



**សហព័ន្ធសមាគមកសិករកម្ពុជាដែលអ្នកផលិតកសិកម្ម**  
Cambodian Farmers Association Federation of  
Agricultural Producers (CFAP Cambodia)

---

## **REPORT**

Project no: 08cam-5244-10at-2590

Strengthening of small farmers groups and improving  
their market access

**&**

Improving the Livelihood of Rural Women in Cambodia  
(ILRWC)

Reported by:

SOK Sotha, managing director

25 February 2011

Version 8 CF25-02-11

**Our Partners**



**Supported By:**



## **TABLE OF CONTENTS**

<b>i. NAME, LOCATION, IDENTITY, OPERATIONAL AREAS AND GOVERNING STRUCTURE</b>	<b>Page: 4-6</b>
<b>ii. BOARD AND MANAGEMENT TEAM</b>	<b>Page: 7</b>
<b>iii. PREFACE</b>	<b>Page: 8</b>
<b>iv. VISION, MISSION, GOAL AND OBJECTIVES</b>	<b>Page: 8-9</b>
<b>v. MESSAGE FROM THE BOARD</b>	<b>Page: 10</b>
<b>vi. MESSAGE FROM THE MANAGING DIRECTOR</b>	<b>Page: 11</b>
<b>vii. INTRODUCTION</b>	<b>Page: 12</b>
<b>viii. ACTIVITIES</b>	<b>Page: 13-23</b>
<b>ix. RESULTS</b>	<b>Page: 23-26</b>
<b>x. CONCLUSION</b>	<b>Page: 26-27</b>
<b>xi. RECOMMENDATION</b>	<b>Page: 27-28</b>
<b>xii. FINANCIAL REPORT</b>	<b>Page 28-29</b>

## ACRONYM

A-Mtg	Annual Meeting
Agriterra	The combination of Dutch rural people's organizations
ASEAN	Association of South–East Asian Nations
AVSF	Agronomes Vétérinaires Sans Frontieres
BoD	Board of Director
CFAP	Cambodian Farmers Association Federation of Agricultural Producers
CBO	Community Based Organization
CFA	Commune Farmers Association
CIEDC	Cambodia-India Entrepreneurship Development Centre
CMDG	Cambodian Millennium Development Goal
CPMT	Country Programme Management Team
Exc.Com	Executive Committee
FAO	Food and Agriculture Organization of the United Nations
FAORAP	Food and Agriculture Organization of the United Nations for Asia and the Pacific
FOs	Farmer organizations
GA	General Assembly
Govt'	Government
HH	Household
IDE	International Development Enterprises
IFAD	International Fund for Agricultural Development
LNGO	Local Non-governmental Organization
MAFF	Ministry of Agriculture Forestry and Fisheries
Melania	The women organization, Netherlands
MT	Marketing Team
MTCP	Medium Term Cooperation Programme
NAC	National Advisory Committee
NGOs	Non Governmental Organization
PDA	Provincial Department of Agriculture
RBs	Rice Banks
SGs	Saving Groups
SHG	Self Help Group
SMI	Small and Medium Enterprises
SNV	Netherlands Development Organization
SP	Strategic Plan
SRI	System of Rice Intensification
TM	Technical Meeting
VBNK	An institute to serve facilitators of development
VGs	Vegetable Groups
VWA	Village Women Association

## **i. NAME, LOCATION, IDENTITY, OPERATIONAL AREAS AND GOVERNING STRUCTURE**

### **Article 1 : Name**

Cambodian Farmers Association Federation of Agricultural Producers (CFAP)

### **Article 2 : Location/Address**

St. 110, House no.4B  
Vealyon village, Sangkat Svay Rieng,  
Svay Rieng town, Kingdom of Cambodia  
tel/fax: +855 44 945 553  
e-mail: [cfap-cambodia@cfap-cambodia.org](mailto:cfap-cambodia@cfap-cambodia.org)  
website: <http://www.cfap-cambodia.org>

### **Article 3 : Identity**

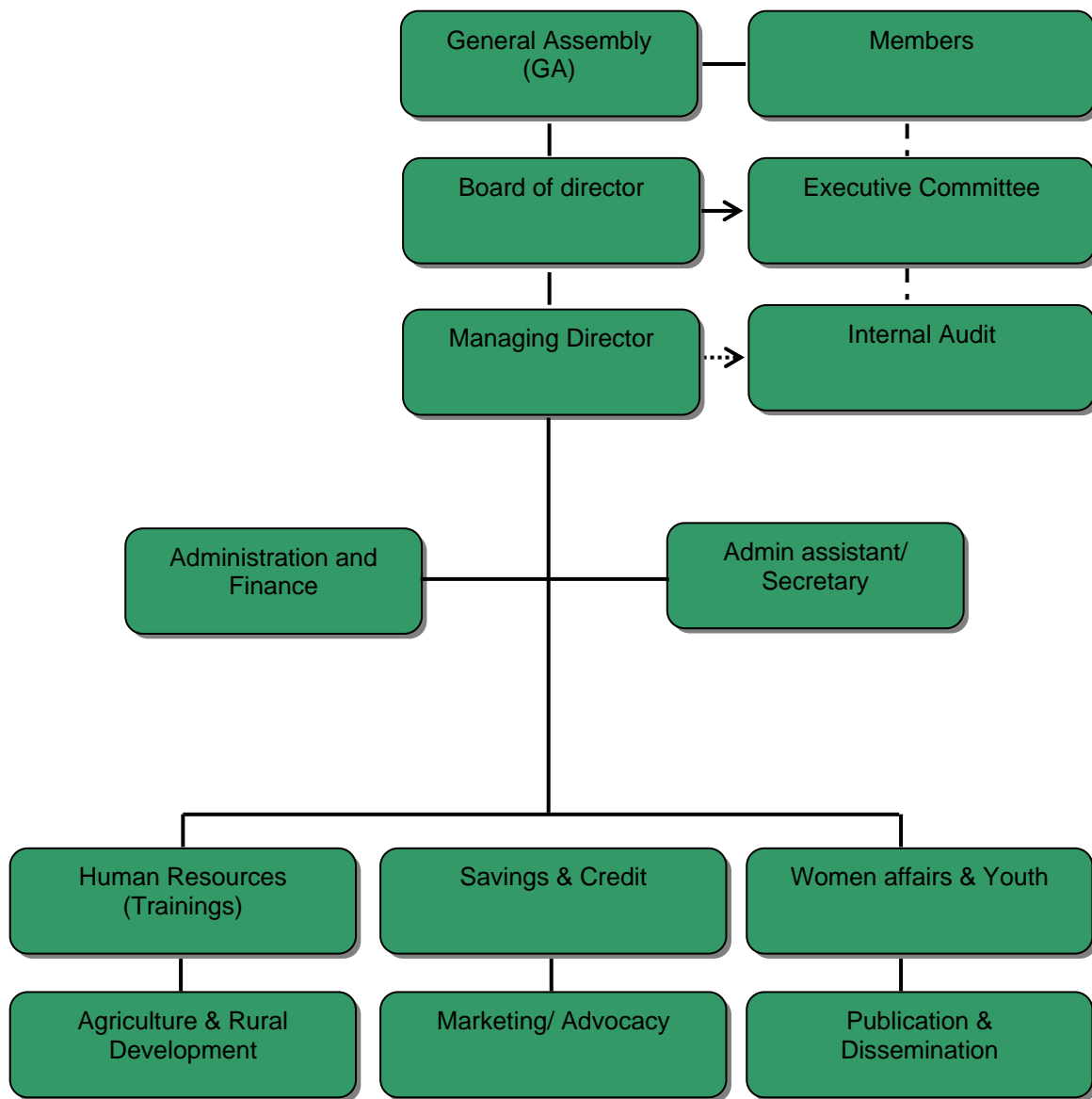
- Cambodian Farmers Association Federation of Agricultural Producers (CFAP) was renewed from the Cambodian farmers' association federation for agricultural development in Svay Rieng town and officially recognized at the national level by the Ministry of Interior (MOI) on 25<sup>th</sup> May 2007 with registration no: 216.
- CFAP is a general farmer organization, work with small scale farmers
- The logo's shape of the federation is circled with pictures inside which symbolize the meanings as below:
  - Farms represent of natural resources.
  - Cow, pig, chicken and rice bearing covered by cloth represent of agricultural outputs and realization.
  - Tractor irrigation systems, water gate and embankment with the square shape represent of agro-industry.

