



fintrac

Agricultural solutions to end hunger and poverty

Creating an Enabling Environment:

Nurturing Investment and Economic Growth

Fintrac breaks through the bottlenecks that impede economic growth in developing countries by collaborating with producer and trade associations, private sector leaders, government ministries, and public agencies to overcome agricultural policy, infrastructure, and regulatory constraints.

www.fintrac.com

Fintrac is instrumental in establishing and revitalizing public/private task forces that develop trade platforms and protocols, rationalize donor support, and provide change leadership. Together we craft solutions that facilitate investment, spur productivity, and boost competitiveness.

Building Handling and Transportation Infrastructure

Fintrac helps partners consolidate freight and negotiate with commercial carriers to improve transportation routes and schedules worldwide. We have established handling facilities and designed hundreds of packhouses – from simple mobile structures for the field to high-volume facilities with automated processing lines and humidity-controlled cold rooms.

In Tanzania, we worked with the Tanzania Horticultural Association (TAHA), government, and other private sector partners through the USAID Tanzania Airfreight Project to establish a grower-owned freight consolidation company. The company provides direct shipments of fresh flowers, cuttings, and produce from Kilimanjaro Airport to Europe.

In Uganda, Fintrac completed a feasibility analysis and business plan for a privately owned fresh produce and floral handling facility at Entebbe Airport. A decade later, the facility continues to thrive.

Developing Market Infrastructure

Fintrac provides expert advice to public and private sector stakeholders on a range of market infrastructure issues, from rationalizing domestic wholesale markets to establishing new trading mechanisms. We also frequently train customs departments and other agencies in data collection and synthesis methodologies to improve market and trade information capabilities.

In Ethiopia, Fintrac is providing technical assistance to a new commodity exchange to ensure its functionality – from the rollout of an efficient warehouse receipts program to the establishment of a central depository system.



Establishing Grades and Standards

By meeting consistent standards of quality for agricultural products, smallholders in developing countries can compete in global markets. Working closely with the private and public sectors, Fintrac has enabled countries in Africa, Asia, Latin America, and the Caribbean to adopt grades and standards for products and in sectors that previously had none. We also have been a leader worldwide in achieving smallholder compliance with GLOBALGAP standards.

In Kenya, we pioneered public/private initiatives to bring thousands of smallholder growers in line with new international product standards. More than 2,000 smallholder suppliers achieved GLOBALGAP certification with Fintrac support, and most who grow for export today are now in compliance with its standards.

Adapting Seed Policies

Although most countries legislate seed policies in good faith to protect their supply and varieties from contamination and disease, these policies are often bogged down by long approval delays. Fintrac works closely with governments to ease unnecessary restrictions.

In Kenya, Fintrac worked with the Kenya Agricultural Research Institute (KARI) to test and facilitate the approval of a new hybrid passion fruit. Our collaboration expedited the process, enabling smallholders to grow and market a product that has three times the yield potential of traditional varieties.

Advancing Pesticide Regulations

As research produces new and improved pesticides and uncovers hazards associated with those that are already in use, government pesticide regulations often become outdated. Fintrac works with government agencies to update regulations that provide effective human and environmental protection in keeping with international standards.

In El Salvador, Fintrac helped the Ministry of Agriculture and Livestock improve its pesticide registries, establish more effective nationwide pesticide use and control, and develop a system to monitor and comply with international protocols on residue levels.

Streamlining Licensing Procedures

Burdensome regulations, from land titling and registration to business licensing and import processing, are disincentives to commercial lending, investment, trade, and employment. Fintrac finds ways to save input suppliers, producers, exporters, and allied enterprises unnecessary time and costs associated with these processes.

In Jamaica, Fintrac's Export Document Form Generator (EDFG) software reduced the time it takes for fresh produce exporters to complete export documentation from more than an hour to less than 10 minutes per shipment. The software also reduced errors that led to shipment delays.



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