

JONATHAN COULTER

OVERVIEW

I have been retired since 2018 but may be available for jobs of unusual interest. I am 72 years old, and in good health.

I have assisted over thirty countries in the development of value chains for agricultural and fisheries products, for domestic and international markets, working extensively in Africa, Latin America and southern Asia. I have advised on policies and tested approaches through practical initiatives to improve the performance of marketing systems. My leading areas of expertise are:

- Policies and practicalities of developing agricultural commodity markets in southern countries – including the roles of both Government agencies (marketing boards, food security reserves etc.) and private players
- Warehouse receipt systems and inventory credit
- Farmers access to inputs, markets and finance, through cooperation, contract farming arrangements or other means
- The economics of post-harvest handling, and new product development

I have made findings more widely available through public presentations and publications, and contributed to various important policy and practitioner forums, e.g.: on managing food price stability in low income countries (for World Bank/DFID, in 2005; Agence Française de Développement, 2009; University of Bordeaux/AFD, Dec 2014); on enhancing procurement of food aid commodities (WFP Rome, May 2007); on farmer cooperation in marketing (keynote speaker at IFPRI/CIAT workshop, Oct 2006); on agricultural trade finance (UNCTAD, FAO and House of Commons International Development Committee, various events since 1992); the Commission for Africa; the FAO Expert Consultation on Commodity Chain Models and the Role of Small Farmers in Staple Crop Value Chains (Nov 2011), and; the CTA/AFRACA Value-Chain conference (Nairobi, July 2014).

My educational background covers economics, business management and marketing, and I am experienced in the preparation, appraisal, management and evaluation of projects. I speak Spanish (bilingual), French (fluent) and Portuguese (well enough to speak in public).

EDUCATION

Master in Business Administration (MBA) 1978. Cranfield Institute of Technology

Diploma in Economic Development 1971. University of Manchester

B Com (Hons) 1970. University of Birmingham

DETAILS INFORMATION ON ASSIGNMENTS

1. Work for J. Coulter Consulting Ltd., from February 1, 2009

- #### **1.1 Mission to assist in design of project to enhance community inventory credit and collateral of agricultural commodities in Burkina Faso, Jan-Feb 2018.**
- Working for Ministry of Agriculture and KfW, met relevant players, visited a range of rural projects and presented preliminary proposals at stakeholder workshop.

- 1.2 Assistance to the Government of Indonesia in enhancing the utilization of warehouse receipt finance, starting May 2016.** Working with a World Bank task team and Bank Indonesia, I reviewed the system put in place under Acts of 2006 and 2011, and formulated recommendations accordingly. I presented and discussed my findings in Jakarta in December 2016.
- 1.3 Advice to Kyrgyzstan on warehouse receipts for perishable commodities,** presenting at workshop in Bishkek of April 2015 and monitoring progress at OECD's Eurasia week, Paris, November 2016.
- 1.4 Appraisal of operational feasibility of an agricultural warehouse receipts system in Zimbabwe, April-May 2016,** for the World Bank Trade & Competitiveness group, Eastern and Southern Africa. Working in conjunction with the Ministry of Agriculture, Mechanization and Irrigation Development, I appraised the potential for a regulated WRS alongside alternative approaches to commodity-collateralised financing, and made recommendations for implementation.
- 1.5 Assistance in design of regulatory agencies for warehouse receipt systems in Senegal and Côte d'Ivoire, for the International Finance Corporation (IFC), from Sept 2015.** In each country I sounded out local stakeholders and then made a presentation on worldwide experience, lessons and pitfalls, in this domain. In Côte d'Ivoire I then set in motion a consultative and planning process which should lead to the establishment of a regulatory agency and the piloting of the system with raw cashew nuts.
- 1.6 Feasibility study and action plan for warehouse receipt system for raw cashew nuts in Guinea-Bissau, June-Sept 2015.** As Africa's second largest producer, Guinea-Bissau is crucially dependent on exports of this crop, and is seeking to better organise the value-chain and manage international price volatility. I carried out a field mission under the auspices of the World Bank-funded PRSPDA project, submitted my report and presented my proposals at a stakeholder workshop on 29 Oct, 2015.
- 1.7 Study on commodity-collateralised financing (CCF) in Ethiopia, Feb-March 2015.** Working for Italian Development Cooperation (IDC), under auspices of the Multi-Donor Initiative for Private Sector Development (MDI), I assessed the scope and business case for the expansion of existing kinds of CCF in the Ethiopia, and for the introduction of new kinds, particularly with regard to SMEs and coops, and made recommendations re strategy, policy and legal aspects. This involved a survey of banks, and meetings with players involved in agro-processing, manufacturing, construction, importing and freight forwarding.
- 1.8 Development of warehouse receipt system for rice in the Senegal River Valley, Sept-Oct 2014, for IFC/Min. of Commerce.** Reviewed situation, contributed to stakeholder workshop and national launch event in Dakar, and provided recommendations for implementation.
- 1.9 Study to foster the emergence of warehouse operators and the use of commodity-collateralised finance in favour of smallholder farmers in sub-Saharan Africa, for CTA, AFD and IFAD, Jan-Sept 2014.** Lead a Study in nine countries including Ghana, Côte d'Ivoire, Senegal, Burkina Faso, Niger, Cameroon, Uganda, Mozambique and Madagascar, managing nine in-country consultants, and in partnership with a London law firm. The findings were published in three volumes on 25 Oct 2015 (see list of **Publications** below). I presented findings and strategic recommendations at CTA/AFRACA Conference in Nairobi (July 2014), and in webinars hosted by [FAO \(18 Nov 2015\)](#) and MFW4A – IFAD/PARM (2 Dec 2015).

