



BOULDER RURAL AND AGRICULTURAL FINANCE PROGRAM (RAFP)

5TH EDITION IN ENGLISH

JULY 22ND – AUGUST 2ND, 2019

Turin, Italy



The Boulder Institute of Microfinance, with the support of the Rabobank Foundation and the collaboration of CABFIN (including FAO, IFAD, GIZ/ BMZ, UNCDF, WFP, CGAP and the World Bank) is a highly specialized training program offered for rural and agricultural finance practitioners and institutions. The objective of RAFP is to enable inclusive and efficient food and agricultural systems, as well as to promote financial inclusion by strengthening the technical capacity of service providers and those institutions serving rural SMEs and smallholder farmers.

Why is the Program Important?

Our full immersion program creates the space for participants to reflect on specific challenges, and share strategies on how to face the agricultural finance sector's pressing issues, using new tools and a fresh perspective.

As part of the program, you will:

- Distinguish and assess the financial needs of diverse client segments operating across value chains in rural and agricultural finance and understand the products, technologies, tools and delivery models that respond to these needs.
- Understand the policies, programs and institutions that governments can use to promote the supply and demand of financial services for agriculture and rural areas.



- Distinguish sources of risks in agricultural finance and understand key risk management techniques for farms, rural households, and financial service providers (FSPs), while taking into consideration the trade-off between managing costs and reducing risks.

Who Should Attend?

This program has been designed for professionals from the following types of institutions:

- Agricultural value chain providers of finance, state agricultural banks, credit unions and microfinance institutions that serve rural SMEs and smallholder farmers.
- Development programs offered by ministries of agriculture (including fisheries and forestry), food and rural development.
- Multilateral and bilateral organizations, donors, support organizations and NGOs with a mandate of working with the rural and agricultural sector.

Experience in rural and agricultural finance is important for participation, though the program is adapted to welcome newcomers to the industry as well. Participants should have an understanding of basic issues in agriculture and some experience with rural SMEs, agricultural households, agricultural related markets, financial services, as well as relevant concepts such as seasonality and diversification.

Program Structure and Learning Objectives

The curriculum focuses on emerging trends and strategic directions in the area of rural and agricultural finance, with the goal of empowering participants to push the field further and covering the fundamentals of good practice. Participants have the opportunity to select up to four formal *elective courses*, out of 8 courses offered, and to interact with world-renowned faculty members through the *Master Class* as well as electives. In addition, the program features an assortment of networking gatherings, round table discussions, panels, a field visit, and presentations organized by faculty and fellow participants. The daily schedule is intense, stimulating, and designed to keep everyone lively and on their feet!

At the end of the program, participants will have completed 76 course hours, and receive a certificate recognizing completion of the 2019 Boulder RAFP. The program will be offered in English.



Program Agenda

Classes will run from 8:30am to 5:30pm in three blocks, Monday through Friday, with two coffee breaks and lunch in between. In addition to the two-week program, a field visit on weekend, a welcome cocktail and celebratory graduation dinner are planned. Extracurricular activities will be offered to enjoy group outings and the diverse amenities of the Netherlands.

Block 1 – The RAFP Master Class

Each morning, from 8:30 – 10:00am, our internationally renowned faculty will guide the Master Class sessions, a mandatory activity for all participants of the RAFP. Our speakers, together with leading experts in rural and agricultural finance and financial inclusion, will present a holistic overview of a financial ecosystem that works for the poor in the rural household context.

Blocks 2 & 3 – The Electives Courses

Participants will take four electives during the two-week program. These courses are week-long. Participants will select two courses per week, one for the morning and one for the afternoon.

Morning electives run from 10:30am - 1:00pm

Afternoon electives run from 2:30pm - 5:30pm

Social Activities and Networking

A wide range of social, athletic, and cultural activities arranged by the Boulder Institute will take place during evenings, after class. You can sign up for these on joining the program. Some of the activities will be free for program participants, for others a small fee will apply.



2019 Boulder RAFP Master Class Course Grid

Master Class 8:30am - 10:00am	Week 1 (July 22-26)	Week 2 (July 29- August 2)
MONDAY	Introduction to Agricultural Finance	Agricultural Risk Management and Insurance: An overview
TUESDAY	Farmer Segmentation & Client Centric Approach	Perspectives for the Future in Public Programs for Rural & Agricultural Finance
WEDNESDAY	Digital Financial Services for Smallholder Families – Features of an Emerging Model	Perspectives for the Future in Public Programs for Rural & Agricultural Finance
THURSDAY	Sustainable Development	Rural Finance and Food Security
FRIDAY	Savings in the Rural Sector	GRADUATION
	Coffee Break (30 minutes)	
	Morning Electives 10:30am - 1:00pm	



2019 Boulder RAEP Elective Courses Grid

	Week 1 (July 22-26)	Week 2 (July 29-August 2)
Morning Session: 10:30-13:00	Agricultural Value Chain Finance for Smallholder Farmers	Specialized Tools in Agricultural Financing for SMEs
	Managing Risk in Rural & Agricultural Finance	Agricultural Insurance in Developing Countries: Operational Principles and Good Practices
LUNCH BREAK (90 minutes)		
Afternoon Session 2:30pm-5:30pm	Agricultural Lending Methodologies & Techniques for Smallholder and Lowest Income Rural Families	Performance Management in Agricultural Finance Portfolios
	Agricultural Finance: Opportunities, Emerging Models and Product Design	Digital Finance in Rural Agricultural Sector: Digital Applications for Rural Financial Services

Venue, Program Costs & Sample Budgets

Venue: The program will take place in Turin, Italy at the ILO Headquarters, located at Viale Maestri del Lavoro, 10, 10127 Torino TO, Italy

Program Costs: The 2019 tuition cost is USD \$4,300 (USD \$500 non-refundable registration fee and USD \$3,800 course fee). The tuition fee covers courses and materials, coffee breaks, inaugural cocktail, graduation dinners.