### **Article 4 : Operational areas**

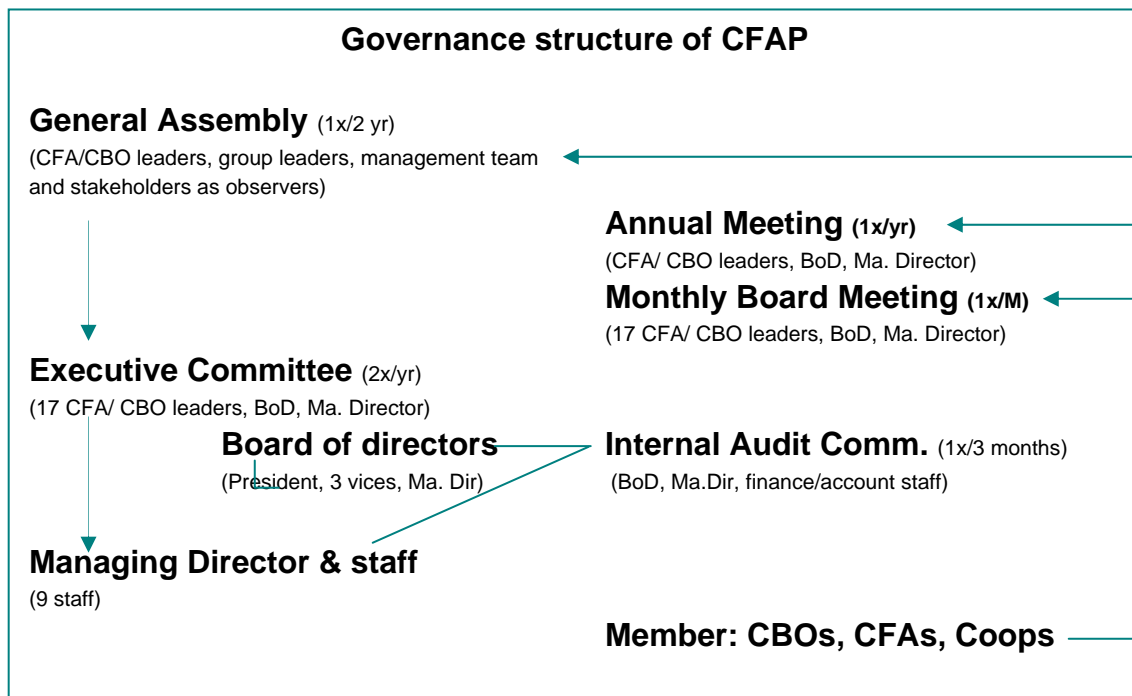
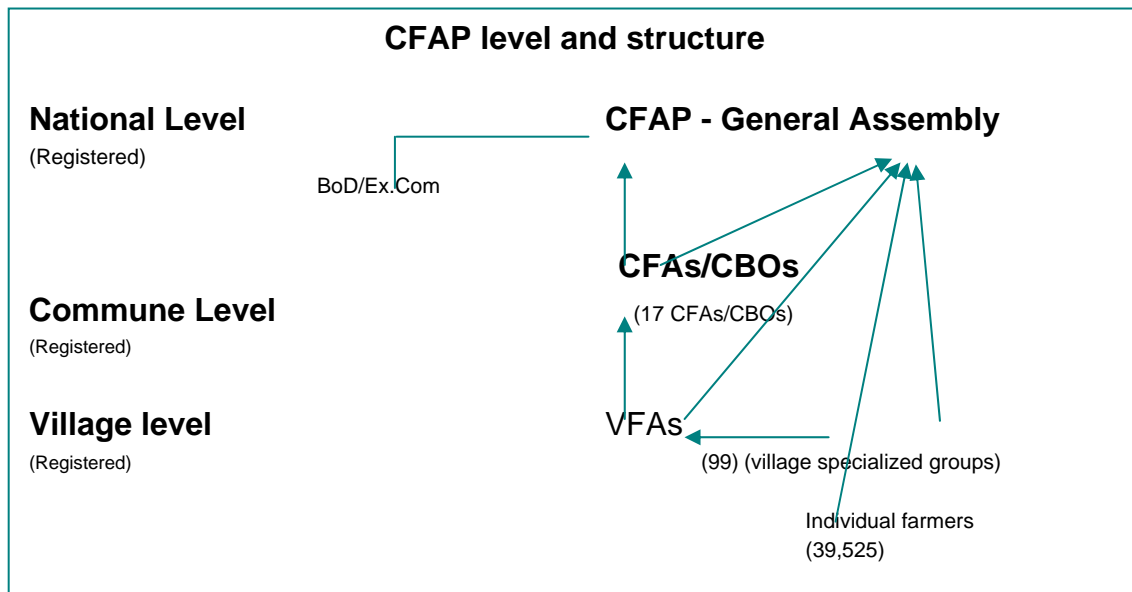
- Svay Rieng, Prey Veng, Kampong Speu and Kandal provinces.
- Level:
  - 1- National level
  - 2- Commune level
  - 3- Village level (producing group)

Article 5: Governing structure

a. General governing structure



**b. Elaborated governing structure**



Version 8 CF25-02-11

## ii. BOARD AND MANAGEMENT TEAM

### a. Board

<b>Boards and Management Team</b>		
<b>Board</b>		
<b>Board of Director</b>	<b>Name</b>	<b>In charge since</b>
Chairperson	Mr. TEY Saruon	2007
Vice chair person	Ms. ANN Sarun	2007
Vice chair person	Mr. KONG Savoeun	2009
Vice chair person	Mr. KEO On	2007
<b>Members</b>		
CFA leader (Koy Trabek)	Mrs. AN Phally	2009
CFA leader (Svay Tayean)	Mr. KOY Sithán	2007
CFA leader (Thnot)	Mr. PAO Suy	2007
CFA leader (Porthreach)	Mr. KONG Sabo	2007
CFA leader (Kampong Chamlong)	Mr. HOENG Prum	2007
Commune Development Association (CDA)	Mr. NHOEM Hun	2008
CFA (ThlorK)	Ms. IN Sokunthea	2010
Samakum Apivot Chamros Khum Svay Ang (SACKS)	Mr. CHHOUN Sarin	2008
The Family Economic Development Association FEDA, Kampong Chamlang	Mr. KEN Yam	2008
CBO leader (Sahakum Apivot Kaksekam "Phum Kantrean")	Mr. NHOEK Sorn	2008
CBO leader (Samakum Raksmeay Samakee)	Mr. LOU Heap	2008
CBO leader (Sahak Kum Apivot Kaksekam "Thmey Samakee")	Mr. SOUS Mao	2008
Samakum Ponleu Kaksekor Thmey (PKT)	Mr. YIN Kimly	2008
Samakum Loeuk Stouy Chivapheap Kaksekor (LCK)	Mr. Preap Sam Ol	2010
<b>Management Team</b>		
1. Managing Director	Mr. SOK Sotha	2003
2. Administrative assistant and assistant of the Managing director	Mr. MEAS Noun	2007
3. Agricultural officer	Mr. TEP Ratha	2007
4. Accounting and administration Assistant	Ms. HEM Sovannaleak	2010
5. Marketing officer	Ms. CHHOENG Sokunthea	2010
6. Saving and credit officer	Mr. NGOUN Oeun	2010
7. CDF	Mr. MEY Min	1996
8. CDF	Mr. TEP Sovann	2006
9. Office guard	Mr. POV Lina	2010
Volunteers		

### iii. PREFACE

Cambodian Farmers Association Federation of Agricultural Producers (CFAP) is a combination of small rural farmer organizations (non-governmental organization) working directly with small rural poor farmers/ producers groups in response to a part of poverty reduction and food security programme through improvement of food productivities, small scale business of rural poor producers access to markets and savings. CFAP works to promote the sustainable food security of people through agricultural development in the rural areas and help facilitate the difficulties of farmers through the rural economical developments of farmer families, trainings, dissemination, proper technology in collaboration with donors' experts, foundations, Banks, so that FOs can get opportunity to invest within their own land properly, Extension of services to members, enhancing the social culture to people without any form of discrimination in the society. CFAP wishes to see the whole society of Cambodia has developed and people live without hunger, illiteracy, discrimination, threats, food shortages and ignorance of people, ***“experiencing from food shortage to food sufficiency and food producing for hh consumption to food producing for market demands and well organized of farmers products system from farms to market”*** this is the strategic plan of CFAP with members.

