A Study on Sector-based Need Assessment of Business Promotion Council –Agro-Products

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1. Background of the Study

Business Promotion Council (BPC) was developed by the Ministry of Commerce to enhance export diversification in Bangladesh. BPC has chosen six specific sectors, which include agro-products, fisheries, leather, pharmaceuticals, ICT, and light engineering. In the export policy 2015-2018, these sectors are listed either in the highest priority sector or in the special development sector by the Government of Bangladesh. The aim of BPC is to increase competitiveness of the different products so that these can compete in the global market. Agriculture plays a key role in the economic growth of Bangladesh. Extensive irrigation, high-yielding crop varieties, more efficient markets and mechanisation, enabled by policy reforms and investments in agricultural research, human resource, capital, and roads have driven agriculture sector's growth.[1] The need of the time is food security, development of agricultural sector and sustainable production which are necessary to achieve desired GDP (Gross Domestic Production) growth and economic development. Currently, ensuring a fair price of agro-products to farmers, agricultural credit disbursement, adequate supply of fertiliser, increased development budget vis-à-vis non-development budget in agriculture, 'environment friendly sustainable agriculture' are necessary along with agricultural research and training.[2]

Government is also working on the development of small marginal and female farmers as well as developing proper value chain system in the agricultural sector of Bangladesh. The government has allocated Taka 13,678.85 crore for agricultural sector in the budget of FY 2016-17, which was nearly Taka 2,537 crore more than the revised budget of 2015-16. Besides, the government has raised Taka 9,000 crore as subsidies in the budget compared with the actual subsidies of Taka 7,000 crore allocated in the revised budget of 2015-16. In the FY 2015-16, the government earmarked Taka 12,703.55 crore for the agricultural sector, but it went down to Taka 11,142.57 crore in the revised budget. Above all, agricultural production has increased in real terms by 2.6 percent compared to the last fiscal year.[3] This study is an attempt to identify the challenges of the agro-based products and from local production to export of agro-based products. This study has also provided recommendations for necessary trainings, seminars and workshops that may help the Agricultural sector to flourish.

2. Objectives of the Study

- To represent an overall scenario of agricultural sector of Bangladesh;
- To examine the major constraints from local production to export; and
- To identify the importance of need-based trainings and workshops to enhance the productivity as well as export potential of this sector.

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[1] Agriculture Growth Reduces Poverty in Bangladesh, May 17, 2016, The World Bank. http://www.worldbank.org/en/news/feature/2016/05/17/bangladeshs-agriculture-a-poverty-reducer-in-need-of-modernization

[2] Bangladesh Economic Update, Volume 5, No. 3, March 2014. http://unnayan.org/reports/meu/MEU_March_2014/Final%20MEU(Edited)_29%20March14.pdf

[3] http://www.mof.gov.bd/en/budget/16_17/speech/BS_English_Final_1.6.16.pdf
http://businessnews24bd.com/muhith-proposes-tk-2537-cr-more-for-agriculture-agro-subsidy-tk-9000-cr/

3. Methodology of the Study

The study has focused on conducting an in-depth analysis of the challenges in the agricultural sector. As per the requirement of the project proposal, entrepreneurs and exporters are selected for questionnaire survey. In addition, the qualitative information was collected from various stakeholders, who are directly related to the export of agro-products.

3.1. Data collection

Source of Data: i) Primary Data ii) Secondary Data

The study has focused on collecting primary data. To that end, it conducted interviews with key stakeholders using a Structured Questionnaire designed for the purpose. The stakeholders in this case were producers, processors, exporters, market authorities etc. The study has also focused on collecting secondary data from different statistical yearbooks, journals, magazines etc. Primarily project documents such as project proposals, quarterly progress reports, books, journals, and result frameworks and other available documents as well as website of several organisations were used in order to explore pertinent variables for the study.

4. Overview of the Sector

An agricultural product is the product that is acquired from when you cultivate plants or animals to sustain or enhance human life. In Bangladesh, main agricultural products are Rice, Wheat, Maize, Jute, tea, vegetables, tobacco, cutflower, spices, fruits, processed food etc. The following table explores the basic crop calendar of Bangladesh.