- 1.10 Advice to IFC on Malawi and Mozambique warehouse receipt system, Feb 2014.** Included presentation at workshop in Lilongwe on upscaling in Malawi.
- 1.11 Presentation at warehouse receipt system workshop in Bishkek, Kyrgyzstan, April 2014, for OECD**
- 1.12 Senior Advisor in TA program on Trade Facilitation in Nigerian Agricultural Markets,** for World Bank October 2012-June 2013. Responding to Government request for support to Abuja Securities and Commodities Exchange, I surveyed commodity buyers' demand for commodity exchange and warehouse receipts system and supply of relevant services (lending, collateral management), and presented findings and proposals.
- 1.13 Project for Implementing an Improved Agricultural Lending Program into the "Crédit Mutuel de Sénégal" network,** for Frankfurt School for Finance and Management gGMBH. Starting work in October 2012, I investigated feasibility of CMS developing a warrantage (warehouse receipts) lending product for maize and paddy rice.
- 1.14 Review of warrantage (inventory credit) systems in Burkina Faso,** July-August 2012. To propose actions to address constraints, improve prospects and scaling up. For the Natural Resources Institute (Univ. of Greenwich), under the Farm Risk Management for Africa (FARMAF) project.
- 1.15 Cross-Country Review of Warehouse Receipts Systems in East Africa and their role in development of commodity exchanges ,** for NRI, under contract to CFC, Feb-June 2012. Jonathan reviewed Ethiopian experience, notably the role of the Ethiopian Commodity Exchange (ECX), published his findings, and contributed to analysis of experiences in other countries. .
- 1.16 Preparation of IFC's Warehouse Receipts Guide for Bankers,** for International Finance Corporation (IFC), Dec 2011-May 2012. I thoroughly redrafted this document, consulting extensively, and IFC published it as a 116 pp guide. I also advised on drafting IFC's Legal/Regulatory Guide for warehouse receipts.
- 1.17 Design of DFID East and Southern Africa Regional Food Markets Programme,** Sept 2011 to May 2012, for HTSPE consultants. Reviewed crop handling, storage and financing initiatives as part of design of a 5-year programme covering nine countries, visiting Uganda, Kenya, South Africa & Mozambique. Presented key findings at Southern African Value Chain Exploratory Meeting, Pretoria, 13 Feb, 2012.
- 1.16 Mid-term evaluation of World Food Programme's Purchase-for-Progress (P4P) programme,** for Overseas Development Institute, Jan – July 2011. P4P was a five-year project funded by Gates, Buffett and others, through which WFP was exploring alternative procurement methods. Jonathan was key subject-matter specialist in a seven-person team and led case-studies of Uganda and Zambia.
- 1.17 Assessment of Potential Role for Commodity Exchanges in the West African region (Dec 2010 – Feb 2011) + resource person for Regional Conference on Ghana Warehouse Receipts System, Accra (Sept 2011),** for Abt Consultants. I led a two-person team to guide USAID strategy and support on commodity exchanges, working in Ghana, Nigeria and Burkina Faso. I was then contracted to present and draw up a synthesis at a regional conference.
- 1.18 Agribusiness Expert for the Angola Agricultural Sector Analysis,** a study to assess the constraints and opportunities affecting sustained development of small and medium-sized Angolan agricultural enterprises, looking at grains and horticultural

