

The logo for AgriTerra, featuring the words "AGRI" and "TERRA" stacked vertically in a bold, white, sans-serif font. Below the text are three curved, orange lines that sweep upwards and to the right, suggesting movement or growth. The logo is set against a dark blue square background.

**AGRI  
TERRA**

# **AGRICULTURAL COOPERATIVE DEVELOPMENT INITIATIVES IN ASEAN**

**JUN VIROLA  
AGRITERRA BUSINESS ADVISOR  
USAID GROW-COOP CHIEF OF PARTY**

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# OUTLINE

- Agriterra in ASEAN
- GROW Coop Project
- Agri-GRADE Initiative

# AGRITERRA IN ASEAN

# AGRITERRA IN ASEAN

- Dutch international development organization specialized in professionalizing agricultural cooperatives through peer-to-peer approach
- Presence in 3 countries: Philippines, Indonesia, Vietnam
- Regional office: Manila, Philippines
- Focus: making agricultural cooperatives bankable, creation of new enterprises, increasing internal capitalization
- Services: advice, training, exchange on governance, financial management, business development, lobby and advocacy
- Approach: farmer led business, sustainable services to members, farmer lobby
- Industries/commodities: rice, dairy, cassava and yellow corn for animal feeds, coco sugar, muscovado sugar, pineapple, abaca fiber, banana, coffee, tea, horticulture, spices, etc.
- Priorities: new business enterprises through mobilized loans, sustainable services and value chain market linkages , climate resilience, digitalization, youth, women empowerment

# COOPERATIVES IN ASIA

**Asia – 22,000 agricultural cooperatives**

## Indonesia

- 1,000 agricultural cooperatives
- We are active in 7 provinces

## Philippines

- 5,500 agricultural cooperatives
- We are active in 15 provinces

## Vietnam

- 15,500 agricultural cooperatives
- We are active in 12 provinces



**AGRI  
TERRA**

# OUR ADVISORY SERVICES, TRAININGS, AND EXCHANGE



Farmers – Client to Client Sharing Experiences Knowledge Exchange



Training Cooperatives - Marketing Strategy



Farmers – Extension Advice (Seed Planting)