Table 1: Crop Calendar of Bangladesh

CROP	Time of Sowing	Time of Harvest	Per acre seed requirement	Locations
Cauliflower	Late October to Mid-November	Early January to Early March	(a) Seeds: 105-117 gram (b) Seedlings: 8-10 thousand	Chittagong, Comilla, Sylet, Dhaka,Faridpur, Jamalpur, Tangail,Jessore ,kushtia,Rajshahi,Rangpur
Cabbage	Late October to Mid-November	Early January to Early March	(a) Seeds: 105-117 gram (b) Seedlings: 6-8 thousand	Chittagong, Comilla, Noakhali,Dhaka, Faridpur, Tangail, Jessore, Khulna, Kushtia, Dinapur. Rajshahi, Rangpur.
Tomato	Mid-August to Late November	Beginning December to Mid-January	(a) Seeds: 50-70 grams (b) Seedlings: 6-8 thousand	Jessore,,Godagari(Rajshahi), Mymensingh sadar, Chudanga, Comilla, Dinajpur.
Brinjal	October to Mid-November	Late November to Mid-April	(a)Seeds: 75 grams (b) Seedlings: 6-8 thousand	Jessore ,Mymensingh, Narsingdi, DInajpur, Natore, Rajshahi, Hossainpur (Kishoreganj),Chittagong,Comilla, Patuakhali,Rangpur.

Lady's finger /Okra	Mid April to Mid-June	June to Mid-September	2-3 kg	Ramgoti,(Noakhali),Hazir hut(Noakhali),Iswardi,Natore, Rajshahi,Chittagong,Habigonj.Jessor,Khulna.
Patal (Pointed gourd)	Mid-August to Mid-October	Mid-January to March	1-2 thousand cuttings	Jessor,Dhaka,Faridpur, Jamalpur,Tangail,Dinajpur, Pabna, Rajshahi,Bogra.
Karala (Bitter Gourd)	Mid April to Mid-June	Mid June to Mid-August	800 grams	Thakurgaon,Birgonj, Dinajpur,Sreepur, Chitolmari (Bagerhat),Jajira(Shariatpur),Mymensingh, Meherpur, Poba (Rajshahi),Chittagong, Comilla,Barisal,Jessor,Bogra.
Chichinga (Snake Gourd)	Mid February to End April	July to September	800 grams	Narsingdi, Madhobdi, chittagongKhagrachori.Dhaka, Faridpur, Mymensingh, Tangail,Jessor.
Barbati (Yard long bean)	Mid October to End November	Early January to Mid-April	4 kg	Hobigonj, Ishawrdi, Mirersorai, Poba(Rajshahi),Jibonnogor, Makamtola, Joypurhut ,Chittagong, Khagrachori.
Lime and Lemon	Mid April to Mid-July	Throughout the year Peak season: June to September	302 Saplings	Chittagong, Sylet, Dhaka,faridpur,Faridpur, Kishoreganj, Jamalpur. Dinajpur,Pabna, Rajshahi, Rangpur.Khulna,Kushtia,Patuakhali

Source: Bangladesh Bureau of Statistics.

According to Bangladesh Economic Survey, 2016 (page no.20), In FY 2015-16, GDP share of agriculture is 15.33%. Around 80% of the population and 66% of the labour force are engaged in the agricultural sector.

Agriculture is still the main occupational activity of Bangladesh. With the growing population, and their increasing needs in various sectors, land use patterns are undergoing a qualitative change in which the areas under the net cropped land is gradually shrinking. It is interesting to note that almost one-fourth of the agricultural land is of poor quality. Quantified data for land and soil properties need to be developed for major crops for sustainable production, development and conservation of the limited land resources of the country.

Table 2: Land Utilisation Statistics of Bangladesh

Year	Net cropped area('000' acres)	Intensity of Cropping Intensity of Cropping:(Gross Cropped Area/ Net Cropped Area) x100
2007-2008	19187	179
2008-2009	19621	182
2009-2010	19484	183
2010-2011	19368	191
2011-2012	19594	190
2012-2013	19543	190
2013-2014	19581	192

Source: Bangladesh Bureau of Statistics.

Table 2 shows that after 2008-2009 the net cropped area has been declined, where intensity of cropping is increasing each year.

A small stimulation for export orientation will boost the rural economy and lead to improved quality of life. According to Export Promotion Bureau, export value of Bangladesh's agricultural products during 2014-15 was 586.05 million USD. Export Value for July-June 2015-16 was 596.06 Million USD for agricultural products. Government is expecting agro-processed food export to reach $1 billion by 2021.

