



## Mango Agribusiness Research Program

Holiday Inn Guangzhou Shifu, Guangzhou, China 19-22 March 2018 Holiday Inn Guangznhou Shifu No. 188, Di Shi Fu Road, Liwan District, Guangzhou, 510140, P.R. China

# Developing mango agribusiness opportunities in China Workshop 1

The Mango Agribusiness Research Program contributes to a broader development outcome to help smallholder farmers, mango growers, businesses and workers in ACIAR partner countries and Australia to derive greater income and livelihood benefits from the production and sale of mango and mango products. Collectively, the mango agribusiness projects aim to support improved research, industry and market development, decision making through research, particularly targeted situation analysis, pilot research activities, information exchange, capacity development and partnership development.

#### Workshop aims and outcomes will lead to:

- enhanced communication, collaboration and capacity development
- identifing market development opportunities and implications in China markets
- recognising strategic research and development opportunities for market entry
- improved evaluation of opportunities for improving mango quality.

#### **Research Partners**











Monday 19 March 2018

8.00am	Registration	
8.45am	Welcome and Opening	
	Mango Agribusiness Program - overview	Robin Roberts
	Chinese Academy of Tropical Agricultural Sciences	Liu Guodao
	ACIAR	Guanglin Wang
	South China Institute of Botany	Hai Ren
9.15am	Mango Agribusiness Research Project Update	
	Mango Information	Geoff Dickinson
	Mango Markets	Alec Zuo
	Mango Biosecurity	Peter Johnson
	Mango Quality	Daryl Joyce
10.30am	Morning Break	
11.00am	Session 1: Mango Information	Geoff Dickinson
	Developing Research Capacity	
	Overview of specifics of capacity building in the agribusiness program	
	'Mango Hot Seat' Participatory activity, capturing learning outcomes	
	Outcome: Summary evaluation of capacity building in the program	
11.30am	Session 2: Mango Markets & Segments in China	CATAS
	Discussing current situation for domestic mango trade, markets,	
	segments with audience participation.	Moderator:
	Ouputs: An understanding of the current perspective of mango trade	Alec Zuo
	in mainland China.	
12.30pm	Luncheon – Oasis Café, Level 4	
1.30pm	Session 3: Mango Quality	Daryl Joyce
	Introductions by in-country researchers	Som Bunna
	Rationale for a rapid assessment manual	San Tram Anh
	Walk through current draft manual	Aman Ullah Malik
	General Q & A session	Zainuri
	Outputs: Shared research progress todate and outputs	Emma Bayogan
3.00pm	Afternoon Break	
3.15pm	Session 4 : Market Entry & Quarrantine in China	Guo Lisheng
	Discussing and understanding current situation for mango imports with audience interaction.	Moderator:
	Ouputs: A developed understanding of the China market entry	Peter Johnson
	situation for mango imports	T GLOT GOTTINGGIT
4.30pm	Session 5: Regional Mango Study	Robin Roberts
	Participatory activity focused discussions related to the recent Regional Mango Study.	
	Outcome: Sharing of research undertaken todate, key trends and integration in the Mango Agribusiness Research Program	
5.00pm	Close – Day 1	
6.30pm	Mango Quality team meet in hotel foyer - Contact Daryl & Yiru	

Tuesday 2	20 N	/larch	2018
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7.00am	Field Study Trip (full morning activity)	Daryl Joyce
	Jiangnan Wholesale Market, Guangzhou	Yiru Chen
	Road test of current draft Mango Quality Rapid Assessment Manual	
	All attendees – 45 pax	
	Outcome: Linked to Mango Quality research outputs	
	Retail Grocery Visits – 2 Shopping Centres	
	Tianhe City and Zhengjia Square (Level B1)	
	Supermarkets and fresh produce	
	* trip to occur in conjunction with market visit above	
12.30pm	Return to hotel	
12.45pm	Luncheon – Oasis Café, Level 4	
1.45pm	Session 6: Mango Markets - Planning field research	Alec Zuo
	Participatory and capacity building focused on:	
	<ul> <li>Capturing existing knowledge from research teams &amp; understanding the market context in mainland China</li> </ul>	
	- Audience participation	Moderator:
	- Refining our checklists and interview guides	Robin Roberts
	- Issues and opportunities to finalise field research	
	Outcome: Increased understanding of the China mango market and segments to inform field research and SRA outcomes.	
3.15pm	Afternoon Break	
3.30pm	Session 7: Mango Quality	
	Rapid assessment of organieptic qualities, including an	Philippa Tyler
	experiential participatory learning activity.	Daryl Joyce
	Outcome: A developed understanding of organleptic research	Yiru Chen
4.30pm	Session 8: Mango Information Project	Dahia Dahama
	Objective 2 - Communications Update research completed Ob 2.2 – Launch of the internet site - Asia Pacific Mango	Robin Roberts
	Network	
	Participatory session focused on socialising research.	
	Outcome: Developed user engagement to facitate exchange of reseach outputs.	
5.00pm	Close – Day 2	
6.30pm	Individual project group meetings combined with own	
	arrangements for evening meals	
	* Please see your Research Team Leader for venue details	