The organization was renewed its policy from the Cambodian Farmers' Association Federation for Agricultural Development in Svay Rieng and recognized officially by the Ministry of Interior (MoI) on 25th May 2007 with registered no: 216, working in three layers i.e. at the national, communal and village levels (producing group). CFAP is being governed in a member-led organization and in a transition period that aims to become self-financed and financially sustainable through the provision of high-quality professional services to its members, which in return pay a membership fee. CFAP is currently supported mainly in this effort by **Agriterra**; SNV is a partner in development in small house hold cash crop (SHCC), SNV entered into MoU with CFAP for a period of three years and will lead to extend other years as possible in the future. Funding for the proposed action would fast track this process and builds the capacity. CFAP needs to quickly provide the services to its members now request. Members in turn will transfer their knowledge gained to other group members and individuals. During the design and implementation period of initiatives and activities due attention will be paid to ownership issues and introduction of cost recovery mechanisms for operating and maintenance costs. It is also expected that by the end of this action CFAP will have secured at least two contracts with large vegetable buyers, which will help provide certainty both to CFAP and participating farmers and fruitful interaction in the future. In principle, the design should allow for all operational activities with investments to be maintained by CFAP, its intermediaries (leaders of women's associations and farmers groups) and direct beneficiaries at the end of the three years project period base on MoU between CFAP and SNV alongside with support from Agriterra to transit the organization.

The objectives of establishment of this national farmer's organization are to promote the qualities and living-standard of people, particularly the most vulnerable people living in the rural areas access to real producers, market approach, help facilitating the status of social economics toward sustainability of farmers/producers from the bottom up i.e. with grass-root level and in response to market demands in the future.

### iv. VISION, MISSION, GOAL, OBJECTIVES AND DUTIES

#### Vision

- CFAP Cambodia wishes to see Cambodia has a complete Peace, Food security, People can leave from poverty, hunger, illiteracy; and discrimination access to solidarity and cooperation amongst Cambodian nation towards national, regional and international level.

#### Mission

- Organizational strengthening toward real sustainability in the future
- Strengthen and foster the rural communities in the framework of standing in social justice, equity and mutual autonomy,
- Assist farmers, peasants access to main income from agriculture, handicraft and non- agri with real market,



- Facilitate the member organizations into coop style in order them to create principles, regulations and other code of conducts to serve the interests and benefits for their own groups and access to market in the future.

### Goal

- Is to assist and help all people in the rural areas, particularly the poorest and most vulnerable people in order to encourage them to reach food security and better land use through the income generation programs, agricultural product programs, education and training workshop (Human Resource Development), Gender, Advocacy and creating small scale business, small agro-enterprises and Savings.

### Objectives

- People in those rural communities will change and improve their standard of living better without hunger in the future.
- People in the communities have a solidarity and respect the rights of each other.
- Market for agricultural products must be guaranteed for farmers.
- Farmers have opportunity to exchange their experience and learn from each other.
- Promote and foster agriculture, non agriculture and handicraft activities through forming of small-group producers in the communities.

### Duties

- Communicate and cooperate with the related internal and external governmental institutions and other national and international institutions (donors) in order to successfully achieve the main goals of poverty reduction in the rural areas of Cambodia.
- Build the capacity of members/producers in agriculture, organizational management and strengthening, provide related skills access to market and related skills as needed.
- Initiatives in rural development and creation of small businesses for farmers/peasants.
- Assist all member organizations through policy strengthening, organizational strengthening, savings and agri-credit activities, improving the added values of FOs and membership base organizations.
- Provide opportunities for the real producers to meet and discuss their problems and finding ways forward solution properly in the future.

## V. MESSAGE FROM THE BOARD

Since the start of its first five years strategic plan, CFAP has slowly improved its activities as mentioned in the plan to achieve the goals as outlined for 2009-2013. CFAP continues to play its roles with rural poor farmers, member organizations to give advisory support, trainings, coaching and as a platform of small farmer-based organizations, especially in agricultural development in Cambodia.



In 2010, CFAP faces the most fund difficulties due to global economic crisis and lack of sufficient support from donors during a transition period of CFAP, so that the organization is working by hard with a very limited resource to survive its activities with members. This will put more efforts of CFAP to look for more possibility of donors and priority to consider their proper funding support to CFAP in the future to run its activities and giving services to members properly for a quick win.

The year 2010, marks another development of CFAP with members, farmer leaders and group leaders in the right tracks by collaboration with other partners and it's the evidence that the added value of FOs gets gradually recognized and known to the public. Farmers need to get united and make their voice heard to the public, so that they can share their real messages to all development actors and governments to solve their problems and help them.

I would like to thanks our partners and supporters like Agriterra, SNV and other local capacity builders to CFAP which mobilized by SNV and also thank to other development partners in working areas. We hope to work together for the years to come, so that we can achieve our goals with rural poor farmers.

I believe that without your all efforts, farmers can not reach their purposes of poverty elimination, hunger, human development and other threats in farming activities and dignity. Working together with farmers and their organizations in developing countries you will get strong and can achieve your goals.

Tey Saruon  
Chairperson

## vi. MESSAGE FROM THE MANAGING DIRECTOR

I am pleased to present this final report for 2010 to our donors, back donor, and **Agriterra** for positive support to CFAP to achieve our commitments with members during a transition period and our partners and members which highlights CFAP's achievement during a period of 12 months (January-December 2010).



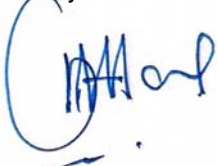
2010, remarks us as the most financial difficulties of CFAP to survive its activities with members, however it is a significant transition and outreach of some strategic plans of CFAP by collaboration with our partners like SNV. SNV aims to improve vegetable production with proper quality toward market systems a part of CFAP main activities, which will allow rural poor members to increase their income and employment and networking, therefore contributing to poverty reduction in rural areas. SNV also under takes to help in Leadership development; Business management, planning and Value chain development to CFAP staff members, farmer leaders and producer groups leaders of CFAP through a small holder cash crop programme (SHCC).

There are two main principal policies has been finally drafted and adjusted along with many other policies and activities of CFAP since January-December 2010, those are 1, Effective Farmer Market Initiatives (EFMI) already done for use and 2, use of a revolving fund in agri-credit system of CFAP. These two portfolios are very significant to serve the interest of small scale farmers/producers and to achieve the strategic plans of CFAP toward self financing at least institutional cost in the future, therefore to achieve the goal; CFAP has to network with banks with low interest rate, so that its members can access to grant/loan to invest with their members for long run with positive interaction with other supports during a transition period of the organization.

To reach the goals of membership-based, through my many years of experiences with farmers and farmers' organizations, especially the rural poors, I would like to draw your attention that the capacity building programmes, capital, small rural business initiatives, market opportunity of small scale farmers/producers and rural organizational strengthening are in most and urgent needs to intervene due to FOs style in Cambodia is very new and the understanding of FOs base style is very limited to the public. Most people know only NGOs style, they do not fully understand yet about the meanings of membership base. The idea of an annual membership subscription fee is always come up with questions because members think that when they registered as a member of CFAP they expected to get some things from CFAP. With this regard, I understand that CFAP needs to cascade alongside with members in various meetings involved and help them find good strategies to make them aware the importance of FOs base style which members and the organization have to mutually interact to each other, this will start in the right track toward sustainable success of farmers and their organization. Although, I am also optimistic to see that CFAP can sustain its members during the financial difficulties in 2010.

In this meanwhile, I would like to express my sincere profound thanks to our donors, the Dutch Ministry of Foreign Affair and Agriterra for value support. I would also thank to partners and relevant governmental institutions in Cambodia for their value and in kind supports to CFAP's activities at all operational areas. Without support and cooperation from all of you, our members/farmers will continue to suffer and get left behind. I would also take this opportunity to thank all CFAP colleague staff for their support to overcome the utmost difficulties of the 2010, allowing CFAP to sustain it's vision, mission and goal during the fund difficulties of the year to continue playing the main roles to serve the interests of our members, farmers toward reaching of food security, hungry and poverty alleviation of people in the future.

Wish you all with success, good health and prosperity for 2011!