products, for the Cooperative League of the United States (CLUSA), funded by USAID. August 2010.

- 1.19 Study on financing of the coffee & cocoa value chains in Cameroon**, for UNCTAD, June-July, October 2010. Developed proposals for financing these commodity chains, together with the National Coffee and Cocoa Board (ONCC) and presented findings to stakeholders.
- 1.20 Assistance in development of financing proposal on warehouse receipts systems**, June 2010. Short consultancy for TechnoServe, Tanzania.
- 1.21 Appraisal of phase II of PRODEZA Project, Zambesia province, Mozambique**, April-May 2010, working on NIRAS Consultants team under contract to Finnish Government. Project involved developing irrigated rice and other agricultural value chains, governance and decentralisation.
- 1.22 Bibliographical study on reducing post-harvest food losses, presenting findings at Rome workshop**. FAO/World Bank, March 2010.
- 1.23 Advice to ECOWAS on instruments for the regulation of agricultural markets in West Africa**, Sept 2009 – Jan 2010. As part of a GRET consultancy team, working for the Agence Française de Développement (AFD), provided advice on *instruments for crop storage*.
- 1.24 Review of farmer-focused inventory credit (*warrantage*) system in Niger and establishment of line of credit or guarantee fund**, September – November 2009. This was done under two related consultancies for French Development Agency (AFD) and FAO respectively, and involved drawing lessons from previous projects, appraising case for providing alternative financing & support mechanisms, and proposing modalities for implementation. See report published on http://www.reca-niger.org/IMG/pdf/Etude_Coulter_Warrantage_Rapport_final_Janv_2010.pdf
- 1.25 Expert consultation and study on financing of agricultural supply-chains in Eastern and Southern Africa**, for UNCTAD, under the EU-funded All ACP Agricultural Commodity Programme (AAACP), July 2008-October 2009. Worked in Tanzania, Kenya, Uganda, Malawi, Zambia and Madagascar, and fed findings back through a Lusaka workshop jointly organised by UNCTAD, the Eastern African Grain Council and COMESA (30 Sept-2 Oct, 2009), and a widely read report - see http://www.unctad.info/upload/SUC/LusakaWorkshop/Coulter_WarehouseReceipt.PDF
- 1.26 Management of food price instability in Africa**, Dec 2008 to Oct 2009. Worked with French institutions (CIRAD and IRAM), and Wageningen University to identify the best tools to manage food price instability and its impacts in Africa. Findings disseminated through joint study report (<http://www.afd.fr/webdav/site/afd/shared/PUBLICATIONS/RECHERCHE/Scientifique/A-savoir/17-A-Savoir.pdf>), and Paris workshop. Funded by French Development Agency (AFD) and Foreign Affairs Ministry (MAEE).
- 1.27 Appraisal of agricultural productivity and food security (PAPSA) project, Burkina Faso**, Jan-Feb 2009. Post-harvest/marketing specialist on World Bank team preparing project addressing Government of Burkina Faso's concerns emanating from the period of high food prices in 2008, including warehouse receipting and other activities.

- 2 **Principal Scientist II, Enterprise, Trade & Finance Group, Natural Resources Institute**, University of Greenwich, May 1996 to January 2009, managing subordinate and contract staff in UK and overseas as required for project work.

