



MAFF

Ministry of Agriculture,
Forestry and Fisheries

農林水産省

CAPACITY BUILDING PROJECT FOR FARMERS' ORGANIZATION TO SUPPORT THE DEVELOPMENT OF FOOD VALUE CHAIN IN ASEAN COUNTRIES (CBF)



THE 23rd MEETING OF
THE ASEAN SECTORAL WORKING GROUP ON AGRICULTURAL COOPERATIVES

6 October 2022, Video Conference

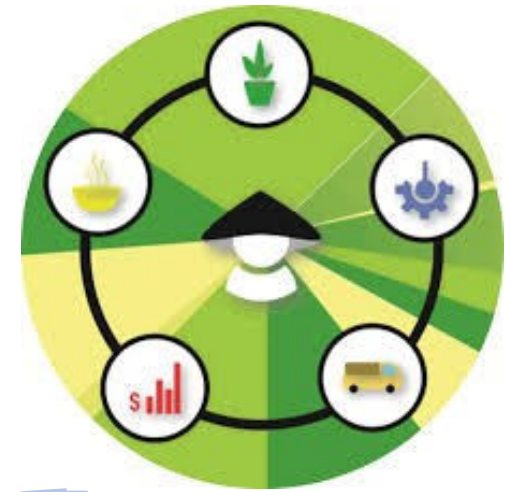




Outline of PROJECT

Background

- Agricultural products are strongly required to meet the needs of the market, and for farmers in developing countries such as ASEAN, securing a stable purchase destination for their produced agricultural products still poses as a challenge to improve their income.
- On the other hand, for food-related companies that are expanding into the market, it is an urgent issue to stably procure agricultural products that meet certain quality and standards locally.



CBF Project Goals, Impacts, Outcomes, Outputs

GLOBAL GOALS

ASEAN+3 Leaders' Statement on Food Security Cooperation: Encouraging the private sector to invest in the agricultural sector.
ASEAN Economic Community Blueprint 2025: Increase crop production and Improve productivity, technology and product quality to ensure product safety, quality and compliance with global market standards.




IMPACT

Stable income of target farmer's organization through producing agricultural products satisfying market needs and adding value on them in cooperation with food related companies

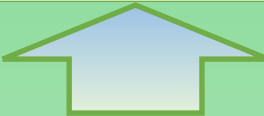
OUTCOME

Increase the capacity of supported farmers' organizations to produce value-added agricultural products that meet the purchasing standards of food-related companies in the ASEAN countries


OUTPUTS




Steering Committees (SC) are established by target farmer's organization, extension office/training institute and person in charge of this project in the related Ministry of AMS.




Private companies to cooperate to SC are selected in some AMS.



Capacities building activity for target farmer's organization and extension office/training institute are conducted.



Collaborating companies are periodically supplied agricultural harvest satisfying buying criteria from target farmer's organization.



Enhanced capacity of all AMS in increasing income of farmer's organization by connecting farmer's organization and private companies.