SOK Sotha  
managing director

## **vii. INTRODUCTION**

The aim of this project is to continue strengthening activities of CFAP's member organizations and also organizational transition through providing high quality services to its members with effectiveness until today CFAP represents 17 CFAs/CBOs and 60 VWAs in four provinces and working to continue developing the associative functioning and membership-based style, dissemination of CFAP's policy in FO style and ways of working with members and their organizations. The organization currently has registered members of around 7,905 hh members of which 4,539 hh female (57%) new data will be issued in June 2011. Around 39,525 individual members which 23,715 are female have impacted indirectly from the project activities through various activities of advisory support of CFAP to each member organization, producing members will play their effective roles in cooperatives and communities-based organizations in the future. This project also aims to improve the living standard of rural poor people and to fulfill the Cambodian Millennium Development Goal (CMDG), and the rectangular strategy of poverty reduction of the Cambodian government. The capacity building of their organizations through various advisory support meetings, trainings and coaching as such on entrepreneurship, leadership, and farmer field school FFS to improve, the vegetable productivities of hh members of CFAP, and this project is being collaborated with SNV, the Netherlands Development Organization. This will be achieved by strengthening the activities of small producer's groups and giving the added values of membership base organizations and communities-based in response to the real contexts of Cambodia at presence. The official registered members of the federation in four provinces (Svay Rieng, Prey Veng, Kampong Speu and Kandal), by starting on ground practice in Svay Rieng, this will have effective working procedures to improve the living standard of members, ways of working through the agro-ecology; agricultural and non-agricultural activities with sustainable manners. The knowledge and experiences in leadership, entrepreneurship and FFS of CFAP's staff members and CFAs/CBOs leaders, farmers will be strengthened and improved. The leaders of commune farmers association (CFAs), village women associations (VWA), and community-based organizations (CBOs) participate actively in all involved activities conducted by CFAP with her partners to its members in order them to represent their members effectively for future extension of services to members because their groups were formed and elected by democratic manners in each province and targeted areas to serve the interest of their members based. CFAP also collaborated with good practitioner organizations in the working areas such as IDE (International Development Enterprises), PDA (Provincial Department of Agriculture) and local authorities to enhance and strengthen the project implementation smoothly in the working areas.

The project has focused mainly on 1) Strengthening the CFAP small farmers producing association in providing high quality services to its members' organizations, esp in cooperative marketing. 2) Continue developing the associative functioning and strengthening the membership basis and clear internal policy of CFAP to the public and to assure that all regulations must be respected, with an increasing numbers of members. 3) Diversifying income generation, food entitlements and minimize the hunger gap period of rural farmers. 4) Strengthening the civil society as the small producers associations and communities-based in rural Cambodia as members of CFAP at the national level. 5) Financial strengthening and management of small farmers' organizations as members of CFAP toward financial independence in the future and 6) looking for possible market for local producers.



## **viii. ACTIVITIES**

### General activities:

In 2010, the overall programme of CFAP portfolios comprised of 1 project funded by Agriterra and entered into cooperation with SNV. SNV and CFAP signed a Memorandum of Understanding MoU for a period of three years (2010-2012) to experiment on vegetables in response to market demands; moreover the cooperation also looks for well knowledge equipped to CFAP staff members on specific skills for future extension to member organizations. The objective of cooperation between CFAP and SNV aims to improve market systems, which will allow rural poors to increase their income and employment and civil society strengthening, therefore contributing to poverty reduction in rural areas. SNV also under takes to help in Leadership development; Business management, planning and Value chain development to CFAP staff members, farmer leaders and producer groups leaders of CFAP as well, however this will have good interaction with other donors, especially Agriterra during a transition period of CFAP toward self financing on institutional cost as mentioned in the strategic plans in the future.

To enhance the smooth development of the organization, CFAP this year has collaborated in kind with some development actors such as International Development Enterprises IDE, Netherlands Development organization SNV, other stakeholders and the governmental provincial department of agriculture (PDP), local authorities as a sub-national government, the parties always have a regular monthly meeting in a network organization in a rotation system mostly held in Svay Rieng, 10 meetings were organized since January 2010 to December 2010. The topic of the meeting called “advisory stakeholders meeting” which established amongst stakeholders (IVY, CFAP, IDE, SNV and PDA) to discuss multi issues involved of stakeholders and relevant development activities on ground level, especially the vegetable supply to the entertainment places in Bavet’s special economic zone in Svay Rieng bordered with Vietnam. There are 7 casinos in Bavet border; each casino needs approximately 700-1000kgs of vegetable per day. In short, they spend daily cost around US\$1000 per casino on vegetables; they prefer to buy vegetables from Cambodian farmers, especially local produces in Svay Rieng province. For CFAP, we do not depend our members’ produces to this place, but also looking for other markets at the sub-national and national level and for export in the future for some available crops.

Through using the 2010 project intervention, CFAP has developed a business plan called **Effective Farmer Market Initiatives (EFMI)**, this aims to combine local produces of CFAP’s members in its target areas for supply to the planned target markets as outlined therein. Base on the MoU between CFAP and SNV, we planned to have around 300kg of vegetables per day by the end of 2010 and more next coming years to supply to the target markets alongside with the vegetable supply association (VSA) too. Moreover, CFAP has also developed the principles of loan and use of a revolving fund in credit portfolio that will help member organizations to manage and govern their existing credit system with members with help to prevent risks that may happen in their daily operation with effective and qualitative documents. There are 17 member organizations in 4 provinces started savings and run the credit activities with individual members. However, the start up capital is too small and not enough to serve the interest of members’ requirements because the capital shares put by members are also in small amount; nevertheless it is a good start of members. The member organizations need external banks or MFIs to give loan to the FOs, not directly to individuals, in this regard CFAP is trying hard to look for international banks to come and invest with CFAP and extend services to member organizations directly.

Version 8 CF25-02-11

### Main activities:

No	Date	Title	Venue	Participants			Outreach		Remarks
				F	M	Total	Member	Non-member	
1	14 Jan 2010	CFAP & SNV mtg before MoU	CFAP off.	3	9	12		✓	
2	15 Jan 2010	Monthly advisory mtg	IVY off.	3	12	15		✓	
3	27 Jan 2010	Discuss on trainings to CFAP with SNV	CFAP off.	3	8	11		✓	
4	15 Feb 2010	Monthly advisory mtg	PDA	4	10	14		✓	
5	16 Feb 2010	Mtg to prepare a ToR	CFAP off.	3	7	10	✓		

		format of CFAP							
6	4-5 Mar 2010	visited two VGs in 2 CFAs	CH&K.Ch	9	10	19	✓		
7	11 Mar 2010	Monthly advisory mtg	IDE off.	4	8	12		✓	
8	15-26 Mar 2010	ToT on FFS to 3 CFAP staff	Siem Reap	9	15	24	✓		
9	20-30 Mar 2010	Advisory support on young entrepreneurship	CFAP off. SVR, PV, Kandal	32	35	67	✓		
10	02 Apr 2010	Review VGs with SNV	CFAP off.	4	6	10	✓		
11	22 Apr 2010	Re-grouped active VGs for FFS	CFAP off.	5	13	18	✓		
12	23 Apr 2010	Monthly advisory mtg	CFAP off.	4	9	13		✓	
13	21 May 2010	Monthly advisory mtg	IVY off.	4	12	16		✓	
14	24-26 May 2010	GAP standard training	Red cross, SVR	5	16	21		✓	
15	27 May 2010	Mtg with IDE to conduct FFS trainings to CFAP members	CFAP off.	1	7	8	✓		
16	04 Jun 2010	Mtg with CIEDC	CFAP off.	4	7	11		✓	
17	08 Jun 2010	Entrepreneurship trained by CIEDC	CFAP off.	2	7	9		✓	
18	10 Jun 2010	Organizing of FFS and indication its cycle	CFAP off.	0	5	5	✓		
19	14 Jun 2010	Interviewed CFAs and VG members	CFAP off. and field	1	7	8	✓	✓	
20	21 Jun 2010	Mtg to review the result of interview	CFAP off.	1	6	7		✓	
21	24 Jun 2010	Mtg to select vegetable seeds with members for demo farms	Thmol pagoda	1	14	15	✓		
22	24 Jun 2010	Mtg to select vegetable seeds with members for demo farms	Svay pagoda	1	15	16	✓		
23	12 Jul 2010	TNA for leadership training skill	SACKS	0	12	12	✓		
24	13 Jul 2010	TNV with vegetable groups (VGs)	FEDA	6	2	8	✓		
25	14 Jul 2010	Host a meeting with Rabo Bank foundation delegate to CFAP office	CFAP office	4	9	13	✓	✓	
26	19-22 Jul 2010	ToT for CFAP staff members and FO leaders	CFAP office	3	8	11	✓		
27	23 Jul 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	1	20	21	✓		morning