2.1 Adviser to the Uganda Commodity Exchange (UCE), Kampala, April 2006-June 2008, a long-term assignment under secondment to GFA Consulting Group GmbH, Hamburg. I managed the technical assistance under the EU-funded Support to the Ugandan Commodity Exchange and Warehouse Receipts System (UCE/WRS), with the aim of establishing: (a) a national warehouse receipts system, regulated by a civil society organization, the Uganda Commodity Exchange (UCE), and; (b) a trading floor based at UCE. I mentored UCE staff, and supervised inputs by one long and eight short-term experts.

My work allowed UCE to put in place the components of the regulated warehouse receipts system, including: Government-approved regulations; grading systems for grains; trained regulatory staff; trained and licensed warehouse staff, and; an electronic (i.e. dematerialized) warehouse receipt system and registry. UCE started licensing warehouses in early 2008. I also developed UCE's market intelligence function, and explored different options for organizing its trading component. Based on this work, I worked with UCE to develop a strategy that would allow it to: (a) expand its regulatory activity to exported and imported/transit commodities; (b) make the trading floor a viable option, and; (c) become a financially self-sustaining national institution.

Working with the Uganda National Bureau of Standards (UNBS) I helped Uganda and other players develop their positions re the regional harmonization of maize grades. I got UCE to join the Eastern African Grain Council (EAGC) and work together on industry support including alternative dispute settlement, market information, grading and policy advocacy. I helped UCE engage the World Food Programme (in Kampala and Rome) as to how it can develop supply channels in Uganda, and opened up international debate on how food aid donors can make most impact in this area.

2.2 Study of local food aid procurement in Uganda and Ethiopia. I made various inputs into this study, between Nov 2004 and August 2007, linking it up with other NRI work. I was active in dissemination, presenting findings to the US Government and food aid-stakeholders at a 'Round Table' in Washington (15/08/05), to the First Regional Grain Summit, in Nairobi, Kenya (13/10/05), to the EC DG Development in Brussels, and by publication. Funded by DFID EC-Prep Programme.

2.3 Review of Cereal Banks Project in Western Kenya, Jan-Feb 2006. Employed by Rockefeller Foundation to review a project where it funded four local NGOs to support the development of 'cereal banks' for collective storage and marketing of food crops and for food security purposes. I also explored four alternative/complementary approaches to achieve the same objectives. **'Scoping mission' on agricultural input and output marketing in Uganda.** Led two person team reviewed input and output markets, proposed investments to address 'gaps' to be funded by DFID and SIDA, in the context of the Plan for Modernisation of Agriculture (PMA), Aug - October 2005.

- 2.4 Review of an EC-supported project at WARDA** (an international agricultural research centre specialised in rice in Africa). Two person team carrying out a desk review and field visits to Benin, Nigeria and Mali. Aug – Nov, 2005
- 2.5 Development of warehouse receipting systems in the Tanzanian cotton industry.** Led two-person team to review developments in cotton and coffee marketing, and proposed approach to be taken with cotton. Funded by CFC/UNOPS cotton marketing development project. Feb-Mar 2005.
- 2.6 Evaluation of TechnoServe/Mozambique’s “New Trend” project.** Focused on projects involving cashew nuts, horticulture, oilseeds and pulses. December 2004 – Jan 2005.
- 2.7 Appraisal of case for an inventory credit project in southeastern Uganda,** for CARE International in Uganda + contribution to food aid study, for DFID. Looked closely at scope for potatoes in South-Western Uganda and grains. October 2004.
- 2.8 Review of contract-farming in Jordan export horticulture and recommendations for its development.** Carried out under the World Bank-funded Horticultural Export Promotion and Technology Transfer Project, Sept-Oct 2004.
- 2.9 Study of contract-farming in Mozambique, June to August 2004.** Led a three-person World Bank-sponsored team to review: (a) contract-farming concessions for cotton and tobacco; (b) more recent schemes involving cashew, export horticulture, sugar and oilseeds; (c) the performance of farmer associations as partners in contract-farming arrangements, and; (d) financing arrangements.
- 2.10 Study for introduction of new on-farm grain storage technologies in Mozambique and Tanzania,** March to June 2004. Swiss Development Cooperation (SDC) is the client, and work follows up on previous consultancies in Central America in 1990 and 1995. I coordinated a team of two international and two local consultants that made a field trip of Swaziland, Mozambique and Tanzania, produced a feasibility study and proposals for three-year projects in the two latter countries. The proposals were warmly received at a presentation in Berne with a view to follow-up implementation.
- 2.11 Study of vulnerability, access, and market price stabilization in Ethiopia,** for Netherlands Embassy and USAID, Addis Ababa. I analysed the need and scope for emergency public sector interventions to maintain reasonable market prices for food grains and ensure market access to vulnerable population, Nov 3-Dec 5, 2003.
- 2.12 Review of EC-supported projects at the International Food Policy Research Institute (IFPRI), Washington.** For EC Food Security Unit, Brussels, July-September 2003.
- 2.13 Review of contract farming schemes in Punjab State, India.** I participated as marketing specialist in a team reviewing agricultural policies in the State, paying particular attention to the development of contract farming schemes. For World Bank, New Delhi, June 24-July 17, 2003.
- 2.14 Poverty and social impact assessment of cotton sector reforms in Benin.** Team leader, analysing ex-post and ex-ante impacts of move from parastatal to interprofessional