Main Activities

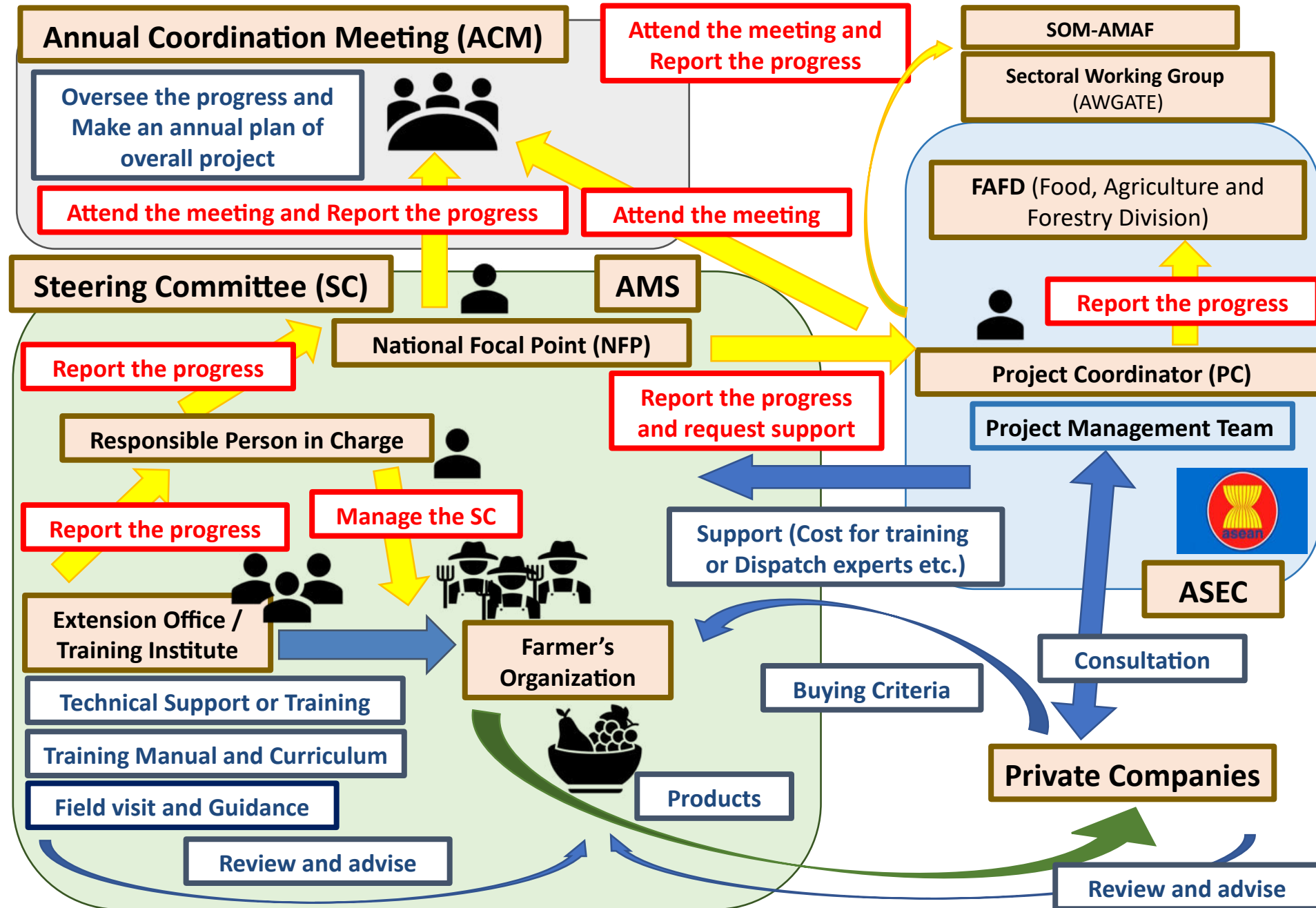
- ❑ Strengthening and increasing production capacity of farmers' organizations in ASEAN countries.
- ❑ Collaboration (matching) between food-related companies expanding into the local market and local farmers' organizations.
- ❑ Sharing best practice with other ASEAN member states.





Structure of Implementation

Diagram on the Management Arrangement and the Reporting Line between the relevant parties





**PROGRESS TOWARD
ACHIEVEMENT OF
OBJECTIVE**



The key achievement was:

1. Organizing National Focal Points Meeting of CBF Project on 10 November 2021.
2. Project details such as decisions of target countries, target farmers' organizations, target extension office, and private food-related companies, were carried out.
3. Establishing Steering Committee by target farmers organization, extension office and person in charge in related Ministry.
4. Holding Annual Coordination Meeting on 3 February 2022.
5. The Project in Target AMS started in May 2022.
6. Baseline Survey Conducted from June to August 2022.
7. First Japanese Expert guidance implemented.



**Progress of the project in
ADOPTED TARGET
COUNTRIES**

RESULT OF PROPOSAL ASSESSMENT

- We had received in total 7 project proposals from ASEAN Member States.
- All items in the submitted Project Proposals were assessed through a scoring system based on 4 (four) main criteria:
 - Necessity/relevance
 - Feasibility of application contents
 - Sustainability/development potential
 - Effectiveness and efficiency.
- **Brunei, Cambodia, Malaysia, and Philippines** were selected as target countries of CBF Project.