The agro-based food industry is comprehensively contributing towards economic development of the country and generating huge employment as well. Agriculture is the field where Bangladesh can claim its sustainability. Strategically and naturally, Bangladesh has its advantage in agriculture. Agriculture is not only the food-grain provider to the country, it has also become one of the most important export-oriented industries. Among the mentioned areas, processed-food, frozen agro-products and green vegetables have a huge market demand in the export destinations. The capacity of refrigerated warehouse in the country stands to about 8 million cubic meters ('Global Cold Storage Capacity Report' by International Association of Refrigerated Warehouses). Almost all the cold storages in Bangladesh are primarily used for storing potatoes and are inadequate for storing high value items like fruits and vegetables.[4] So strategic plan is necessary for the promotion of export of agro-based product. Extensive research as well as collaboration between Government & private sector is needed for the development of agro-based products of Bangladesh. Sector analysis from root level is necessary to identify the challenges in this sector, it is also necessary to make strategic plan to mitigate and solve the challenges as per the demand of agro producer and agro-based exporters. The global market is huge (about 4.5 billion USD) and a strategic approach can easily capitalise a good share of this market.

[4] Doing agribusiness in Bangladesh, BOI. http://boi.portal.gov.bd/sites/default/files/files/boi.portal.gov.bd/page/f40752f4_ccac_45d4_9bc4_3367eb475e8a/Doing%20Agribusiness%20in%20Bangladesh.pdf

4.1. Major Export Destinations: At present, about 90 items of agro-processed products of Bangladesh are exported to 70 countries throughout the world. US, EU has large market for agro-products of Bangladesh. Asia, Middle East and Africa are also potential markets for Bangladesh. UK, Malaysia, Saudi Arabia, United Arab Emirates, Singapore, Qatar, Russia, Italy and Kuwait are the main export destinations of Bangladesh.

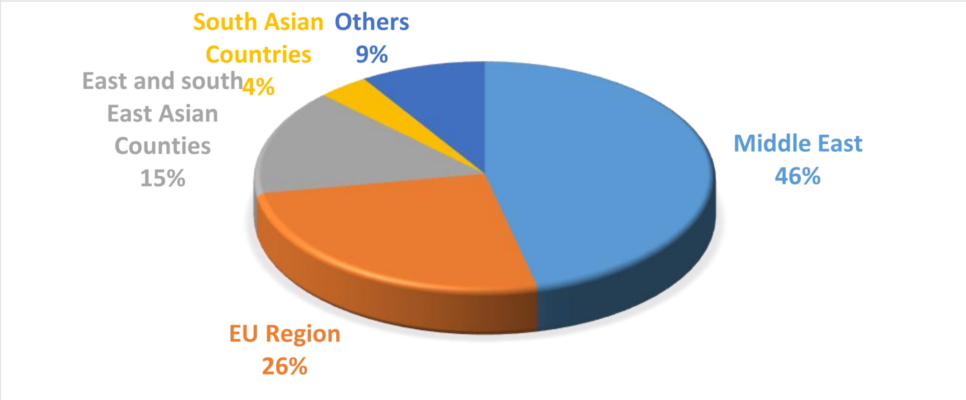


Figure 1: Fresh vegetables export destinations of Bangladesh

4.2. Major Export Items: Major export items are potatoes, green chilles, green bananas, papaya, pointed gourd, bitter gourd, lemon, brinjal, cucumber, bottle gourd, sponge gourd, etc. And among processed food items are jam, jelly, juice, pickle, party snacks, starch etc. mostly are exported by PRAN, SQUARE, AHMED Company.

Non Traditional Export Item: Naga Chilli Pickle, Sesame, Spices, Bird Feed made from sesame etc.

Table 3: Export Scenario of Agro-Products (Thousand USD)

Product Name	2010-11	2011-12	2012-13	2013-14	2014-15
Potatoes	16730.79	8497.61	10930.07	33822.64	32221.15
Tomatoes		8.26	175.77	136.81	88.54
Cabbage and Cauliflowers	13.27	4.28	32.59	0.85	12.23
Pointed gourd	41.12	13.2			126.58
Beans	74.20	-	25.30	494.00	-
Brinjal/eggplants	2.93				
Okra/lady's finger			193.92	14.13	93.25
Citrus fruits	12.18	4.09	0.01		

Source: Calculation based on the data from Export Promotion Bureau

The data for the graph depicted below was derived from ITC trade map. And fiscal year is January to December here. This graph depicts agro and processed food export of Bangladesh