Wednesday 21 March 2018

Session Opens Review & opening remarks	
Session 9: Market Entry & Biosecurity	Peter Johnson
Update on research activities - discussing regional export themes and lead discussion with Chinese researchers to identify current issues.	
Outcome: Increased understanding of the China mango	
Morning Break	
Session 10: Mango Biosecurity Project	Samantha Frolov
Mango Industry Export Activities	
Discussion regarding current Australian mango exports,	Moderator:
•	Peter Johnson
Outcome: An improved understanding of the Australian export situation to inform project outcomes.	
Session 11: Mango Information	Geoff Dickinson
QR Code Research- linked to Objective 2	
Discussion and identification of issues related to engaging with the Australian & Philippine supply chain trials. Session on understanding the advantages and disadvantages of QR codes with workshop audience.	Moderator: Daryl Joyce
Outcome: Initial understanding of QR code acceptance and information to assist with research planning	
Luncheon – Oasis Café, Level 4	
Meetings for SRA teams - Breakout Sessions	
Afternoon Break	
Session 12: Mango Information	Geoff Dickinson
Update on Objective 1 & Objective 3 of the SRA	
Participatory session to plan and agree collaboration	Moderator:
and sharing research activities and outputs across and within the Mango Agribusiness Program. The groups will develop the strategies and information sharing methods.	Robin Roberts
Outcome: An understanding of the current research progress and agree information sharing methods.	
Session 13: Mango Information	Tracey White
Objective 2: Marketing Communications Project	
Participatory activity focused on socialising research outputs across technical, human interest and social good themes.	
Outcome: Developed user engagement to share reseach outputs with different story themes.	
Close – Day 3	
Optional Activity: South China Botanical Garden.	
Pearl River Cruise: 6.50pm to 8.05pm including dinner.	
	Session 9: Market Entry & Biosecurity  Update on research activities - discussing regional export themes and lead discussion with Chinese researchers to identify current issues.  Outcome: Increased understanding of the China mango import situation to inform field research and outcomes.  Morning Break  Session 10: Mango Biosecurity Project  Mango Industry Export Activities  Discussion regarding current Australian mango exports, and market profile context in mainland China.  Outcome: An improved understanding of the Australian export situation to inform project outcomes.  Session 11: Mango Information  QR Code Research- linked to Objective 2  Discussion and identification of issues related to engaging with the Australian & Philippine supply chain trials. Session on understanding the advantages and disadvantages of QR codes with workshop audience.  Outcome: Initial understanding of QR code acceptance and information to assist with research planning  Luncheon — Oasis Café, Level 4  Meetings for SRA teams - Breakout Sessions  Afternoon Break  Session 12: Mango Information  Update on Objective 1 & Objective 3 of the SRA  Participatory session to plan and agree collaboration and sharing research activities and outputs across and within the Mango Agribusiness Program. The groups will develop the strategies and information sharing methods.  Outcome: An understanding of the current research progress and agree information sharing methods.  Session 13: Mango Information  Objective 2: Marketing Communications Project  Participatory activity focused on socialising research outputs across technical, human interest and social good themes.  Outcome: Developed user engagement to share reseach outputs with different story themes.  Close – Day 3

### Thursday 22 March 2018

9.00am	Session Opens	
	Final Research Program review	
	Special topics carried forward from previous discussion/s	
9.45am	Session 15: ECR Case Study Discussions  Open discussion with workshop participants to provide feedback on research design and methdology.  Mango Markets - Claire Settre  Mango Bioseurity - Ivory Myka R Galang  Mango Biosecurity - Samantha Frolov  Mango Quality – Yiru Chen  Mango Quality – Leizel Secretaria	Geoff Dickinson Alec Zuo Peter Johnson Daryl Joyce
10.30am	Morning Break	
11.00am	Session 16: Mango Information Objective 1 & 3 - Capturing Learning Outcomes Audience participatory activity with 'Hot Seat' quiz Outcome: End of workshop evaluation	Geoff Dickinson
11.30am	Final discussions Workshop outcomes & next steps	Robin Roberts
	Closing Remarks	Yueming Jiang

## **Mango Agribusiness Research Convenors:**

Robin E Roberts Alec Zuo Peter Johnson Geoff Dickinson Daryl Joyce

## **Workshop Contact:**

Tracey White – Project Coordinator Email: t.white@griffith.edu.au Office: +61 (0)7 3735 0019