



Brussels Rural Development Briefings
A series of meetings on ACP-EU development issues

**Briefing session n° 13: Upgrading to compete in a globalised world:
What opportunities and challenges for SMEs in agriculture in ACP countries?**

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Biodata of speakers

André Dellevoet - Africa Enterprise Challenge Fund (AECF)

Mr. Dellevoet is Executive Manager of the Africa Enterprise Challenge Fund (AECF) in Nairobi, Kenya, since 2008. Previously he joined Dutch diplomatic service in 1991 and worked mostly on African affairs, economic growth and development cooperation, having several postings in Africa. His last function was deputy Head of Mission of the Netherlands Embassy in Kinshasa, DRC from 2006 to 2008.

Mr. Dellevoet holds a Masters in Law from the University of Maastricht and a Masters in Political Science from the University of Leiden.

His expertise covers private sector development and economic growth, good governance and leadership, corporate social responsibility and ethical business, development cooperation.

Paul G.H. Engel - European Centre for Development Policy Management (ECDPM)

Dr. Paul Engel is Director of ECDPM, the European Centre for Development Policy Management in Maastricht, the Netherlands, since 2001 (<http://www.ecdpm.org>). He has a particular interest in issues related to policy coherence for development (PCD), the effectiveness of international cooperation and, the facilitation, monitoring and evaluation of multi-stakeholder processes. Prior to joining ECDPM, he taught management and organisation for rural (business) development at Concepción University, Chile; led the international extension programme at the Dutch Ministry of Agriculture, Nature Management and Fisheries and directed international research on the role of knowledge for development at Wageningen University, where his team developed a practical approach to strengthening the capacity for innovation of local and institutional actors. He also did field research in Peru, directed development projects in Ghana and Colombia, and worked as an international consultant. He travelled widely in Africa, Latin America and Europe and published extensively on the social organization of innovation for development.

Rafik Feki - UNIDO

Mr. Feki joined the Trade Capacity Building Branch at UNIDO in April 2007. He is managing several projects related to Industrial Upgrading and Quality Infrastructure in different ACP countries. Before joining UNIDO, he was a project manager for GTZ in the area of SMEs upgrading and enhancement of local competitiveness for three years. Prior to that, Mr. Feki was department chief in the Tunisian Upgrading Office from 1998 to February 2004, participating in the implementation of the Tunisian Upgrading Programme, one of the most successful Programmes in developing countries in that area. The procedures and tools he has developed during his experience have actively contributed to support SME's competitiveness in these countries. Mr. Feki holds a master degree in management from the Faculty of Economics and Management of Tunis and a post-graduate degree in corporate finance from the University of Paris 1 Sorbonne.

Vincenzo Galastro – IFAD

Mr. Galastro currently works as Programme Manager in the External affairs Department of the International Fund for Agriculture (IFAD) based in Rome, Italy.

Previously M. Galastro had short and long term assignments with international organisations (FAO, IFAD, EU, WB, UNDP), government institutions and private consultant companies. He has more than 20 years of professional experience in developing countries and an extensive field experience in Asia, Latin America, West and Central Africa and Eastern Europe, with – among the others - long term duty station in Brazil, Senegal, Burkina Faso, Gabon. His main fields of expertise are : i) design and development of multi-donors natural resources management and agriculture investment programs and projects; ii) programmes/projects design, appraisal, management and evaluation.

Mr. Galastro holds a B.Sc. in Forestry from the University of Florence, Italy.

H.E. Patrick I. Gomes – Ambassador of Guyana

Ambassador Patrick Gomes of Guyana is currently Chairman of the ACP Ambassadors Consultative Group on Sugar and previously lectured in the Faculties of Agriculture and Social Sciences at the University of the West Indies, St Augustine Trinidad and Tobago from 1974-1990 after which he served as Executive Director of the Caribbean Centre for Development Administration (CARICAD) in Barbados until 2004.

Ambassador Gomes has published articles on R&D Institutions in the agricultural sector, organizational structures for improved management of community-based and farmers' organizations and development policies for sustainable forestry management.

Luca Marangoni – European Commission, DG Development

Mr. Marangoni is responsible for Private Sector Development in the ACP Countries at the Directorate-General for Development of the European Commission.

From 2004 to 2008 he was co-ordinator for the Objective Regional Competitiveness and Employment in Italy (Directorate-General for Regional Policy at the European Commission) dealing also with thematic issues like SME development, Research & Innovation, Lisbon Strategy and Rural Development.

Before joining the European Commission he had an extensive experience on rural development policy, SME development and institutional capacity building in lagging behind regions in Europe, Middle East and Africa.

Mr. Marangoni holds a B.Sc. in Agriculture from the University of Bologna.

H.E. Brave Rona Ndisale – Ambassador of Malawi and Chair of the ACP Committee of Ambassadors

H.E. Brave Rona Ndisale, Ambassador of Malawi in Brussels, and Chair of the ACP Committee of Ambassadors, holds an MS in Food and Resource Economics from the University of Florida and a PhD on Agricultural and Applied Economics from the University of Minnesota and a strong experience in the Agricultural field: with the national agricultural research system, in agricultural policy analysis, formulation and implementation, and with the international research at IFPRI. Her Excellency has also a wide institutional experience with FAO, the African development Bank and with many non governmental organisations. Her work at the Commission of African Union has strengthened her network with key stakeholders such as governments, Parliamentarians, Regional Economic Communities, international agencies and development partners. Ambassador Ndisale has also worked on policy advocacy to keep agriculture high on the agenda within the framework of the NEPAD/CAADP.