Cooperatives - Business Planning



Training Cooperatives - Finance and Book Keeping

# GROW COOP PROJECT

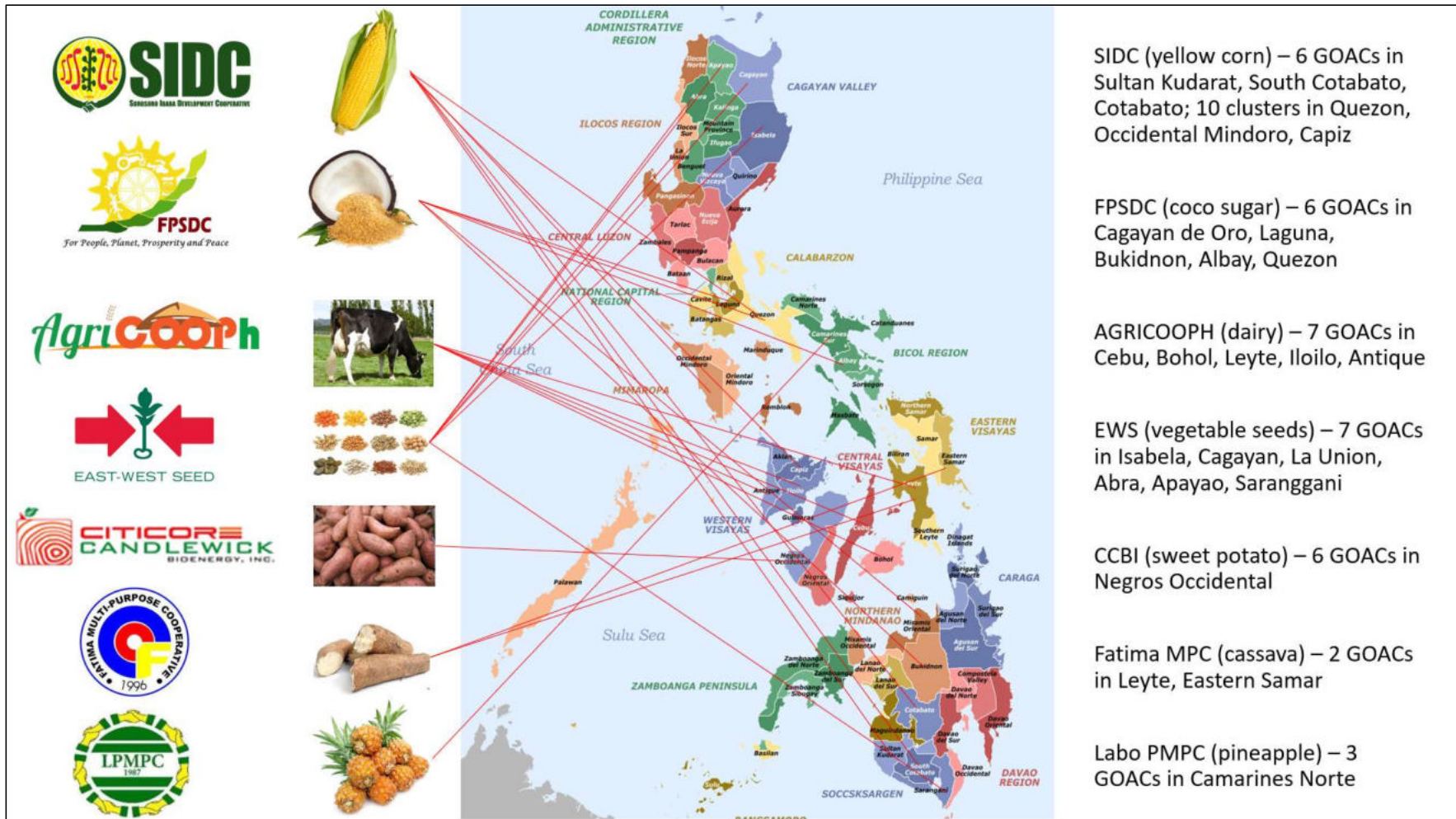


# GROW COOP PROJECT

- Implemented in the Philippines, funded by USAID
- Big brother/sister small brother/sister approach to agricultural cooperative development
- 7 Agricultural Cooperative Champions (big brothers/sisters) – coop federations, primary coops, private companies
- 38 Growth Oriented Agricultural Cooperatives (small brothers/sisters) – micro, small and medium scale
- Services to improve organizational and business performance (health checks)
- Increased participation in value chain (purchase agreements)
- Improved socioeconomic conditions and expanded rural opportunities
- COVID Response: coops4food coop to coop food trade, agro-entepprise clustering
- Cooperative Resilience Mechanism (capacity building, fund creation, lobby and advocacy)
- Agricultural Cooperative Development Agenda



# AREAS AND VALUE CHAINS COVERED



# IMPLEMENTATION PROGRESS

- 7 agricultural cooperative development champions (ACDCs) capacitated in the 8-step result management process and received ToTs in coop management, governance, financial management, marketing, female and youth leadership and entrepreneurship
- 38 cooperatives reached through scoping, assessment, business advice, consultations
- 17 agro-enterprise clusters formed
- 38 purchase agreements completed
- \$633,450.88 non-donor investments leveraged
- Coops4Food coop-to-coop trading launched
- E-commerce for agricultural cooperatives launched
- Agricultural Cooperative Development Agenda drafted
- Cooperative Resiliency Mechanism being incubated