28	23 Jul 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	1	9	10	✓		afternoon
29	26-28 Jul 2010	Leadership training session to CFAP staff members	Cambodian Red Cross meeting room	6	11	17	✓	✓	
30	3 Aug 2010	Curriculum with CIEDC before capacity building on entrepreneurship skill	CFAP office	2	6	8	✓	✓	
31	4 Aug 2010	Meeting to disseminate a mid term report of CFAP	CFAP office	2	5	7	✓		
32	4 Aug 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	1	14	15	✓		morning
33	4 Aug 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	1	14	15	✓		afternoon
34	9 Aug 2010	ToT on entrepreneurship skill to CFAP staff members and farmer leaders	FEDA office	9	18	27	✓		
35	9 Aug 2010	ToT on entrepreneurship skill to CFAP staff members and farmer leaders	CFA Thlork	7	13	20	✓		
36	10 Aug 2010	ToT on entrepreneurship skill to CFAP staff members and farmer leaders	CFA Chek	6	14	20	✓		
37	10 Aug 2010	ToT on entrepreneurship skill to CFAP staff members and farmer leaders	Wat Char	3	23	26	✓		
38	16 Aug 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	0	15	15	✓		morning
39	16 Aug 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	3	9	12	✓		afternoon
40	17 Aug 2010	Additional advisory support of SNV on market value chain	CFAP office	2	6	8	✓		
41	18 Aug 2010	Preparation of session plan and rehearsal of coaching on leadership skill to CFAP staff members	CFAP office	3	7	10	✓		
42	19 Aug 2010	Extension training on leadership skill to member organization	SACKS office	4	25	29	✓		

		(SACKS)							
43	20 Aug 2010	Reflection meeting of CFAP trainers on leadership skill	CFAP office	3	6	9	✓		
44	23 Aug 2010	Extension training on entrepreneurship skill to member organization (FEDA)	FEDA office	3	14	17	✓		
45	23 Aug 2010	Extension training on entrepreneurship skill to member organization (CFA Chek)	CFA Thlork	3	14	17	✓		
46	24 Aug 2010	Extension training on entrepreneurship skill to member organization (CFA Thlork)	CFA Chek	3	11	14	✓		
47	24 Aug 2010	Extension training on entrepreneurship skill to member organization (SACKS)	SACKS office	3	16	19	✓		
48	24 Aug 2010	5 <sup>th</sup> Executive Committee Meeting of CFAP	CFAP office	5	14	19	✓		
49	25 Aug-8 Sep 2010	Mapping of FOs in 7 provinces	Provinces	98	126	224	✓	✓	
50	27 Aug 2010	Stakeholder meeting	CFAP office	3	9	12	✓	✓	
51	1 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	3	8	11	✓		morning
52	1 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	3	11	14	✓		afternoon
53	2 Sep 2010	Participate in election of a new CFA Thlork	CFA Thlork	6	3	9	✓		
54	8 Sep 2010	Training on leadership skill to CFAP staff members	PDRD	4	8	12	✓	✓	
55	9 Sep 2010	Training on leadership skill to CFAP staff members	PDRD	5	9	14	✓	✓	
56	13 Sep 2010	ToT for CFAP staff members on entrepreneurship skill	PDRD	4	9	13	✓	✓	
57	14 Sep 2010	ToT for CFAP staff members on entrepreneurship skill	PDRD	4	10	14	✓	✓	
58	15 Sep 2010	ToT for CFAP staff members on entrepreneurship skill	PDRD	4	9	13	✓	✓	
59	16 Sep 2010	ToT for CFAP staff members on entrepreneurship skill	PDRD	4	9	13	✓	✓	
60	16 Sep 2010	Advisory Board Committee Meeting	CFAP office	2	4	6	✓	✓	



		(IFAD project)							
61	17 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	0	20	20	✓		morning
62	17 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	3	10	13	✓		afternoon
63	20-21 Sep 2010	First National Farmers Forum Consultation	Cambodia na Hotel, PNH	10	28	38	✓	✓	
64	29 Sep 2010	Meeting to prepare a ToR for entrepreneurship training session to members	CFAP office	2	5	7	✓		
65	30 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	2	15	17	✓		morning
66	30 Sep 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	1	9	10	✓		afternoon
67	27-30 Sep 2010	Invited to participate in a CSO consultation in conjunction with 30th FAO Regional Conference for Asia and the Pacific, Seoul Korea	Seoul, South Korea	0	1	1			
68	4 Oct 2010	Stakeholder advisory meeting	CFAP office	3	6	9	✓	✓	
69	13 Oct 2010	FFS training to CFAs/CBOs leaders and members	CFA Thlork	5	16	21	✓		morning
70	13 Oct 2010	FFS training to CFAs/CBOs leaders and members	CFA Chek	2	15	17	✓		afternoon
71	14 Oct 2010	Extension training on entrepreneurship skill to member organization (FEDA)	FEDA	4	13	17	✓		
72	14 Oct 2010	Extension training on entrepreneurship skill to member organization (CFA Thlork)	CFA Thlork	5	12	17	✓		
73	15 Oct 2010	Extension training on entrepreneurship skill to member organization (SACKS)	SACKS	3	20	23	✓		
74	22 Oct 2010	Extension training on entrepreneurship skill to member organization (CFA Chek)	CFA Chek	2	10	12	✓		

75	28 Oct 2010	Host a visit of Mr. Dirk Elsen (SNV for Africa)	CFAP office	3	8	11	✓		
76	2 Nov 2010	Meeting to prepare a lesson plan and rehearsal	CFAP office	1	6	7	✓		
77	3 Nov 2010	Meeting to prepare a lesson plan and rehearsal	CFAP office	1	6	7	✓		
78	4 Nov 2010	Training workshop on leadership for member organizations' leaders and VG leaders	SACKS office	4	30	34	✓		
79	10 Nov 2010	Extension training on entrepreneurship skill to member organization (FEDA)	FEDA office	6	11	17	✓		
80	10 Nov 2010	Extension training on entrepreneurship skill to member organization (CFA Thlork)	CFA Thlork	5	11	16	✓		
81	11 Nov 2010	Extension training on entrepreneurship skill to member organization (SACKS)	SACKS office	1	13	14	✓		
82	11 Nov 2010	Extension training on entrepreneurship skill to member organization (CFA Chek)	CFA Chek	5	15	20	✓		
83	11 Nov 2010	SNV teamwork visit CFAP target areas	CFA Kampong Chamlang and FEDA	3	9	12	✓		
84	8-12 Nov 2010	Financial management training	Manila, Philippine	0	2	2		✓	
85	18 Nov 2010	Farmers Field Day (FFD)	Tachey village	28	30	58	✓	✓	morning
86	25-26 Nov 2010	National Workshop of AVSF	Preah Sihanouk ville	1	1	2		✓	
87	26 Nov 2010	Invited to a roundtable discussion with CIDA (Canadian cooperation) for coming project of the Canadian fund on food security programme	Phnom Penh	0	1	1		✓	
88	29 Nov 2010	Invited by FAO to participate in a sub-regional farmer	Bangkok, Thailand	0	1	1			

		meeting							
89	1 Dec 2010	Internal reflection workshop of CFAP's management activities for 2010 with all staff members	CFAP office	1	6	7	✓		
90	2 Dec 2010	Advisory stakeholder meeting	CFAP office	3	6	9		✓	
91	6-8 Dec 2010	ToT for CFAP staff members on entrepreneurship	PDRD	4	10	14	✓	✓	
92	10 Dec 2010	Reflection workshop for CFAP internal working activities	CFAP office	1	6	7	✓		
93	14 Dec 2010	Reflection workshop on first trial of the FFS in rainy season and improvement for next trial in dry season 2011	CFAP office	2	8	10	✓		
94	20 Dec 2010	Meeting to prepare lesson plan for extension training service to members	CFAP office	2	6	8	✓		
95	21-22 Dec 2010	Invited by AVSF, the French organization to participate in their annual meeting	Cambodia na Hotel, PNH	1	1	2		✓	
96	22 Dec 2010	Meeting to prepare plans for FFS in dry season	CFAP office	1	5	6	✓		
97	28 Dec 2010	Extension training on entrepreneurship skill to member organization (FEDA)	FEDA office	5	13	18	✓		
98	28 Dec 2010	Extension training on entrepreneurship skill to member organization (CFA Thlork)	CFA Thlork	4	10	14	✓		
99	29 Dec 2010	Extension training on entrepreneurship skill to member organization (CFA Chek)	CFA Chek	3	17	20	✓		
100	30 Dec 2010	Extension training on entrepreneurship skill to member organization (SACKS)	SACKS office	1	16	17	✓		
101	31 Dec 2010	Internal meeting of CFAP's field officer	CFAP office	1	6	7	✓		
<b>Total:</b>				<b>456</b>	<b>1202</b>	<b>1658</b>			

