Abdullah**, Lecturer, Dept. of Economics, NSU

## ADVISORY COMMITTEE

1. **Prof. Dr. Nazrul Islam**, Visiting Professor, Dept. of Economics, NSU and Honorary Senior Research Fellow, UWA
2. **Prof. Dr. Md Ismail Hossain**, Chair, Dept. of Economics, NSU
3. **Prof. Dr. Jashim Uddin Ahmed**, Dean (Acting), School of Business and Economics, NSU
4. **Prof. Dr MA Sattar Mandal**, Emeritus Professor, Dept. of Agricultural Economics, Bangladesh Agricultural University, Mymensingh
5. **Dr. Wais Kabir**, Executive Director, Krishi Gobeshona Foundation, Dhaka
6. **Dr. T.M. Tajul Islam**, Chair, ICL and former Sr Agriculturist, World Bank
7. **Prof. Rezaul Karim Talukder**, Chairman, Technical Advisory Committee, KGF and former FAO Consultant
8. **Dr. Mustafizur Rahaman Khan**, Director, Agrarian Research Foundation; Former Head, Seed Division BARI

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