CBF PMT ACTIVITIES MILESTONE



Coordination of Implementation Plan



Fund Disbursement



Implementation of the Project



Baseline Survey



Monitoring and Evaluation



Project Reporting

BRUNEI



Background

Local farmers in Brunei are having difficulty competing with imported products due to a lack of skills and experience in developing ready-to-eat(RTE) salads, a lack of knowledge of product demand, and minimal access to funds for machines and technologies.



Objective

Through the introduce and transfer the knowledge of RTE salad production , the farmers will be qualified to produce RTE vegetables and furthermore, produce RTE salads to meet local demands and eventually penetrate the export markets.



Target Group

- Forming of the farmers' group for training and trial production activities



Project Site

- Farmers' Agricultural Development Area (ADA) farm



Implementing Agency

- The Department of Agriculture and Agri-food, Brunei Darussalam (DOAA)



Progress

- Baseline survey, including consumer survey, buying criteria survey on the supermarket and retailers, and agriculture challenges survey on the farmers
- 1st training for the farmers' group on RTE salad production with guidance from the Japanese short-term expert
- Cost analysis and business plan development for RTE salad trial production

Training for making RTE salad, June 2022



CAMBODIA



Background

- The demand for safe and nutritious food are highly needed, especially those living in urban areas, so that the supports for value-added of safety food and agricultural products in both local markets and supermarkets that is the reason why the supports of agricultural cooperative is necessary.



Objective

- To improve farmer's cluster/cooperative capacity building and smallholder through agricultural technology transfer.
- To increase farmer's income by adding agricultural production value and quality to satisfy market demand.



Target Group

- Svaytortea Khnong Kdeysangkhem Agricultural Cooperative: 375 farmers.
- Sales destination: local market, vegetable department store.



Project Site

- Kandal Province



Implementing Agency

- Department of Extension for Agriculture, Forestry, and Fisheries;
- Provincial Department of Agri etc. Kandal Province.



Progress

- MAFF Cambodia conducted training and 1st guidance of a Japanese Expert was implemented.
- Field trial is currently in the progress, Department of Extension for Agriculture, Forestry, and Fisheries has selected 15 farmers to do a demonstration of GAP production. The estimation of 1st harvest season for the leafy crops is in October and December 2022.

6) Members investment to AC (Capital) / dividend :

	Established Year (March 2015)	Previous Year (December 2020)	Current (July 2022)
a) Number of shares			4,234
b) Amount of investment per share in riel (USD)	100,000 (USD25)		50,000 (USD12.5)
c) Total Capital amount in riel (USD) <a x b>			211,700,000 (USD52,925)
d) Dividend per share	30,000 (USD7.5)		11,000 (USD2.75)
e) Dividend ratio <d/b>	30%		22%

7) Business implemented by SSK AC (Share in terms of profit) :

- ① Marketing Business (Vegetable) (50%)
- ② Credit (Loan) Business (20%)
- ③ Water Supply Business (10%)
- ④ Supply Business (Fertilizer & Chemical) (10%)
- ⑤ Supply Business (Rice? Maybe rice seed?) (10%)

8) Business Profit :

	Fiscal 2020	Fiscal 2021
Total profit in riel (USD) :	73,144,000(USD18,286)	86,547,700 (USD21,636)
From marketing business		
From credit business		

MALAYSIA



Background

- Harumanis mango is used to export to Japan in 2010, stopped in 2014 due to insufficient supply. Problem: Insidious Fruit Rot (ISR), increasing costs of farm inputs and fruit packaging, pests, and diseases, weather impacts, suitable natural ecology (it often rains during the flowering period).



Objective

- To ensure cooperative members adopt good agriculture practices and use appropriate agriculture technology to produce Harumanis mango and eventually increase production and quality.
- To strengthen a farmer's cooperative that could benefit members, run independently and sustainably in the long term, and act as a role model for cooperatives in other states.
- To ensure a stable supply of Harumanis mango and secure profitable sales destinations by collaborating with an established supermarket.