Participants are responsible for the cost of travel to Turin, accommodations, meals not covered by the program, incidentals and some social activities.



The following tables present three sample budgets as a reference for total costs of participating. They do not include airfare and other related travel expenses (transfer to and from the airport, visa fees, travel insurance, etc.), as well as shopping expenses.

Sample Budgets in USD: Sample budgets do not include airfare and other related travel expenses.

Conservative Budget in USD:

Tuition (\$500 non-refundable registration fee + \$3800 program fee)	\$4,300
Accommodations at 2 star hotel w/o breakfast (\$65/night x 14 nights)	\$910
Dinners & Incidentals (\$30 x 14 days)	\$420
Excursions & Social Activities (Evening and Sunday)	\$200
TOTAL	\$5,830

Standard / Medium Budget in USD:

Tuition (\$500 non-refundable registration fee + \$3800 program fee)	\$4,300
Accommodations at 3 star hotels w/ breakfast (\$120/night x 14 nights)	\$1,680
Dinners & Incidentals (\$40 x 14 days)	\$560
Excursions & Social Activities (Evening and Sunday)	\$300
TOTAL	\$6,700

Liberal Budget in USD:

Tuition (\$500 non-refundable registration fee + \$3800 program fee)	\$4,300
Accommodations off campus at 4+ star hotel w/ breakfast (\$160/night x 14 nights)	\$2,240
Dinners & Incidentals (\$60 x 14 days)	\$840
Excursions & Social Activities (Evening and Sunday)	\$500
TOTAL	\$7,880



Accommodations

Boulder participants have the option of staying on the ITCILO campus (where the program takes place) or in “Off Campus” accommodations (near the ITCILO or in the City Centre). The ITCILO offers bed and breakfast options (participants can pay directly for other meals) or all-included room and board packages (includes breakfast and a meal card charged with 20 Euro per day to cover other meals and snacks). Both ITCILO options cover limited laundry services.

To learn more about the ITCILO Campus facilities and services, [click here](#)

Hotel Accommodations Outside of ITCILO Campus

Special Boulder fixed rates are available for standard rooms in a variety of hotels near the ITCILO program venue and in the City Centre (approx. 8km from ITCILO) ranging in price from €50 to €75 per night. Spaces are limited and booked on a first-come first-served basis. **The cost depends on your hotel selection. Participants will need to book and pay for these options directly with the hotel using the contact information provided below in the individual hotel descriptions.**

In order to ensure you are getting the best possible rate and terms (i.e. 24 hour cancellation) and to explore alternative accommodation options, we encourage you to compare these prices with other discounted rates that may be available. Some websites that offer special rates are:

www.booking.com

www.trivago.com

www.hotels.com

www.expedia.com/Hotels

www.airbnb.com (good for finding apartment units if traveling with family)

For more detailed information you can visit our webpage.

www.bouldermicrofinance.org

About Boulder Institute of Microfinance

Over the last 25 years, the Boulder Microfinance Institute (BI) has trained close to 7,000 professionals from more than 154 countries, offered over 1,000 individual courses and created a vast network of more than 200 faculty that are recognized experts in the industry. The overall goal has been teaching financial sustainability and microfinance best practices and closing the gap on financial inclusion. Boulder Institute is known for helping finance professionals understand the changes needed to effectively serve the lower-income markets



in their countries. By offering its program in three different languages, the Institute has been able to achieve worldwide reach.

Boulder’s flagship microfinance training programs (MFT) bring together representatives from microfinance institutions, support organizations, donors and government agencies to learn about new content that is evidence-based, practical, and feeds on current, cutting-edge topics in the field. In addition, the Institute has launched two specialized programs to reach areas of financial inclusion focusing on MFI board members, insurers and others in underserved regions.

In 2015, in partnership with FAO and CABFIN, the Institute launched the Rural and Agricultural Finance Program (RAFP) to address the unique needs of financial providers serving rural small and medium-size enterprises (SMEs) and agricultural households. The program has grown steadily since then, attracting 55 and 57 participants in 2017 and 2018, respectively. In March 2018, the first edition of the RAFP program in Spanish was launched..

In 2016, Boulder partnered with the International Finance Corporation (IFC) to launch “Back to Boulder: Strategic Response to Risk in Highly Competitive Markets (B2B)” at IFC headquarters in Washington, D.C. B2B is an executive education program designed especially for CEOs, Board Members and other executives of financial institutions serving the poor. More than 20 faculty – leading experts from both within and outside of the industry – guide participants in addressing challenges such as increased competition, saturated markets, changing legislation and disruptive innovation.

Registration

[Register Here!](#) in order to send us your registration form