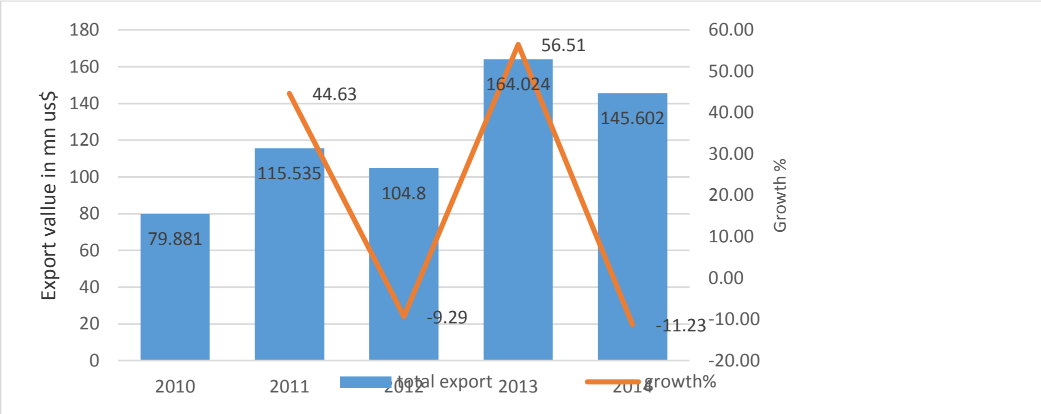


Figure 2: Bangladesh's agro and processed food export growth FY (2010-2014)

Source: ITC trade map

This figure 2 shows year-wise export volume and growth of agro-products of Bangladesh. According to the pattern of the export during 2013, export growth of agro-processed food was 56.51% and it declined to 11.23% in 2014

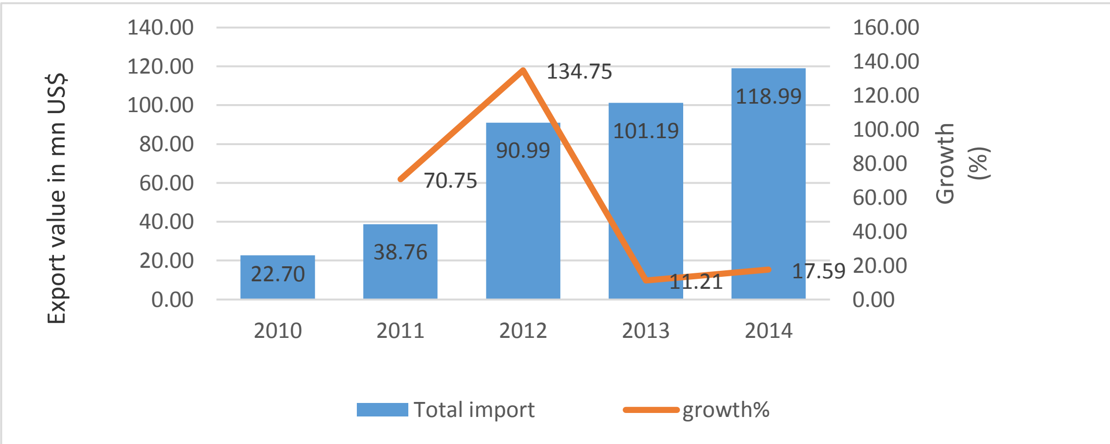
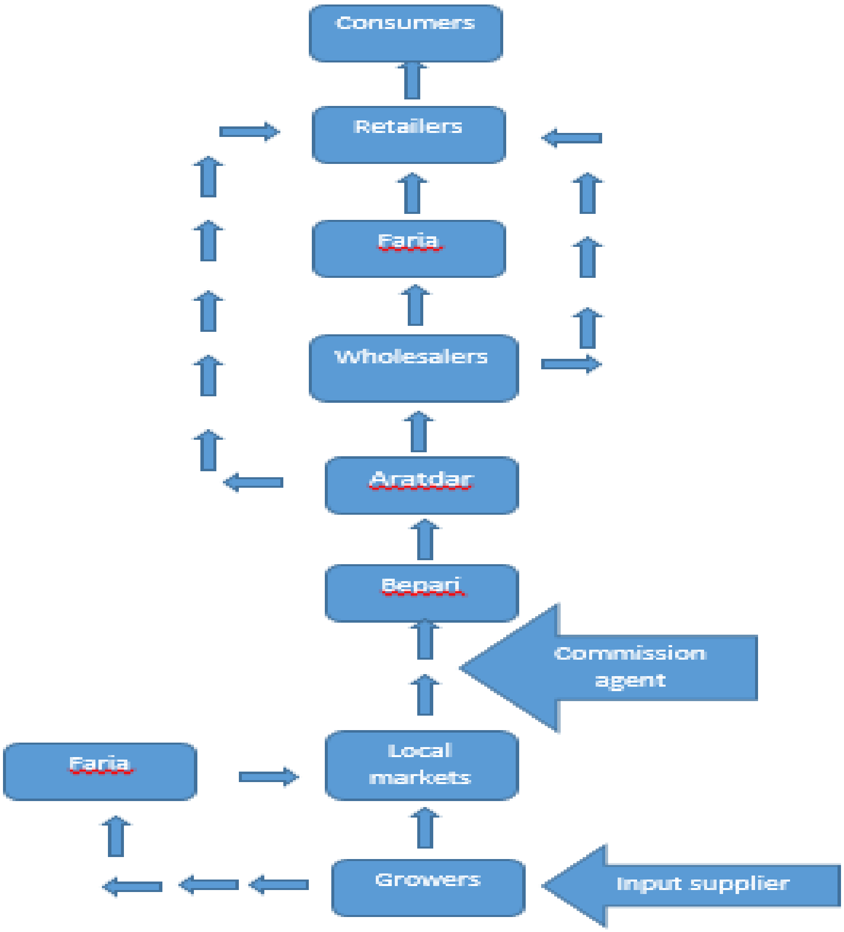