system of sector management. Involved field work in Benin and a visit to Washington. For FAO Investment Centre/World Bank, Feb-October 2003.

- 2.15 Mid-term review of EC-supported Food Security Project in Eritrea.** Participated as agriculture specialist in 4-person team reporting to the EC Food Security Unit, Brussels, May 2003.
- 2.16 Management of project to develop Grain and Feed Trade through warehousing and Inventory Credit in Ghana, Zambia and Ethiopia, 2000 to 2003.** Supported by the Common Fund for Commodities. The project involved working with public and private sector stakeholders (including farmers, banks, insurers, millers, warehouse operators, food aid donors and others) in the countries concerned (and some in South Africa) to: (a) familiarise them with the project concept; (b) agree an implementation plan, and: (b) to implement the plan. Activities have included workshops, study tours, setting up local implementing units, commissioning a range of specialist studies, getting warehousing laws drafted and enacted, and hiring and overseeing trainers. The Zambian component progressed most quickly with the establishment of a non-Governmental warehouse regulatory body (ZACA), which in its second year of operation (2004) certified 105,000 tonnes of warehouse capacity that received deposits of 66,000 tonnes of cereals.
- 2.17 Appraisal of case, and strategies, for further liberalisation of the cotton marketing system of francophone Africa (Benin, Burkina Faso, Mali & Côte d'Ivoire),** based on an extensive desk review of experiences in both francophone and non-francophone countries. Funded by DFID. October 2002.
- 2.18 Feasibility of a commodity exchange in northern Mozambique.** The (2) consultants proposed a staged programme of assistance to develop trading systems, with the medium to long term objective of establishing an exchange. For Ministry of Commerce and FAO, July-August, 2002
- 2.19 Feasibility of a warehouse receipts system for agricultural commodities in Senegal.** Extensive desk research, and consultation with stakeholders inside and outside Dakar, presenting findings at a workshop. USAID-funded, late 2000/early 2001
- 2.20 Feasibility study for a warehouse receipts system in Western Kenya.** Led 4-person team researching all aspects. Organised terminal workshop where proposals were well received by local stakeholders, who are seeking to implement findings. World Bank. March to June 2001.
- 2.21 Consultancy on development of Warehouse Receipts Systems, as part of Indian Government's plans to develop futures and options trading in soft commodities,** for forward Markets Commission & World Bank, October-November 1999, Feb 2000. Developed a phased action plan for trade in oilseeds and derived products, cotton, coffee and raw sugar (gur), and presented findings at a workshop in New Delhi.
- 2.22 Development of an Action Plan for the Commercialisation and Privatisation of the Malawian grain marketing board (Agricultural Development and Marketing Corporation - ADMARC).** Agricultural marketing consultant on multidisciplinary team. Involved examining public and private marketing systems for maize, pigeon peas and other crops. Client: Belmont Consultants Ltd., working on behalf of Government of Malawi. Funded by World Bank, June 1999.