Target Group

- Harumanis Perlis Enterprenur Cooperative Berhad (KOHAMAS). Established in 2016



Project Site

- Perlis State



Implementing Agency

- Agricultural Complex Bukit Temiang (under Perlis Agriculture Department) - training center.



Progress

- Baseline Study conducted by consultants
- Workshop between local consultants, successful farmers, and DOA technical team to design training curriculum
- Hands-on training on GAP practices (cultivation techniques on pruning and fertilizer)
- Soil and leaves sampling analysis
- Develop an experiment plot in Bukit Temiang Training Centre

PHILIPPINES



Background

- Monocropping is the common practice in Benguet, challenge: high risk of losses due to low prices (oversupply), damages caused by natural disasters; the institutional market also requires uniform sizes, shapes, and a variety of commodities. Current solution: diversification and crop programming. Another challenge: buyers who do not comply with an initial verbal agreement are not willing to enter into an MoU and go for lower prices from other producers.



Objective

- Strengthen the potential of farm clusters to engage in farm business enterprise and improve their income:
- Capacitate three Farmer's Cooperatives and Association (FCAs) located in Benguet through the conduct of training activities in partnership with the private sector and other Department of Agriculture (DA) agencies.
- Provide technical support to the FCAs.
- Link the clustered FCAs to the local market and other institutional buyers/markets by entering into a Memorandum of Agreement to improve their bargaining power



Target Group

- Manapat-a Farmers Association (59 members), Blestdam Farmers Irrigators Association, Inc. (56 members), Raniag Farmers Association .
- Prospective institutional buyer: Jollibee Foods Corporation (JFC) - national level.



Project Site

- Mankayan, Benguet Province, Cordillera Administrative Region (CAR)



Implementing Agency

- DA-ATI (Agricultural Training Institute) as the lead implementing agency.
- DA-CARFO (Cordillera Administrative Regional Field Office) as the cooperating agency



Progress

- Baseline Survey
- Orientation of the three FCAs on Agro-Enterprise Clustering Approach
- Training on GAP for potato production
- Educational exposure trip to successful suppliers of Jollibee in Kalasag, San Jose City and Alaminos, Pongasinan

Agro-enterprise Clustering Approach (AECA)

- The course **Agro-entrepreneurship for Inclusive Value Chains: An Introduction**
- Participants will learn concepts related to organizing smallholder farmer groups through the agro-enterprise clustering approach (AECA).
- This approach has enabled and empowered farmers to directly supply their produce to corporate markets such as Jollibee Foods Corporation, in partnership with various stakeholders.



Production Module: Recommended Farming Practices

Location: Bued, Alaminos, Pangasinan
 Product: White Onion

Module: 1 can seeds

Date: August 15, 2020

Area of planting: 1,500 square meters

Target Yield: 4,000 kg

DAT*	PETA		GAWAIN	LABOR	INPUTS/MATERIALES (non-sprayable)	INPUTS/MATERIALES (sprayable)
	Target	Actual				
			A. Nursery and Seedling Prep			
-40	Oct 6		Plowing (2X)		tractor rental (0.5 hour per plowing)	
			Harrowing (2X)		hand tractor rental (1 hour per harrowing)	
			Bed preparation	1 md		
			Vermicompost, rice hull application	0.5 md	0.5 bag vermicompost + 2 sacks rice hull	
-30	Oct 16		Seed sowing	1 md	1 can white bulb onion seeds	
			Seedling care - watering, etc.		<i>Pakyaw</i> payment of P500	
			B. Land Preparation			
-30	Oct 16		Plowing (1st)		tractor rental (1 hour)	
-23	Oct 23		Harrowing (1st)		hand tractor rental (1 hour)	
-16	Oct 30		Plowing (2nd)		tractor rental (1 hour)	
-9	Nov 6		Harrowing (2nd)		hand tractor rental (1 hour)	
-3	Nov 12		Harrowing (3rd)		hand tractor rental (1 hour)	
-3	Nov 12		Drainage canals/trenching	1 md		
-2	Nov 13		Vermicompost & rice hull application	0.5 md	5 bags vermicompost + 2 sacks rice hull	
-1	Nov 14		Watering and herbicide spraying (1st)	0.5 md		500 ml Machete
			C. Transplanting and Crop Care			
0	Nov 15		Pulling of seedlings and transplanting	12 md		
3	Nov 18		Herbicide spraying (2nd)	0.5 md		80 ml Goal + 160 ml Gallant
7	Nov 22		Herbicide spraying (3rd)	0.5 md		80 ml Goal + 160 ml Gallant