Figure: 3: Bangladesh's agro and processed food import Growth FY (2010-2014)

Source: ITC trade map

The graph drawn above depicts the Bangladesh's agro and processed food import. This figure shows the year-wise import growth and volume of agro-processed food of Bangladesh. During the year 2012, food import growth was 90.99%. But during 2014, it declined into 17.50%.

4.4. Flowchart of generalised supply chain system of agro-products in Bangladesh



Land, seeds, fertiliser, finance, pesticides etc. are the major inputs for production. The value chain system is not organised because the process engages several kinds of traders mostly known as middleman. So local consumers also get small portion of agro-products. Generally farmers sell their vegetables to faria and beparis/ selected agents. Beparis who assemble vegetables from farmers and local market and sell it to distant bigger market for higher profit.

5. Agriculture in National Plan

Development of the agriculture sector is generally governed by a number of related national polices. National Agriculture Policy (NAP) 2013 is obviously the key guiding document for implementation of development agenda for the sector. The other related policy documents are New Agricultural Extension Policy (NAEP) 1996, National Food Policy (NFP) 2006, National Agro-products Policy 1996, National Livestock Policy 2007, National Water Policy 1999, National Forestry Policy 1994, National Integrated Pest Management Policy 2002, National Poultry Development Policy 2008 and the overarching National Sustainable Development Strategy (NSDS) 2013.

5.1. NATIONAL AGRICULTURE POLICY (NAP 2013)

NAP was to ensure food and nutrition security, ensuring sustainability, increasing productivity, employment and income generation, competitive farming through commercialisation, developing market, agro-processing and agro-based industries, and promoting export of agricultural products. Identifying research need and setting research priorities. The NAP emphasised on improving infrastructure and value chain system. Moreover, it identified weakness and threats that hinders developments of the programmes.

Plan of Action (2008- 2015) was developed along with 26 strategic areas of intervention and more than 300 action items to be undertaken in short, medium and long term over the period 2008-2015.

The Country Investment Plan (CIP) for Agriculture, Food Security, and Nutrition laid out a coherent set of 12 priority programmes that have been anchored in the policy, programmatic and investment framework of Bangladesh.[5]

In FY 2016-17, the following important activities/projects/programmes are scheduled to be implemented by the Ministry of Agriculture[6]:

a. Integrated Agricultural Productivity Project;
b. Agricultural research activities;
c. Small irrigation projects and programmes;
d. Mujibnagar Integrated Agricultural Development Project;
e. Production, processing, distribution and preservation of quality seeds;
f. Flood, drought and salinity tolerant variety of crop development, seed production and hybrid seed productions for mitigating adverse effect of climate change;
g. Determining fertilizer requirements and supply and distribution of fertilizer at an administered price;
h. Preparation of farmers' database and providing Agricultural Input Card to the farmers;
i. Agricultural rehabilitation programme;
j. Providing subsidy in fertilizer and other agricultural inputs;
k. Creating awareness among all related with agriculture regrading proper use of agricultural land and others agricultural inputs including fertilizer;
l. Establishment of Agricultural Information and Communication Centre (AICC) at field level;
m. Agricultural marketing to ensure fair price of agricultural products; and
n. Strengthening extension activities to disseminate modern cultivation technology to the farmers.

