

IFDC & Market Systems Development

Market Systems Seminar

Marriott Protea
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IFDC – East & Southern Africa

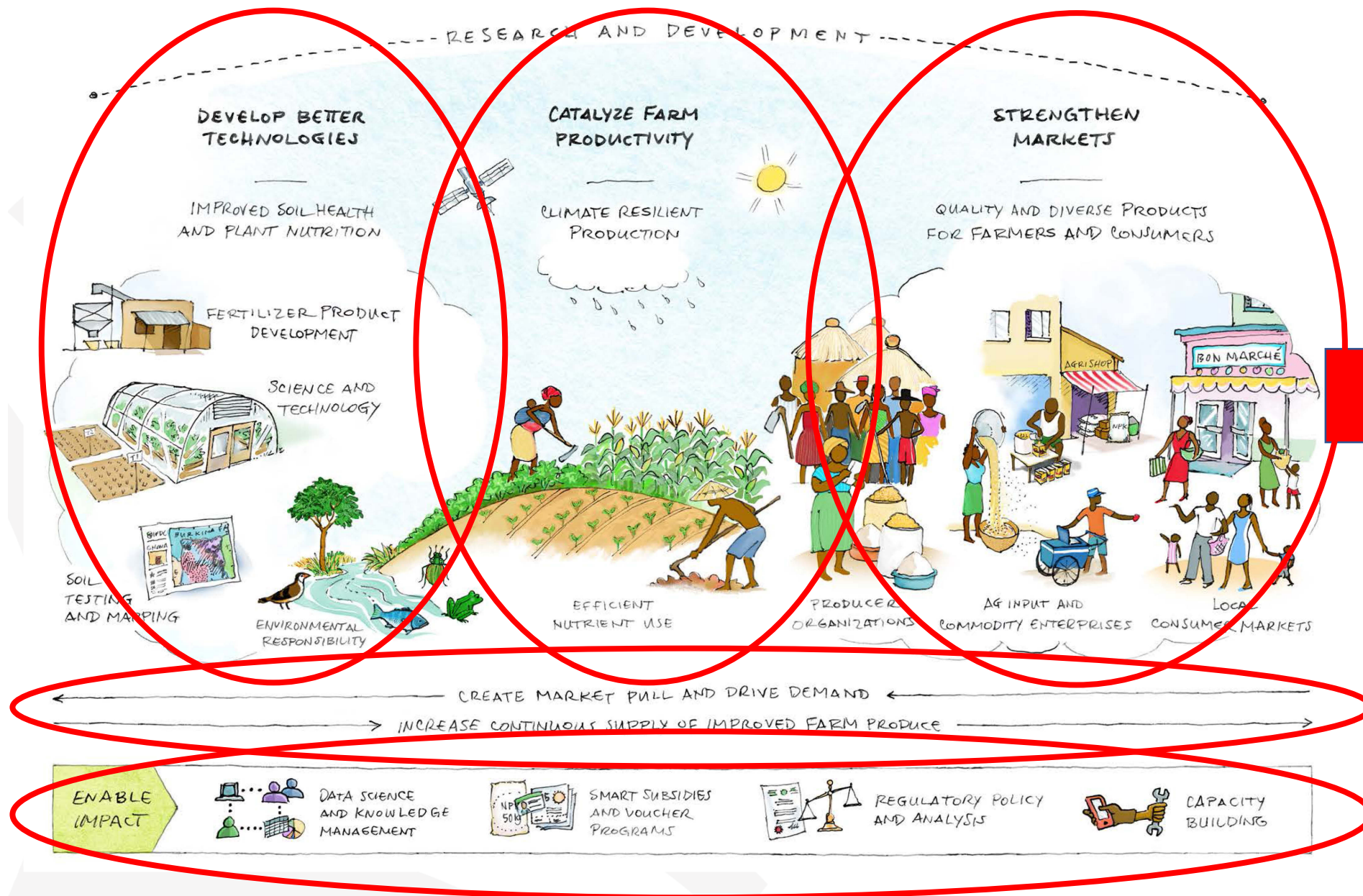


IFDC Overview

- International Fertilizer Development Center
 - Non-profit international public organization
- Established in 1974 in Muscle Shoals, Alabama
 - Tennessee Valley Authority responsible for development of 70%+ of world's fertilizers
 - Fertilizer pilot plant
- Evolution of our work: from inputs to production to market development
- IFDC Mission:
 - Bring together innovative research, market expertise, and strategic public and private sector partners
 - to identify and scale sustainable solutions for soil and plant nutrition that benefit farmers, entrepreneurs, and the environment.