Supply Plan

Product: White Onion
Initial Cluster Supply Plan (as of August 15, 2020)

Name of Organization: San Isidro Multipurpose Cooperative
Barangay: Bued

Municipality: Alaminos
Province: Pangasinan

No. of Clusters: 3

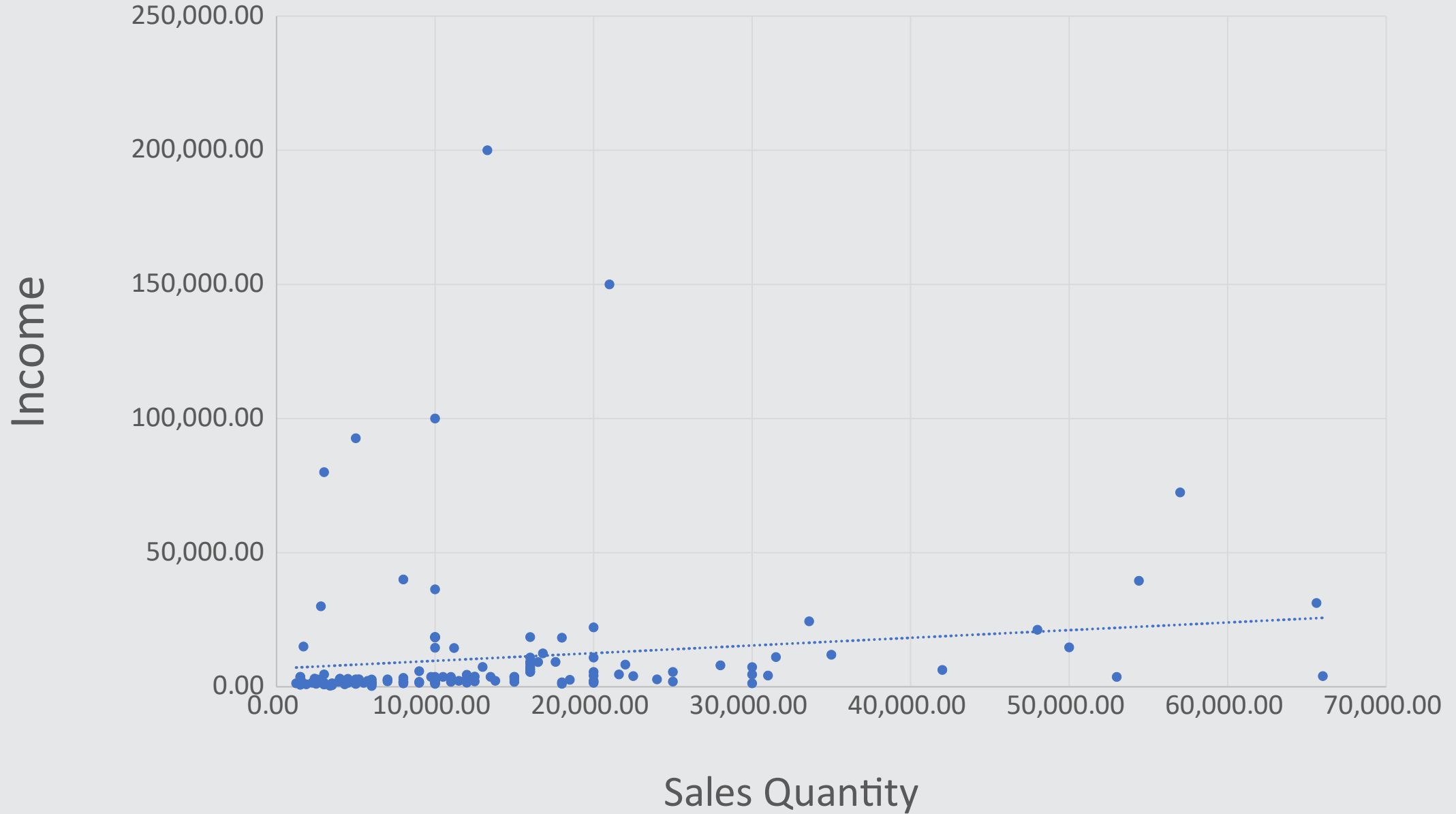
Total Cluster Members: 40

No. of Participating Members: 40

Module (description): 1 can
Area: 1,500 sq. meter
Projected Yield: 4,000 kilograms