[5] Agriculture Sector Development Strategy: background paper for preparation of 7th Five Year Plan
Original
http://bdnews24.com/economy/2015/07/13/government-revises-export-incentive-rates-for-several-sector
[6] http://www.mof.gov.bd/en/budget/16_17/cdg/en/43_agriculture_en.pdf

5.2. Cash Incentives

Incentives remain unchanged at 15-20 percent for goods made of elephant grass, paddy straw and sugarcane straw, 20 percent for vegetables, fruits, processed agriculture goods, Halal meat and potato and 10 percent for potato flakes 'Diversified' jute goods have been included this year in the list of products for cash incentives. The government will give 10 percent cash incentive to exporters of the products on condition that at least 75 percent of their raw-materials comprise jute.

5.3. Subsidies

According to WTO, countries like Bangladesh will have to withdraw subsidy in agriculture in near future. The 10th ministerial conference of WTO decided that the least developed countries and net food importing countries have to end subsidies by 2030. However, The Government of Bangladesh has allocated Tk 13,678.85 crore for agricultural sector in the budget of 2016-17 fiscal years. The government has raised Tk 9,000 crore as subsidy in the budget compared to the actual subsidy of Tk 7,000 crore allocated in the revised budget of 2015-16. To meet the expenditure on fertiliser, low cost credit, and high quality seeds, establish agricultural processing and marketing centers, the government has proposed Tk 9,000 crore as subsidies for agriculture sector.

6. Presentation and Analysis of Data

In this phase, the study has synthesised all the data and information received through questionnaire survey, email as well as over telephone from the Associations of the agro-products of Bangladesh. On the basis of the survey, we have organised information about expectations of the associations and members, the constraints, and necessity of trainings as well as workshops to flourish the agricultural sector of Bangladesh.

Table 4: Constraints identified by the Association: Agro-Products

Code	Constraints	Agree in %	Disagree in %
A	Unavailability of places for cultivation	45	55
B	Lower supply of quality inputs (quality seed, medicine)	73	27
C	Motivation to the farmers is difficult because they don't adopt new practice	64	36
D	Lower access to finance	73	27
E	Lack of proper care in cultivation	45	55
F	Lack of knowledge for proper control measures against diseases and insect pests	64	36
G	Unavailability of modern technology	82	18
H	Low Post-harvest management facilities (e.g. collection, drying, storage, processing)	73	27
I	Low level of knowledge on SPS & TBT measures	91	9
J	Damage of agro products by natural calamities	64	36

Code	Constraints	Agree in %	Disagree in %
K	**Knowledge gap for market access**	73	27
L	**Lack of training and research**	82	18
M	**Lack of awareness building**	91	9
N	**Storage, Packaging, Market Access strategies**	64	36
O	**Challenges in export process**	73	27
P	**Lack of product and market diversification**	91	9

[Source: Primary Field Survey]