IFDC's Mission in Action



HQ to animate

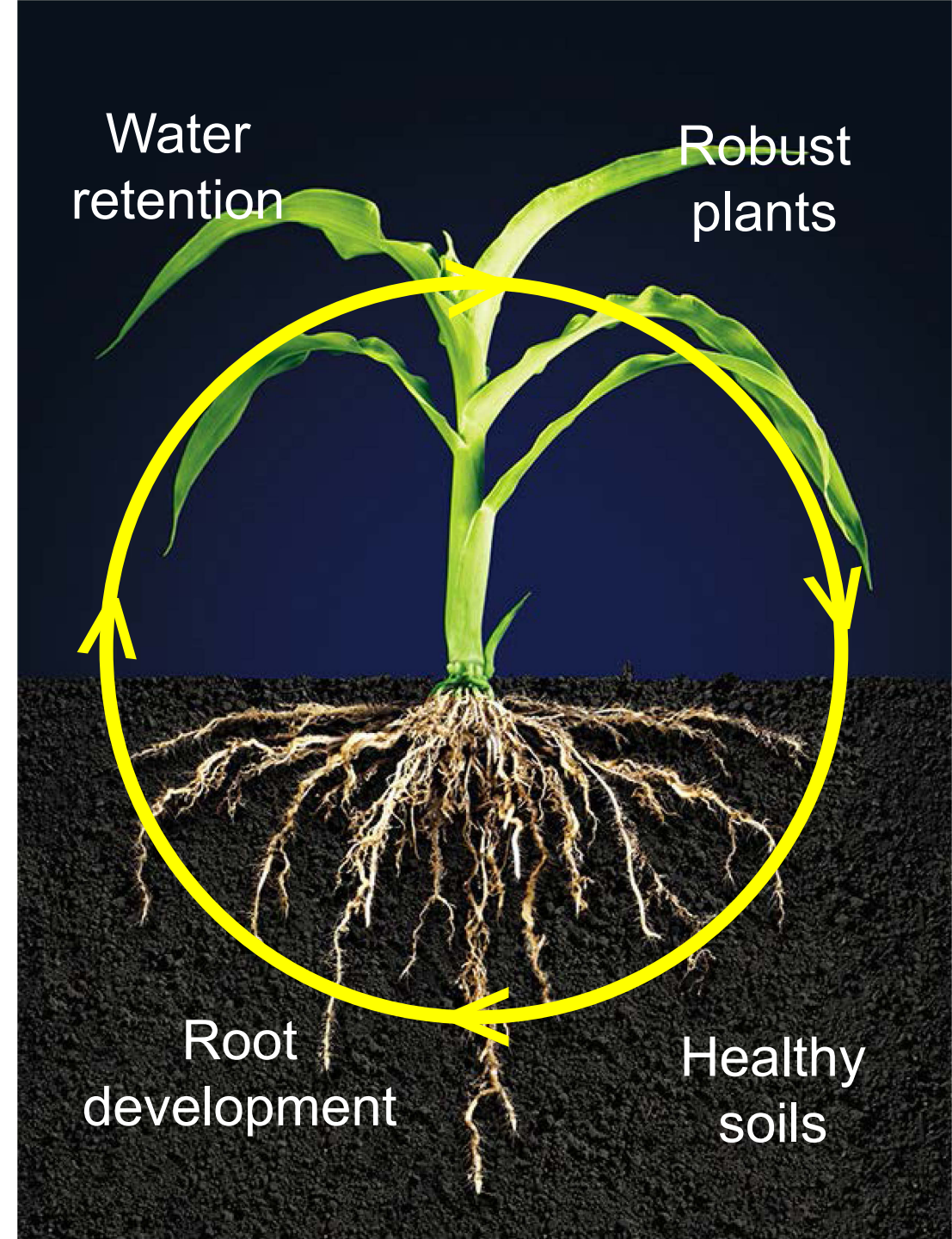
Climate Smart Agriculture

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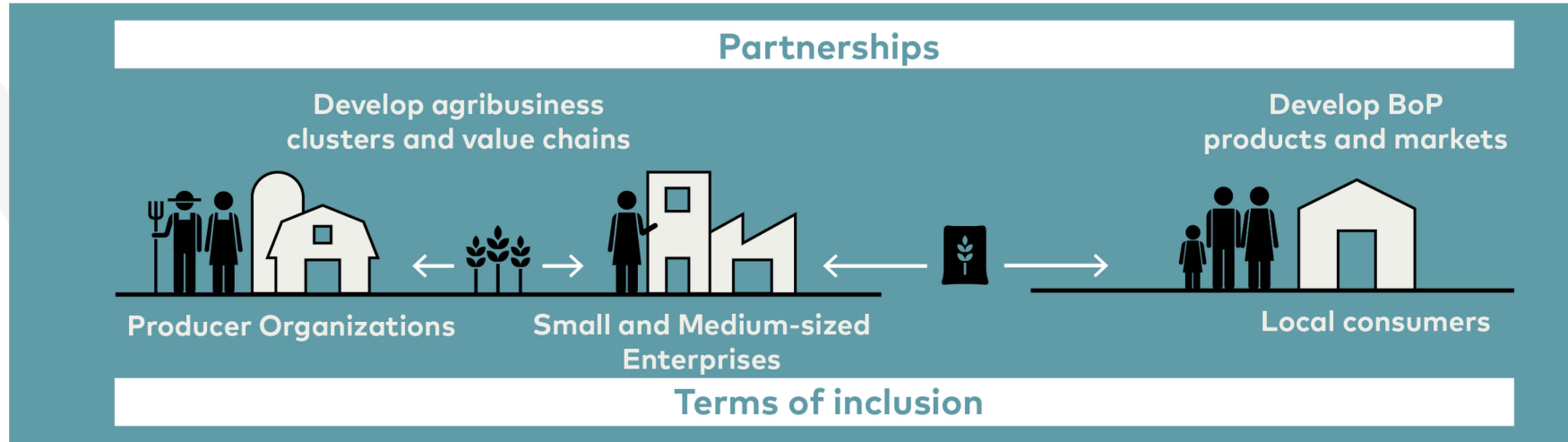
- CSA: an approach.... that ensures food security in a changing climate (FAO):
 - Sustainably increasing agricultural productivity and incomes;
 - Adapting and building resilience to climate change;
 - And reducing and/or removing greenhouse gas emissions
- Dimensions to productivity & risk mitigation
 - Market access: Inputs (including technologies, services) finance, information) & outputs
 - Behavioral: Household resources, decision making, diversified incomes
 - Agronomic/CSA: intensification of farming, increased water & nutrient use efficiency, GAPs

CSA & Soil Health

- Healthy soils: management of organic matter + water & nutrient use efficiency
 - Soil organic matter depleted in Africa
- Integrated soil management practices:
 - Intensification, conservation agriculture, integration of crop and livestock systems, legume cropping systems, nutrient recycling, erosion and water control
- More efficient fertilizers and soil fertility technologies
 - Balanced nutrition: increased nutrient use efficiency & reduced green house gasses
 - Soil acidity/liming for root development and nutrient uptake
 - Micro-dosing in low rainfall areas (200-500mm)



MSD as an Inclusive System



*E.g. 2SCALE,
incubator of
inclusive
agribusinesses,
DGIS/NL, 2012-
2018, 2019-2023*

- Tradable surpluses are precondition for market engagement & development
 - Farming systems need to adapt not only to climatic changes, but also market changes
- Market signals are the driver of adoption of CSA practices + technologies
- MSD seeks sector transformation (systemic change) in both input and output markets
- Intermediary facilitators/brokers required to:
 - Strengthen the capacity of market actors
 - Broker partnerships to develop sustainable business models

Challenges with MSD

- Understanding MSD among staff, donors, agribusiness partners
- How does MSD operate in 'thin' markets?
- How to go from firm-level interventions to creating systemic change/sector transformation?
- How to select firms with the aim of triggering systemic change?
- Incentives for lead firms to engage vs. market disruptors?
- Others...