## Missions and visits



SNV officers from head office accompanied by SNV country coordinator and colleagues visited the vegetable farms of CFAP members

Last 11 June 2010 there were two SNV officers from SNV head office in the Netherlands accompanied by Mr. Nico Janssen, Portfolio coordinator, Sector leaders of small holder cash crops and his colleagues of SNV country office in Cambodia came and visited to several CFAP's members and member organizations for one day in Svay Rieng. The participants visited the family economic development association (FEDA) and some vegetable household members to see and questioned about their growing activities on farms and market for their produces. The visitors needed to find out the situation of member organizations of CFAP and how they run their activities, especially the strategies toward a self financing of FOs in the future. The visitors advised our members the ways that FOs-base should do to reach their overall goal in the future. Our members also asked several questions to the participants in order them help support FOs as members of CFAP.

On 18<sup>th</sup> November 2010, CFAP and SNV organized a farmer field day (FFD) to one of the demo farms' experiments in Kampong Chamlang commune, Svay Chrum district, Svay Rieng, Mrs. Sao Savoeun. The purpose of the FFD is to raise awareness of farming in proper high technologies and result of the experiments in rainy season to farmers in the villages, farmer leaders, local authorities, and district governor's office for their dissemination to other farmers of good practice in new technologies. There were 58 participants which 28 women participated in the FFD after the harvest of string bean. They are from village chief, communal council, district vice governor of Svay Chrum, Svay Rieng PDA, IDE staff members, IVY staff member. This will remark the positive development's impact of CFAP to farmers directly. The visited experimental demo plot use 200 square meter to grow string bean that took 75days from growing to harvest, As a result she got more than 180kg which she sell around 1800-2000riel or US\$0.45-0.50/ Kg. More members now have enlarged the size of vegetables producing land from 250 square meter to 5000 square meter with new technologies, however they face problems of water shortage to irrigate their vegetables/crops, especially in dry season. However, market is one of our concerns that CFAP has to look for opportunity for her members in 2011 onwards because lots of small scale farmer are growing up and can also support high quality products for high market demands.

Version 8 CF25-02-11



Meeting, presentation of the technologies, remarks by CFAP managing director, SNV portfolio coordinator, vice director of PDA and vice district governor during the FFD, Pictures of participants visit the string bean after harvest

**CFAP**, represented by managing director, SOK Sotha also invited to participated in three events organized by ADB, IFAD and FAO funded by the USAID, ADB and IFAD to discuss in following topics:

- Investment forum for food security in Asia and the Pacific under the theme "Food for All" and the CSO Side Event: Investment for whom and for what? Bringing in Asia Pacific Peoples' Voices in the Investment Forum for Food Security,

- Also the Medium Term Collaboration Programme with Farmers' Organization in Asia and the Pacific Region (MTCP), IFAD delegated the role of grant deliverer to FAORAP to support IFAD country members for South East Asia, the programme focus mainly on involvement of FOs in IFAD countries. CFAP has been approved to be a focal led organization to facilitate with other farmer organizations/ community base organizations in Cambodia and lead the project supports by IFAD as a pilot project started from July 2010 to December 2012 before the other approval of the board with FOs in the future.

The project focused only on:

- i) Mapping of FOs in Cambodia
- ii) Conduct of National Farmers Forum Consultation (advisory board)
- iii) Hold National Farmers Forum Steering Committee Meeting (advisory board)
- iv) Coordination of National Activities
- v) Conduct of National Research and Studies on Priority Themes
- vi) Conduct of Institutional profiling of IFAD-FO partners
- vii) Strengthening Involvement of FOs in IFAD Country Program Activities



### Trainings:

Last 15-26 March 2010, CFAP was supported by SNV on ToR for farmers marketing school training. CFAP sent three staff members to join in a specific training of trainer (ToT) for farmers marketing school in Siem Reap. The training aimed to provide the following goal and objective:

### Goal:

1. Achieve better returns for produce through attention to pre- and post-harvest technology, grading, and negotiating.
2. Develop a good relationship between growers and traders. This way, growers get better information on market requirements and traders develop better networks of quality produce.
3. To equip provincial training teams with the capacity to train farmer groups to maximize the return from their produce through best practice techniques in the pre-harvest to point of sale stages of the production cycle.

### Objective:

- i. To provide the field extension and marketing staff on the knowledge principles of marketing concepts, understanding on fruit and vegetable marketing.
- ii. To deliver a vital knowledge on pre-post harvest, grading, packaging practices; market networking and bargaining.
- iii. To make sure the field extension and marketing staff to be able to advise the farmers or farmer groups on the matters of how to generate the value add for their farm products or how to make better production scheduling and farm planning.
- iv. To provide the technique on training of trainers.

## List of participants:

Name of trainees	Position	From	Responsibility
1- Mr. Tep Ratha	Agricultural officer	CFAP	Team Leader
2-Mr. Meas Noun	Admin assistant/ IT	CFAP	member
3- Ms. Chhoeng Sokunthea	Marketing officer	CFAP	member

According to the MoU agreement between CFAP and SNV, the following courses has been contracted with several local capacity builders (LCB) to provide specific training courses to CFAP staff members, CFA/CBO leaders and group leaders of CFAP as below:

**VBNK** provides the training course to CFAP staff members and farmer leaders in leadership skills, this will strengthen the capacity of CFAP for future service delivering to members organizations directly. The trainings have classified into two parts as follow:

- Deliver 1<sup>st</sup> module: Leading yourself
- Evaluate the training module and conduct post-training evaluation
- Conduct a follow coaching based on priority issues identified during the training.
- Deliver 2nd module: Leading your team
- Evaluate the training module and report
- Conduct a follow coaching based on priority issues identified during the training.

## Outputs:

- End-of--training assessment conducted
- Learning application plans in place for follow up/ coaching session

**CIEDC** provides the training course to CFAP staff members and farmer leaders in entrepreneurship skill; this will lead CFAP toward effective human resource a follow:

- a. Group business planning
- b. Group marketing planning
- c. Entrepreneurship

**IDE** provides the training course to CFAP staff members and farmer leaders in Farmer Field School (FFS) trainings and coaching directly to CFAP vegetable group members.

Approach IDE staff will take a very participative approach to the work, ensuring that CFAP staff and farmers understand the importance of each step of the research process. This will commence with an opening meeting to explain to the people involved, the research methodology to be followed, and how the project will be performed.

The research skills course taught by IDE's consultants will equip CFAP staff to:

- i. Choose research subjects
- ii. Select good research collaborators
- iii. Supervise to obtain best results
- iv. Use training manual, and prepare training materials from it
- v. Correctly install plots
- vi. Conduct the training events
- vii. Maintain a record book
- viii. Identify issues with plots
- ix. Plan and conduct good field days
- x. Collate results and present to the farmer members
- xi. Maintain a library of results and how to utilise them for future research



Salesmanship of participants during a marketing training session and leadership training session

## ix. RESULTS

CFAP currently has 17 registered member organizations in 4 provinces (Svay Rieng, Prey Veng, Kandal and Kampong Speu) with total 7,905 hh members of which 4,539 hh female (57%) amongst those existing groups there are 31 groups members selected and conducted the FFS and equal to 209 members which 81 females from 8 CFAs/CBOs in Svay Rieng whilst others expected to conduct accordingly in 2011. There are 8 different vegetables/crops seeds have been conducted since May 2010 for rainy season and continue for dry season in 2011 to experiment and compare the result and seeds before allowing farmers enlarge their growing activities, the seeds are cucumber, yard long bean, bitter gourd, wax gourd, ridge gourd, egg plant, tomato and Chinese kale. The purposes of having these model farms' experiments base on requests of small producers to increase the quality of products in response to high market demands with proper technologies with qualified products (see a case study on CFAP website for the result of the experimentation and impact). The organization has participated in various relevant meetings actively, esp the meetings related to the vegetable supply association (VSA) to discuss the multi issues involved of stakeholders (NGOs, FOs, PDA) and relevant development activities, esp the vegetable supply to the entertainment places in Bavet's special economic zone in Svay Rieng bordered with Vietnam. There are 7 casinos in Bavet; each casino needs approximately 700-1000kgs of vegetable per day. In short, they spend daily cost around US\$1000 per casino on vegetables; they prefer to buy vegetables from Cambodian farmers, in Svay Rieng province. However, CFAP also looks for national market for vegetables, moreover rice production also increase and not only need national market, but also international market in the future.