# AGRI-GRADE



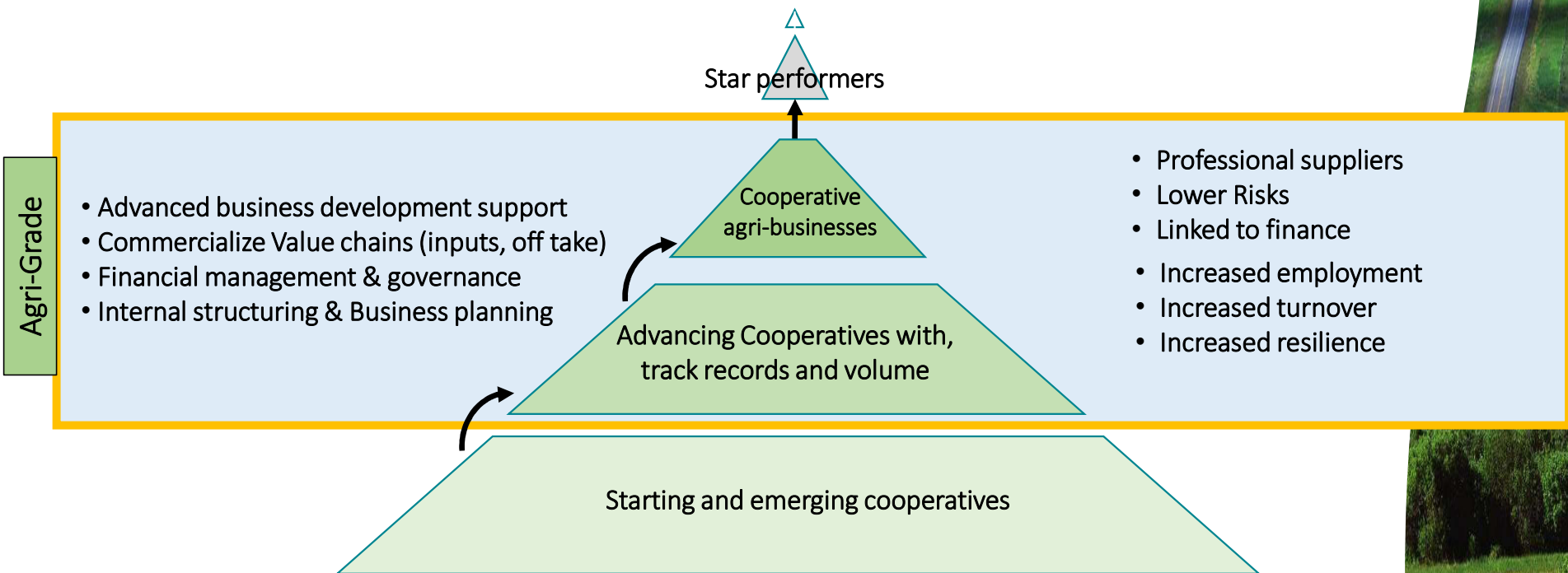
# AGRI-GRADE

- Scaling up agricultural cooperative development through scoping, segmentation, and graduation to higher levels
- Agricultural cooperative as a demand of the cooperatives and governments
- Presented to ASEAN, IFAD, EU delegation, European Commission
- Looking for funding support
- Agri-GRADE concept as a model for scaling up agricultural cooperative development in the region

# The cooperative landscape has different segments and each segment receives customized support

Based on assessments we offer

The impact we create out of this

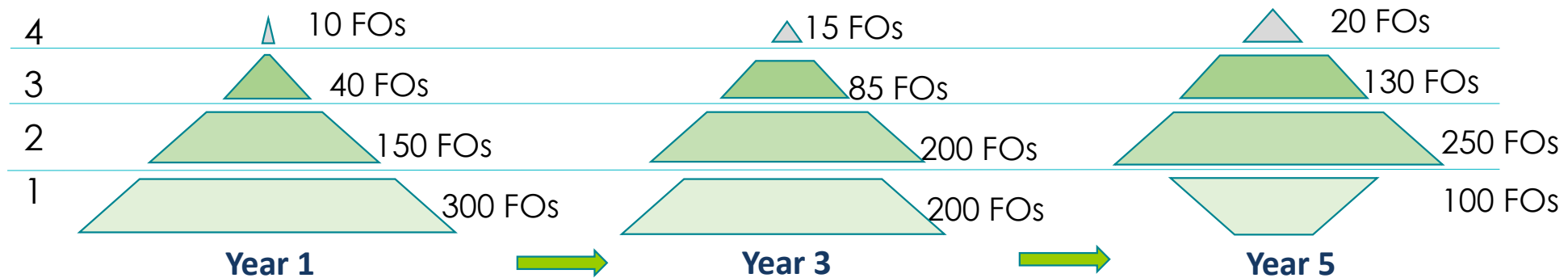


Segmentation based on assessments, benchmarks, performance and needs By SCOPEinsight

## Example how this would work at the National level

**Country:** A country in a specific Agri sector - 500 cooperatives are assessed on their levels of professionalism

**Outcome:** A national benchmarks and database, data analysis and four segments of cooperatives  
TA trajectories per segment, give tailored support and graduate to agri-businesses



**Segment 1: Starting Cooperatives:** International and local service providers offer basic support

**Segment 2: Advancing Cooperatives** Agri-Grade service providers offer advanced support

**Segment 3: Cooperative agribusinesses**

- Agri-Grade service providers for commercialization and access to finance and inputs
- Value chains optimization, commercialized and reduction of service delivery costs and risks
- Link finance ready cooperatives to (local) financiers

# Building strong and professional agricultural cooperatives in ASEAN

AGRI  
TERRA



# THANK YOU!

For more information: [viola@agriterra.org](mailto:viola@agriterra.org)