- 2.23 Feasibility of establishment of warehousing and inventory credit pilot scheme in northern Mozambique.** Led four-person team. Funded by FAO, in collaboration with EU Food Security Unit. May-June, 1999.
- 2.24 Phase II of policy study on “Self-Help in Provision of Agricultural Services”.** Managed and personally carried out research in Kenya, Zimbabwe and Malawi, on market access for high-value horticulture and dairy products, focusing on the role of co-operatives, self-help groups, and out-grower schemes. Organised a workshop in London to present key horticulture findings, which helped galvanise the British trade (Fresh Produce Consortium) and DFID in jointly developing a set of guidelines to enable smallholders to meet European quality and ethical sourcing standards. DFID-funded, 1997-1999.
- 2.25 Study of the impact of phasing out methyl bromide as a fumigant in the UK,** for the Department of the Environment, Transport and Regions (DETR), HM Government, 1998
- 2.26 Expert Consultation on Risk Management and Collateralised Finance,** UNCTAD, Geneva: May, 1998.
- 2.27 Research on agricultural warehousing and the development of commodity exchanges.** Included case studies of Latin American, Eastern European experiences + meetings with selected traders and banks in the countries visited. Client: DFID Crop Post-Harvest Research Programme, 1995-1997.
- 2.28 Appraisal of project for warehouse receipts project in Ghana, Zambia and Ethiopia** – subsequently implemented from 2000 onwards. Client: CFC. November 1997.
- 2.29 Consultancy on the improvement of grain storage in Northern Communal Areas of Namibia.** Work carried out at farm, trade and public authority levels. Client: Namibian Agronomic Board. Sept-Oct, 1997
- 2.30 Resource person at the PROAGRI pre-appraisal workshop, Mozambique,** contributing to working groups on post-harvest agriculture and rural finance. Client: EU. Feb-March, 1997
- 2.31 Research into the economics and role of warehousing services in Africa,** involving visits to Ghana and Zambia. DFID-funded, 1997.
- 2.32 Project formulation mission for warehousing and inventory credit in northern Mozambique,** leading 4-person team. Client: Netherlands Government. Sept-Oct 1996.
- 2.33 Preparation of a strategy and investment programme for post-harvest agriculture in Mozambique,** leading 6-person team. Funded by FAO, under the auspices of PROAGRI. Feb and April-June 1996.
- 3 Marketing Economist, Natural Resources Institute (formerly ODNRI & TPI), UK Overseas Development Administration, October 1978 to May 1996.** From 1989 to 1994, was Head of Marketing Research and Systems Section.
- 3.2 Action-research on the establishment of “inventory credit” in Ghana.** Involved carrying out initial feasibility study, promoting the concept, monitoring implementation (by local banks, warehouse operators and trading companies), and disseminating findings locally and internationally. DFID-funded, and involved 7 visits to Ghana between 1993 to 1996