Hansjörg Neun - CTA

Since May 2005, German-born Dr Hansjörg Neun, became Director of CTA. He holds a PhD. in social and economic sciences. He is the author of a thesis on "transfers of technical cooperation development projects to developing countries". With considerable field experience in Africa (especially in Burkina Faso, Ethiopia and Egypt), Dr Neun has managed projects and major programmes for German and European technical development agencies. He is also skilled in negotiating with governments, donors and international institutions. In addition, he has a wide-ranging knowledge of rural development, food security and natural resource management issues. He also has hands-on experience of agriculture - while still very young he worked on his family's flower and vegetable market garden in Germany.

Before taking the helm at CTA, Dr Neun was employed as Advisor at Germany's Federal Ministry for Economic Cooperation and Development (BMZ).

Juliette Newell – Tijule Company Ltd.

Dr. Juliette Newell is currently the owner and Managing Director of Tijule Company, a medium sized agro-processing company which has been processing exotic fruits and vegetables for export for the past twenty six years. She previously worked as a Dietician and Nutritionist in the United States of America, for the Food Research and Development at Jamaica Industrial Development Corporation (JIDC), as a Food Process Consultant with the Food and Agriculture Organisation (FAO) (providing – among the others – consultancy to the Department of Agriculture in Food Processing in Tanzania) and as a Food Research and Development Consultant for different private sector companies in Jamaica.

A Graduate of the University of Technology in Kingston, Jamaica, with a Diploma in Institutional Management, Juliette Newell holds a Bachelors of Science Degree in Home Economics and Nutrition from Andrews University, Michigan, USA, a Masters of Science degree in Food and Nutrition at Howard University in Washington DC, USA, and a PhD in Food and Nutrition at Ibadan University, Ibadan, Nigeria on a Commonwealth Scholarship.

Denis Noel – Noelville Ltd (Grenada)

Denis Noel, O.B.E, is the Managing Director of Noelville Ltd. a family owned Company in Grenada. An Agronomist by profession, graduated from the Imperial College of Tropical Agriculture (ICTA) in Trinidad & Tobago and held the position of chief Agricultural Officer in Grenada for 18 years. His career included serving in the Grenada diplomatic corps in Washington D.C, Government Minister responsible for Foreign Affairs in the period 1990-95. A grower of rare Tropical cut flowers that earned Grenada 6 Gold Medals at the prestigious Chelsea Flower Show in London and now culminating as an entrepreneur involved in the growing and processing of Medicinal herbs. His contribution to the development of Grenada has been recognized and in June 2004, he was awarded the O.B.E in the Queens Honors list

Carlo Pietrobelli – Centre for Research on the Economics of Institutions, University of Roma Tre

Carlo Pietrobelli is Professor of International Economics at the University of Roma Tre, Italy, where he is the Director of the Centre for Research on the Economics of Institutions (CREI, <http://host.uniroma3.it/centri/crei/>). For over twenty years he has been a regular advisor to international organisations such as the European Commission, the World Bank, the Inter-American Development Bank, IFAD, UNIDO, UNCTAD, ECLAC and the OECD.

He holds a PhD in economics from the University of Oxford, UK and a PhD in economics from the University of Rome 'La Sapienza'.

His fields of expertise include industry, technology and trade in developing countries, science and technology policies, clusters, networks and value chains.

His recent books include: Upgrading to Compete. Clusters and Value Chains in Latin America (with R. Rabellotti), Harvard University Press 2007 and Failing to Compete: Technology Development and Technology Systems in Africa (with Sanjaya Lall), Edward Elgar 2002.

Hasit Shah – Sunripe Ltd. (Kenya)

Mr. Hasit Shah represents the Sunripe Group of Companies in various capacities, a group employing 2200 employees which produce, process, pack and export about 40 product lines of fresh vegetables, organics, fruit and flowers to 25 countries. Within the group, Mr. Shah is Managing Director of Sunripe Ltd. (Kenya), Managing Director of Koppert Biological Systems Ltd. (Kenya), Director of Freight In Time Ltd., Director of Atech Limited and Director of Serengeti Fresh Ltd in Arusha (Tanzania).

He also is Chairman of the Fresh Produce Exporters Association of Kenya (FPEAK), Interim Chairman of the Kenya Horticultural Council (KHC), Vice Chairman of Kenya Shippers Council, and Director of COLEACP (ACP – EU liaison body) in Paris.

Mr. Shah holds a BS in Electrical Engineering and an M.S. in Applied Mathematics & Finance from the University of Southern California (USC) in Los Angeles.

Mabouso Thiam – Centre for the Development of Enterprise (CDE)

Mabouso Thiam is the Director of the Centre for the Development of Enterprise (CDE). Previously M. Thiam has held different positions of responsibility throughout his intense career, which began in 1979 at Interpral Paris, a company specialised in international trade in fishery products. In 1980, he joined the Central Bank of West African States where, for eight years, he was first in charge of setting up a public relations service at the Secretariat General (1980-1983) and then was placed in charge of issues such as banking regulations and supervision, audits and inspection of commercial banks, and restructuring of the banking system. Defining himself as a man of practical experience, Mr Thiam is well acquainted with the ins and outs of the private sector. From 1988 to 1997, as General Manager and Chairman of the Board of Directors of Soca, a Senegalese producer of pasteurised milk and fruit juices, he coordinated a wide range of activities, including: follow-up of feasibility studies, negotiations with funding agencies, the construction and implementation of the complex, the recruitment of staff and development of management tools. Mr Thiam holds a master's degree in private law from the University of Dakar (Senegal) and a degree from the International Banking and Economics Institute (Cyprus).