Name of Member		Number of module	Date of Transplanting	Harvest Period (Or Harvest Date)	Potential Supply (kg.)		Projected Harvest (kg)							
							Month: February				Month: March			
					Projected Total Harvest (kg)	Committed Supply for Collective Marketing (kg)	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4
Cluster Name: A														
1	Lito	2	11/15/2020	Feb. 1 - 10, 2021	8,000	6,000	6,000							
2	Farmer 2	2	12/1/2020	Mar. 1 - 10, 2021	8,000	6,000					6,000			
3	Farmer 3	1	12/1/2020	Mar. 1 - 10, 2021	4,000	3,000					3,000			
4	Farmer 4	1	12/15/2020	Mar. 15 - 25, 2021	4,000	3,000							3,000	
5	Farmer 5	1	12/15/2020	Mar. 15 - 25, 2021	4,000	3,000							3,000	
6	Farmer 6	2	11/30/2020	Feb. 25- 28, 2021	8,000	6,000				6,000				
7	Farmer 7	2	11/20/2020	Feb. 12- 22, 2021	8,000	6,000			6,000					
8	Farmer 8	2	11/20/2020	Feb. 12- 22, 2021	8,000	6,000			6,000					
9	Farmer 9	2	11/15/2020	Feb. 1 - 10, 2021	8,000	6,000		6,000						
10	Farmer 10	2	11/15/2020	Feb. 1 - 10, 2021	8,000	6,000	6,000							
11	Farmer 11	2	12/5/2020	Mar. 5 - 10, 2021	8,000	6,000						6,000		

Sales Quantity and Income





Implementation Plan in 2023

Implementation Plan in 2023

- **Training in Japan for Food Value Chain**
- **ACM off-line**
- **Seminar for Sustainable Agriculture**
 - **How to grow vegetables without using chemical fertilizers**
- **Sharing good practice**



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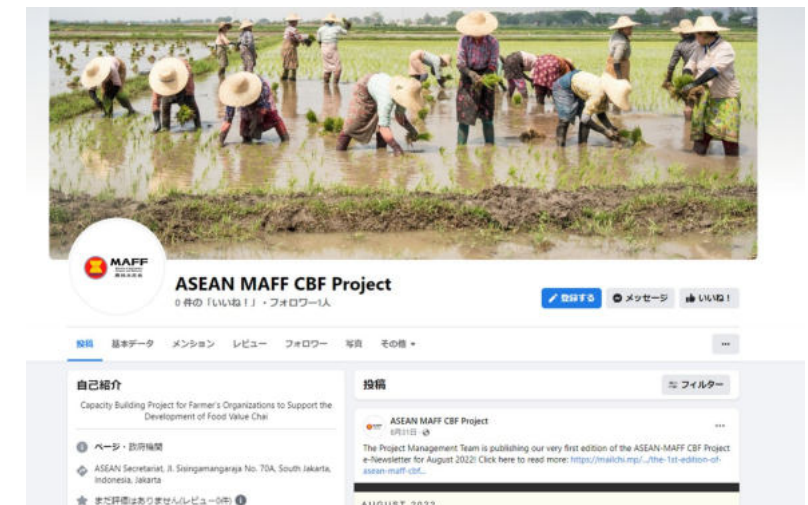
Sharing Information with all AMS

- Monthly E-Newsletter

- Project Website

<https://cbfproject.mailchimpsites.com/>

- Facebook https://www.facebook.com/MAFFCBF/?ref=page_internal



TERIMA
KASIH!

ARKOUN!

KHOB
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Thank you!

KHOB
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KRAP!

SALAMAT
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KYEI ZU
TIN BA DE!