- 3.3 Assessment of the scope for establishing commercial warehousing services for agricultural commodities linked to inventory credit, Zambia.** Funded by DFID Crops Post-Harvest Research Programme. Three visits between 1994 and 1996.
- 3.4 Evaluation of the Central American “Post-harvest” Project; a four-country food-security initiative involving the on-farm storage of grains.** Led three person team which reviewed documentation and surveyed farmers, artisans, participating institutions and authorities, using informal/qualitative techniques. Findings presented to the Ministries of Agriculture and the client (Swiss Development Cooperation) at a final meeting in Managua. Aug-Dec 1995.
- 3.5 Mission to plan implementation of DFID Crops Post-Harvest Programme,** involving visit to Zimbabwe, Zambia and Malawi, June-July 1995.
- 3.6 Maize Marketing and Pricing Study, Mozambique.** The main objective was to identify a way of strengthening marketing systems and networks, including appropriate forms of Government intervention and support from donors – including the role of the marketing board (*Instituto de Cereais*). Findings presented at seminars in north, central and southern Mozambique, and the recommendations have formed the basis for policy in post-civil war period. World Bank-funded. March-April and Nov 1995
- 3.7 Design new national technology transfer system for agriculture, Bolivia.** Economist on NRI team, with specific responsibility for costing aspects. Swiss Development Cooperation, 1995.
- 3.8 Research into the provision of agricultural services through self-help, Phase I.** I led a multi-country study to determine the key factors contributing to success and failure of producer marketing groups and cooperatives in Africa. Funded by DFID Policy Research Initiative. It involved a desk study, a field study in Ghana, and coordinating work by four other researchers from NRI and the Plunkett Foundation, 1994-1996.
- 3.9 Appraisal of the case for supporting for the Ethiopian Food Security Reserve,** to examine longer-term policy implications, and to produce a costed proposal. Member of 4-person team working for DFID, 1994. The mission’s proposals led to the expansion of the Reserve, and a programme of technical support by NRI staff. DFID also contracted Coulter to comment on a later report reviewing the Reserve, in 1999.
- 3.10 Coordination of programme to support small and medium-scale agro-industries in Central America,** through the Centre for Food Technology Research (CITA), University of Costa Rica. Project mainly involved food quality management and in development of CITA’s market research capacity. DFID, 1994 to 1996
- 3.11 Research on the establishment of food security reserves in Southern Africa.** UK-based work and visit to Mozambique as part of a 4-person team. DFID-funded, 1994.
- 3.12 Study of the impact of structural adjustment on the supply of agricultural services (financing, input and equipment supply, processing and marketing) in Mali.** Involved desk and field work, in collaboration with the Institut d’Economie Rurale, Bamako. Funded by FAO as part of a published 4-country study, 1993.
- 3.13 Land-use and agricultural development plan for Mao Forest Resettlement Project, Kenya.** Economist on a three-person consultancy to the KIFCON project funded by the British Development Division of East Africa, 1992.

- 3.14 Project Completion Report on the World-Bank funded "Tanzanian Grain Storage and Milling Project"**. Involved a review of the complex history of a project which was maintained during a stand-off between the Bank and Government. FAO Investment Centre, 1992.
- 3.15 Mid-term evaluation of the Kim Area Agricultural Marketing Project, Chad**, involving smallholder rice-producing cooperatives. CARE-Chad, 1992.
- 3.16 Research into the implementation of cereals' market liberalisation in Africa.** Involved extensive desk research, visits to Mali and Tanzania, commissioning a study in Ghana, dissemination through publications and presentations and publications, including influential FAO publication on *Inventory Credit* by Coulter and Shepherd (1995), published in English and Spanish. Funded by DFID, 1990-1993.
- 3.17 Assessment of opportunities for post-harvest research in the Ghanaian fishery sector**, in collaboration with the Food Research Institute in Accra and in consultation with Infopêche, Côte d'Ivoire. DFID, 1991.
- 3.18 Assistance to small-farmer storage project in Guatemala.** Economist on a two-person team contracted to set up systems for assessing losses and farmers' needs for new technology. Funded by Swiss Development Cooperation (COSUDE) which subsequently implemented the consultant's proposals in its storage projects throughout the Central America, 1990.
- 3.19 Assessment of needs for research into the post-harvest handling and processing of pulses**, in collaboration with ICRISAT. Involved field-work in India, Indonesia and the Philippines. DFID-funded, 1990
- 3.20 Study of the case for converting Pakistan's public wheat marketing system (4.5 M tonnes/annum) from bag to bulk.** Carried out at the request of the Pakistan Agricultural Research Council, involved four visits to Pakistan, a study of the grain marketing system, a procurement survey and presentation to Government and other stakeholders. Funded by DFID, 1989-1991.
- 3.21 Appraisal of the case for assistance to Kenya in the development of new products from sorghum and millet**, and formulation of follow-up proposals. DFID, 1989
- 3.22 Feasibility study for semi-wet milling**, a new system for milling sorghum and millet, in collaboration with National Foods Ltd., Zimbabwe. DFID, 1989.
- 3.23 Project to improve the quality of copra cake/meal exported to the EC, Philippines.** Led the design mission, gained funding approval, and participated in the project through a second visit and by supervising an economist assigned to the project. DFID, 1988 and 1990.
- 3.24 Study of case for supplementary feeding of cultured prawn in India.** Economist in a two-person mission which led to a collaborative project with the Government of India. DFID, 1988.
- 3.25 Evaluation of a livestock nutrition project at the International Trypanotolerance Centre, Gambia.** Economist on two-person team. DFID, 1988.
- 3.26 Review of animal feeding innovations project, Egypt.** Acted as economist and management consultant, making recommendations for implementation and commercial development. EU-funded, 1988.