Training activities and result of the demo plots of bitter gourd in 2010, and experimental farms of CFAP with proper technologies in response to high market demands with quality and standard

There are two principle policies has been finally drafted since January-June 2010, those are Effective Farmer Market Initiatives (EFMI) and loan and use of a revolving fund in credit portfolio. These two documents are very important to serve CFAP's development strategies toward self financing of CFAP's institutional cost. One advisory support has been hosted by CFAP to provide on young entrepreneurship made by Mr. Wilco de Jong, a chairperson of NAJK. One mission also made by CFAP to participated in

the Pre-Forum/CSO side event, ADB/FAO/IFAD Investment Forum and Southeast Asia and China Project Steering Committee (SC) meeting in Manila, Philippine.

CFAP as a led programme of MTCP with national working groups NWGs from 7 provinces throughout Cambodia conducted various activities that supports by IFAD as follow:

- Mapping of 20 FOs in 7 provinces, dated 25 Aug-8 Sep 2010
- National Farmers Forum Consultation, dated 20-21 Sep 2010
- National Advisory Committee meeting, dated 4 October 2010
- Research/study The theme: "Farmers' Organization and Its Way Forward Sustainability in the Future", dated 10-24 December 2010
- Profiling of 20 FO (data base), dated 20-30 December 2010

CFAP, represents by Mr. SOK Sotha a managing director and a member of the steering committee of the Medium Term Cooperation Programme (MTCP) supports by IFAD was invited to participate in the sub-regional committee meeting that held on 29<sup>th</sup> November 2010, the countries are Cambodia, Indonesia, Lao PDR , Myanmar, Philippine and Vietnam. The meeting focused on reflection about MTCP programme conducted for a period of 1 year, financial discussion, and regional IFAP's relevance after liquidation of head office, next meeting of the regional platform, continuity of activities for 2011 and use of the fund.

Last 8-12 November 2010, there was financial management training under the course title practical financial management for farmer organization, getting the basics right for non finance managers and financial officers. CFAP had sent two participants from the management team to join in the training course (Mr. Sok Sotha and Mr. Meas Noun). The financial management is the lifeblood of an organization and has an important role to play in ensuring effective and proper use of financial resources of the farmer organizations in the current situation and in the future. This project is in the framework of the AgriCord programme "Farmers Fighting Poverty" and Agriterra is planning to organize a financial management and workshop for farmers' organizations in South East Asia. This course is one of the priorities of Agriterra for 2010. Agriterra has jointly organized with MANGO, the British Organization which has many years of experiences in improving financial management trainings.

#### **The courses content:**

- The 'what, why and who' of financial management for FOs
- How to achieve good practice in financial management, key principles and frameworks
- Building and using effective budgets- including budget and donor budgets and cash flow forecasts
- Which accounting records you should keep in your FOs and Why?
- Budgeting and accounting for central support core costs
- Demystifying the balance sheet, how to make sense of annual financial statements
- Monitoring and controlling budgets, preparing and using budget comparison reports
- Reporting to donors, how to meet donor requirements
- Safeguarding our assets, internal controlling system and procedures
- managing the audit process

#### **Health check**

##### **Learning course (do, know and feel)**

The course participated by participants from FOs, Cooperatives, Union/Federations sectors of three countries (Cambodia, Philippines and Vietnam). The training hosted by NATCCO, the Philippine cooperative and supported by Agriterra.

After the completion of course, CFAP expects to use some useful formula of financial management tools to improve her financial management in the future.

CFAP, represented by managing director, SOK Sotha also invited to participate in the CSO consultation in conjunction with 30th FAO Regional Conference for Asia and the Pacific, Seoul Korea. The meeting focused on engagement of FAO/IFAD with CSO and cooperation in response to food security programme and poverty reduction. The meeting held on 27-29 September in Kyongyou city, South Korea.

Last 24-25 April 2010, CFAP joined in a local products trade fairs and services organized by MSME supported by the USAID to show the local Cambodian products and services to clients in Svay Rieng.



That was the second times that CFAP joined in a local produces trade fairs to show its products produced by member organizations in the public. There were multi local produces were shown by various actors ranging from FOs, NGOs, private sectors and governments related department such as PDA. There were 35 stands which also represented 35 organizations, private sectors and governmental relevance from across the country. Another trade fairs followed on 17-18<sup>th</sup> December 2010 with around 60 booths that show all local produces in Cambodia. These trade fairs organization supported by USAID MSME in collaboration with the department of agriculture in Svay Rieng and FOs, NGOs and producing groups which participated inauguration by Minister of MAFF as the national sample for other provinces/municipalities in Cambodia.



The minister of MAFF, USAID, US embassy representatives, deputy governor and delegates visited CFAP booth during the trade fairs.

Young people got interested in technical books, they read and purchased

For the capacity building in 2010, there were 6 CFAP staff got ToT on entrepreneurship, leadership and specific FFS of the demonstration farms in 8 communes in Svay Rieng, the trainings had finished by the end of 2010 for the rainy season whilst the dry season is being continued in 2011 to ensure that CFAP staff has effective knowledge as provided to strengthen its own extension's services to members organizations in the future. 12 monthly researches of market prices had been conducted by CFAP. The result of market prices researches had been disseminated only on CFAP website, however CFAP realizes that only networking organizations, CFAs/CBOs can get benefits from CFAP's website broadcasted whilst other members are less access to the internet. CFAP wishes to print leaflets, not only in the internet site in the future, this will ensure the possibility of all members of CFAP got information in hand, so that they can decide correctly with the shift of current market prices and demands. There are 9 CFAP staff members 'salary funded by **Agriterra**.

There are 6 small enterprises created and assisted by CFAP and its member organizations, these small enterprises produces baskets, mats, brooms and many other kinds of hand made products, mostly by rural women members. These groups also faced difficulties with capital to purchase raw materials to keep their work in a year round whilst they have very little and limited saved money in the groups and not enough for use of all members. With this regard, in 2010 CFAP got support assistance from the **Melania Foundation (Dutch women organization)** to those 6 small enterprises, handicraft activities and other VWAs, in 21 village women associations (VWAs) of 136 women members in Svay Rieng in order to alleviate their financial difficulties within the VWAs. CFAP would like to request a continuity of the Melania Foundation for coming years and help strengthening their capital to invest in rural women activities, savings and capacity building, so that they can participate actively in rural development with men in the rural areas. Those women group members are in the most difficulties of capital whilst they could not reach to the banks due to high rate and complicated processing of documents to get loan, therefore high loan will not balance their income and expenses at the moment, so that they still need assistance from external supports. They really need specific skills to implement their small scale enterprises, handicrafts in the villages. The activities of women groups are savings, use of a revolving fund, broom production, bamboo production and mat production, these are produced by hands. Due to lack of sufficient resources and little capital of the organization to purchase materials the organizations can not produce a year round as planned. Moreover, the produces need to improve quality of products for such variety of clients i.e. from household utilities to tourists' requirements. Amongst 60 village women associations, there are only 24 are active whilst others are poor and not capable enough to save and much depending on CFAP and only 21 got assistant support from Melania Foundation due to limited

resource. CFAP believes that other VWAs will also get access to opportunity from Melania in 2011 and other years to support the VWAs' small scale enterprises of rural women.



Women save and use a revolving fund to purchase raw materials for their small scale activities in the villages

Only 2 meetings of the board conducted in 2010 with 38 participants, 10 female due to lack of resources to support the participation and organization of the board meeting. The meeting aimed to strengthen the participation of member organizations in other province on added value and associative functioning of the organizations in FO base style.