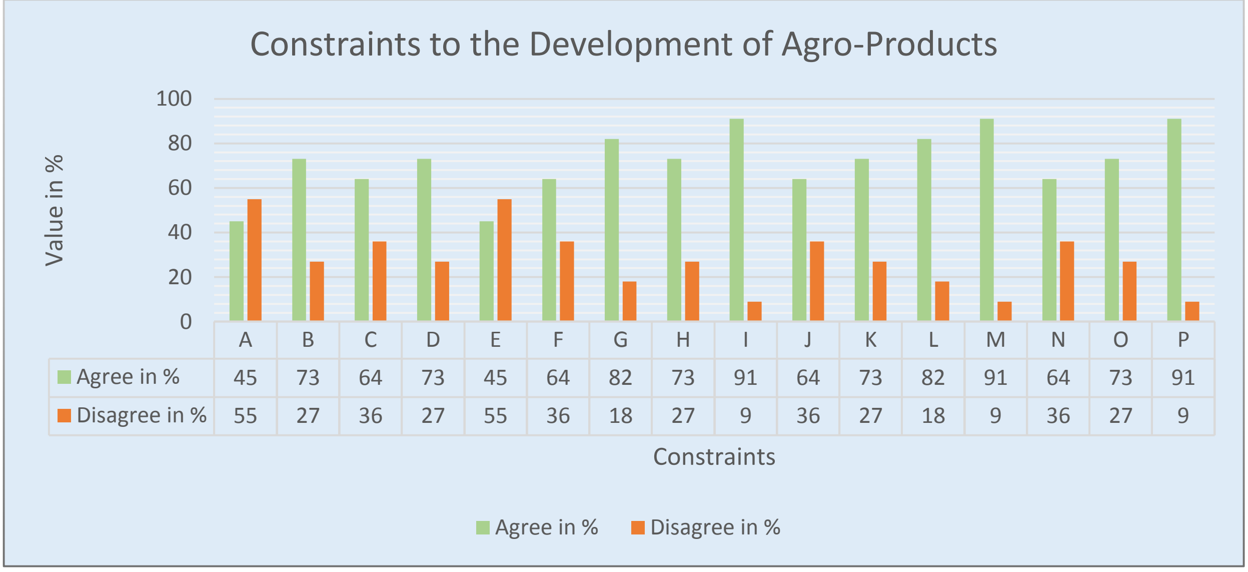


Fig 4: Constraints faced by the stakeholders in the Agro-Sector

The figure no. 4 shows the opinion of the associations concerning the constraints that the members face during the production and export of the agro-products. As example, 91% of the respondents have agreed that the producers, middlemen as well as exporters have low level of knowledge on SPS & TBT measures. And 82% of the respondents have agreed that there are lack of training and research in this sector concerning cultivation and export of agro products. Around 73% of the respondents are agreed that they face challenges in export process and they have knowledge gap concerning the market access.

7. Policy Suggestions provided by the Associations of Agro-Products:

Concerning Policy

- ✓ Regular interaction between exporter and importer through domestic and international fair for product promotion;
- ✓ G2G initiatives to reduce the tariff and non- tariff barriers;
- ✓ Implementation of easy and quick export procedures;
- ✓ Ensure appropriate value chain system;
- ✓ Improvement of air cargo system that facilitates trade;
- ✓ Special export processing zone for agriculture;
- ✓ Encouraging foreign investors to invest in special export processing zone;
- ✓ Establishment of international standard laboratories to maintain standards according to demand of the importing countries from Bangladesh;
- ✓ Improvement of long distance communications /infrastructures so that wastage becomes lower after production and for easier export process;
- ✓ Introduction of contract and co-operative farming for the betterment of the farmers;
- ✓ Research on international demand of agro-product of Bangladesh, country wise SPS, TBT measures, and potential market finding; and
- ✓ Enabling proper communications system between farmers, middleman and government to reduce misconceptions, and strengthening the relationships.

8. Overall Challenges in the Sector

Though agriculture is one of the major leading sectors of Bangladesh there are some constraints those are responsible for the slow growth of the sector.

- **Insufficient transport and market infrastructure:** poor transportation system, lack of warehouse facilities, proper value chain for perishable items (agro products, milk, flower) discourages farmers to produce. Because these lead to either wastage of production or low price, increasing cost of doing business etc.
- **Agro Processing:** Mostly agricultural products are perishable. But due to wrong processing system, many agro-products go to waste. Lack of special processing zone is responsible for this.
- **Poor bargaining power of farmers:** Scattered farmers**,** individual producers do not have collective bargaining power or negotiation skill for better price. The faria, bepari and aratdar should be included in formal process for better supply chain system.
- **Lack of effective trade related mechanism to assess foreign market signals:** There is a lack of up to dated information about demand and preferences of foreign consumers for Bangladeshi agricultural products. Absence of sufficient skills to understand requirements of export market, business correspondence; TBT, SPS standards and quality

assurance (e.g. EuropGAP). Government can push export by collecting information on foreign demand for agricultural product of Bangladesh.

- **Increasing agricultural production through sustainable use of resources:** Agricultural production has to be increased by utilising scarce factors of production properly. Agricultural production in future will have to be pursued under conditions of declining availability of land.
- **Commercialisation of agriculture:** Commercialisation of agriculture is necessary to increase export of Agro-Products, meat, vegetables and fruits. Commercialisation also leads farmers to produce high value crop and products. For this reason, they need better access to credit, insurance schemes and other agricultural services - such as extension, information and local market infrastructures and services.
- **Meeting the challenge of climate change impacts**: As a result of sea level rise, a significant part of the coastal area may be permanently submerge under water displacing large number of people and spreading salinity deeper and wider. Low rainfall will continue to cause drought, desertification and inadequate ground water replenishment in the northern part of the country .Developing adaptation and resilience measures is needed to mitigate the climate change impact.