- 3.27 Study of Bangladesh post-harvest fishery sector and identification of projects for British assistance.** Economist on a two-person mission which involved producing a widely used publication on fisheries marketing in Bangladesh. DFID, 1987.
- 3.28 Study for the establishment of a pilot plant for packaging fish and other food products in retort pouches.** Economist on three-person team working with the Central Institute for Fisheries Technology, Cochin. DFID-funded, 1987.
- 3.29 Appraisal of the scope for improving the marketing of Somali incense gums, and assessment of the case for privatising the industry.** Involved visits to Mogadishu, northern Somalia, and markets in Arabia and Western Europe. EU-funded, 1986.
- 3.30 Research on the United States fisheries market.** This led to the publication of report OB12: "The American Market for Seafood", much used for training in fisheries marketing. DFID-funded, 1986.
- 3.31 Fisheries marketing adviser, Ecuador.** Long-term assignment working with a British team assisting the National Fisheries Institute. Provided advice on the marketing of new fishery products (frozen, salted, smoked etc.) for local consumption. The work involved market research, acceptability testing, entering into collaborative arrangements with local companies, organising pilot production, test marketing through retail and catering establishments, and on-the-job training to local colleagues. Four products were brought to test-marketing stage. The internal fisheries marketing system was also studied, and advice provided to Government. Findings disseminated through seminars and publication. DFID-funded, 1982-85.
- 3.32 Research into the marketing of Malawian macadamia nuts and groundnut products in Western Europe.** Worked on behalf of Government and manufacturers in Malawi. Involved two visits to Malawi, desk research, postal questionnaires and trade interviews in Europe. EU-funded, 1982.
- 3.33 Research into the market for edible nuts in Western Europe, North America and Japan.** Prospects for exporters of cashew, pecan, pistachio, macadamia and groundnuts were studied, and detailed reports were prepared and circulated to interested parties in LDCs. DFID-funded, 1981.
- 3.34 Investigation of the potential for developing small-scale rural industries, in Honduras.** Attached to the Centro de Desarrollo Industrial (CDI). Specific advice was provided on how to develop the selected industries, and staff were trained in survey and project appraisal techniques. DFID-funded, 1980.
- 3.35 Market research for new coconut products on behalf of interests in West Samoa.** Involved desk research visits to Western Europe, North America and Hawaii. DFID-funded, 1979
- 3.36 Southern Conveyor Project, Cyprus.** Desk and field work to establish market potential for a range of fresh and processed horticultural products. DFID-funded, 1979
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- 4 Marketing manager, Pre-Federation of Multiple Service Coops., Honduras, 1976-77**
- 5 Project officer, TechnoServe-Honduras, 1974-1976**

6 Project adviser, Honduran Development Foundation, 1971-1974

These jobs involved working with NGOs and co-operative sector to improve systems of agricultural marketing and supply of consumer goods in rural areas of Honduras. The main activities were to carry out feasibility studies, negotiate funding, organise accounts and administration, manage a regional co-operative, and set up centres for the handling and storage of grains and for processing sesame seed for export.

MAIN PUBLICATIONS (since 1992)

Coulter, J.P., Walker, D.J. and Hodges, R.G. (2007) *Local and regional procurement of food aid in Africa: impact and policy issues*. Journal of Humanitarian Assistance. <http://sites.tufts.edu/jha/archives/57>

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