### The saving capital of member organizations is as follow

	<b>Capital per member organization, 2010 In US\$</b>
1. Thnot Commune Farmers Association (TH-CFA)	: 1120
2. Svay Tayean Commune Farmers Association (STY-CFA)	: 280
3. Basc Commune Farmers Association (B-CFA)	: 840
4. Koy Trabek Commune Farmers Association (KTB-CFA)	: 80
5. Kampong Chamlang Commune Farmers Association (K.CH-CFA)	: 1793
6. Svay Chrum Commune Farmers Association S.CH-CFA)	: 1788
7. Porthreach Commune Farmers Association P.TH.R-CFA)	: 1400
8. Chek Commune Farmers Association (CH-CFA)	: 1878
9. Thlork Commune Farmers Association THL-CFA)	: 1392
10. The Family Economic Development Association FEDA, Kampong Chamlang	: 22660
11. Samakum Aphiwat Chamros Khum Svay Ang SACKS	: 7500
12. Integrated Development Association, CDA	: 7980
13. Sahakum Apivot Kasekam Phum Kantrean	: 3050
14. Samakum Raksmev Samakee	: 500
15. Sahak Kum Apivot Kaksekam "Thmey Samakee"	: 4980
16. Samakum Ponleu Kaksekor Thmey (PKT)	: 14463
<b>Total :</b>	<b>: <u>71,704</u></b>

### **x. CONCLUSION**

In term of strengthening membership-based organization, leadership skills, entrepreneurship and farmer field school (FFS), CFAP realizes that most member organizations feel aware of the associative functioning and added value of a membership-based style which members got benefits from the organization and mutual interaction. CFAP is delighted with the result under cooperation with SNV and mutual support of Agriterra to CFFAP to invest in the right policy with the FOs. We expect to have enlarged these activities to other member organizations in the future. This will help CFAP to make known of FO style better in the country and as a message to the public broadly and gradually. CFAP also disseminated the activities on website, media, TV and Radio at the national level for public news. However, the policies of FO are already good which reflect to the members, but member organizations still consider that as a member of CFAP, they expected some things from CFAP. This happens because FOs style is very new to the context of Cambodia, so the public, especially farmers do not understand clearly yet the difference between FOs and NGOs. Generally, the cooperation between SNV and CFAP focuses mainly on vegetable/crops improvement toward market and some specific training which does

not cover most activities of CFAP whilst the organization has a huge numbers of activities with members and member organizations. Moreover the burden of reaching strategic plans launched earlier, 2009-2013. At least, CFAP can cover the institutional cost of 50-60% by 2013 is moving forwards that need urgent assistance from current donors, especially Agriterra to transit, a quick win for farmers now request. In this regard, CFAP has to look for sufficient fund to push these difficulties by seeking for enough fund support from donors, especially Agriterra and the international banks during this transition period access to a self financing in the future. CFAP realizes clearly that to reach a self financing, it really takes times to reach the goal because the organization is not strong yet with finance and still depends much on external support to assist during a transition, together by creation of small scale business initiatives as well. CFAP also faces bad competition and challenges whilst NGOs still give some things freely and directly to their beneficiary members, not through the FOs, Cooperatives and or other types of FOs, especially in the target working areas of CFAP. Nevertheless, farmers understand more about FOs style now, but they are sometimes reluctant to stay longer with CFAP if they do not get any actual benefits in-hand because as a membership-based they need to pay an annual subscription fee, even though it is not much money (US\$0.50/yr per person or 4000Riles, local currency), but still questions of what in return they will get from a membership registration. CFAP needs to improve these during meetings with farmer leaders from member organizations, and giving them the advisory support, so that they can get aware to CFAP's policy clearer.

CFAP entered into a partnership with some international NGOs such as SNV and IDE and other local capacity builders (LCBs) under support from SNV, this is a good and new strategy of CFAP to overcome its difficulties and challenges to reach the strategic plan by the end of 2013.

IFAD got interesting to work with farmer organizations in Asia and the Pacific region and CFAP is a focal led farmer organization of IFAD MTCP project in Cambodia. However, this project aims to strengthen a networking of FOs in IFAD countries only with very limited fund for meetings, research and study, CFAP is not much satisfied with IFAD system to conduct this project and expected that IFAD MTCP project is high risk due to operational project management is complicated (see page 21 above from article i-vii).

Agriterra supported CFAP only a very small and very strict budget in 2010 whilst CFAP is in its most need of external support to fulfill its five years strategic planning 2009-2013. However, CFAP has survived and run its activities in a very hard way. Thus, the organization faces some problems such as loss of human resources, activities with member organizations and opportunities in 2010.

Due to lack of sufficient support to the expected activities as outlined in the project proposal, log-frame for 2010, thus some other activities did not implemented in 2010.

## **xi. RECOMMENDATION**

Agriterra is in the fourth year supporting CFAP, however the policies and procedures of Agriterra with farmer organizations are required to develop in order to response to the real needs of FOs, especially in developing countries where different kinds of requirements and solutions are required. Agriterra should set up any additional policy regarding facilities support to major FOs organizations or linking FOs with other donors, financial institutions that are able to support facilities procurements as a part of a so called joint-force project and can be a mutual interaction of benefits to find the most helpful methodologies to FOs partners to achieve their purposes with members toward a self-financing of at least institutional cost in the future. Network the FOs with banks is very important that Agriterra should also be considered.

Agriterra should work in close collaboration to lobby NGOs/donors in order to work with farmer organizations base; however NGOs/donors should not work directly with farmers that could make a big contrast/challenges and competition with FOs, except charity purposes. The added value of FOs, associative functioning should have been improved to FOs/POs leaders and their staff members in effective manners. CFAP would like to request Agriterra to continue strengthening its organizational institution in the years to come (during a transition period) to reach its goals in membership-base style in response to CFAP's five years strategic planning and FO style as outlined. The study visits, trainings inside and outside the country should have been considered to continue support according to the knowledge of farmers in Cambodia is limited, and to improve the awareness of farmer leaders, active farmers on the added value of FO style. The specific capacity building as required of staff members and

farmer leaders must be focused to invest, these will lead FO to influent and the public well. However, we would like to thank and give high value to the most effective intervention of Agriterra and the Dutch Ministry of Foreign Affair for support in helping poor farmers to improve their knowledge, participation, small scale business initiatives etc like in farmers in Cambodia which is in the most needs of external support.

The system of resource installment from Agriterra is also acceptable for 2 or 3 steps processing per project proposal, However, the first installment should have been increased up to around 60% because there may have more expenses at a start of the activities in every farmer organizations in developing countries. The transfer of fund is fine since Agriterra has a one or two week system after signing the official contract to allow and facilitate the partnership organizations with enough time to conduct the project and to avoid the schedule or calendar conflict of project operation. Agriterra should also prioritize any most urgent needs of the organization (FO client) regarding the project intervention in developing countries.

Base on the current and difficult situation in a transition period, CFAP needs Agriterra's continuity to support in 2011 onwards to transit CFAP in a positive and effective manner that can response to the self financing to meet the institutional cost by the end of 2013. Because CFAP is working directly with small scale farmers, rural poor farmer organizations, so that Agriterra should give high priority in term of finance and giving advisory support on specific requirements/trainings of CFAP. Agriterra should not restrict on financing to CFAP during the transition period because it is the most difficult stage of the organization, networking FOs with the financial institutions is one of the effective development of the developing countries.

## **xii. FINANCIAL REPORT**

Human resource:	USD 26160
Operational cost and logistics:	USD 10677
Materials/Miscellaneous:	USD 227.15
Activities:	USD 3104
Additional cost to the saving capital: (Strengthening of VWAs)	USD 6050
External audit for 2009:	USD 2000
Bank charges: (will appear in external audit)	
<b><u>Sub-Total:</u></b>	<b>USD 48,218.15</b>
Other projects	
IFAD MTCP project:	USD 27,146.17
<b><u>Sub-Total:</u></b>	<b>USD 27,146.17</b>
SNV (In kind):	USD 219,192.25
<b><u>Sub-Total:</u></b>	<b>USD 219,192.25</b>
<b><u>Total actual and in kind:</u></b>	<b><u>US\$ 294,556.57</u></b>

- Note: the deficit funding of the project has fallen on CFAP's staff members' advance payment and record, this will be able to reimburse unless CFAP gets resource assistance from donor to solve.
- Other disbursements not involved in the projects were not included and not also shown in the financial report as well.

- The financial statement including bank charge and management letter will be presented by the external audit report,

**Date:** 25 February, 2011

**City/Town:** Svay Rieng town

**Country:** Cambodia

**Reporter:** SOK Sotha, managing director

-----