9. Recommendations for Augmenting Agricultural Sector

- ✓ Popularising non-traditional Agro-products through seminar or workshops;
- ✓ Adapting appropriate policies for development and management of Agro products based value chain system;
- ✓ Improved cooling chain at airport that facilitates perishable agro-products export;
- ✓ Establishing International laboratories for research and quality control of Agricultural products;
- ✓ Facilitate entrepreneurs to participate in national and international trade fair;
- ✓ Increase the budgetary allocation for those ministries and institutions, which are working for the development of agricultural entrepreneurship;
- ✓ Business associations, both at the national and the local level, should extend their cooperation to the entrepreneurs in view of creating access to finance, capacity building, access to local public institutions, etc.
- ✓ Subsidizing organic products to promote cultivation. As it is harmless and less health hazard than regular agricultural products.
- ✓ Promoting non-traditional products like jack fruits chips, dried tomato. Which has higher value than fresh agro-products.
- ✓ Establishing different market for organic products.

10. Suggestions provided by the Associations: Agro-Products

According to the survey, we have received the following recommendations concerning training, workshop and seminar as well as policy from the agro-products associations.

Name of the Activity	Description of Activity	Expected Outcome
	Trainings	
Production Process	Training programme for root level/ marginal farmers	Productivity will increase
	Training on soil fertility as well as use of organic chemical	High Productivity
	Training programme for homestead female farmers	High Productivity in the agro-sector and higher employment rate
	Training on Organic agriculture	Productivity and quality of the product will increase
	Training on maintaining the quality of raw materials	Export volume will increase
	Training on the processing of the product in a hygienic way, maintenance of the storage and standard of packaging	Probable wastage will be lower and export will increase
	A special capacity and awareness building training programme for the producers, middlemen as well as exporters	Export volume will increase
	Training on proper use of cultivable land	To increase yield from decreasing cultivable lands of Bangladesh
	Training on packaging for fresh horticulture products.	To decrease post-harvest loss.
Supply Chain	Training on effective management of domestic and international supply chain	Marketing channels will be more effective
	Training on analysing local market potential	Total production will increase
	Training on value addition in supply chain system	More employment and economic growth
Export-Import Procedure	Training on Export-Import Procedure, Rules, Regulation and Customs Duty of Export-Import	Knowledge on export-import procedure will enhance
	Training programme on new product and new market destination	Product and market diversification

Name of the Activity	Description of Activity	Expected Outcome
Compliance	Training on health development of the workers	Higher productivity
	Training programme on SPS(Sanitary Phyto-Sanitary) and TBT (Technical Barriers to Trade)	Non-Tariff Barriers will reduce
Workshops	**Workshops**	
	Workshop on insect and pesticide as well as disease control	High Productivity and low damage of the grains/vegetables/fruits
	Workshop on practicing agribusiness in the mid-size and larger firms	Awareness will be built among the agro-based entrepreneurs
	Populirising ICT in support of Agriculture through workshop programme	Development of this sector with the utilization of modern technology
	Awareness building programmes for the middlemen.	Quality of the product will enhance
	Workshop on GAP (Good Agricultural Practice)	To control and minimise risk of food hazards in production, post production and marketing of food
	Workshop on Access to Finance and loan/credit facility as well as Govt. policy	Investment will be enhanced in this sector that resulted further production and export
	Workshop on organic products	To promote organic products
	Workshop on promoting non- traditional agro products	To enhance export of high-valued non-traditional products
Seminars/ Roundtable Discussion	**Seminars/ Roundtable Discussion**	
	Seminar on Sustainable Production Techniques	Sustainable development of the sector
	Seminar on awareness building concerning co-operative farming	Easy cultivation and high Productivity
	Roundtable discussion on challenges and prospects of the agro-products	Improvement of the sector
	Seminar on cash incentives provided for Agricultural sector of Bangladesh	Easy access of information to root farmers
	Seminar on cold storage facilities for root level farmers.	Food wastages after production will be reduced

11. Conclusion

We are fortunate enough that we have extremely favorable environment and climate for various kinds of fruits. All these have good demand in international markets. Due to the lack of proper post-harvest handling and processing, we are losing a significant quality of these crops. Agro-processing is one of the best alternatives to reduce this post-harvest loss and to accelerate the export. We have to take programmes for producing off-season fruits and high value vegetables through proper technologies. We should have to work out on strategies for setting up agro-processing industry based regional competitiveness.

Intensive training programmes have been demanded by the Agro-producers and exporters for the development of this sector. There are many obstacles that are faced by the root level farmers and exporters is reflected through their suggestions. Appropriate Training programmes that they found necessary for overall development of agricultural sector and exporters are included in this report so that the constraints could be mitigated. BPC is working to attain sustainability, quality assurance, product diversifications and technological development for the sustainable growth of this sector. To achieve long-term goals trainings, workshops and discussions with Ministry of Agriculture, DAE, HORTEX, and other affiliated organisations, local and international NGOs should be undertaken.

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