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Cambodian Farmers' Association Federation of Agricultural Producers
(CFAP Cambodia)

REPORT

(ANNUAL NARRATIVE REPORT)

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Contents

i. PREFACE	Page: 4-5
ii. INTRODUCTION	Page: 5-6
iii. BASELINE	Page: 7-9
iv. RESULTS AND OUTREACH ACHIEVED IN REPORTING PERIOD	Page: 9-25
v. ADDITIONAL ACTIVITIES BY CFAP NOT RELATED TO THE PROJECT	Page: 25-26
vi. ACTIVITIES NOT UNDERTAKEN AS PLANNED	Page 26
vii. IMPLEMENTED FOLLOW UP TO ADVISORY SERVICES	Page: 26-31
viii. PLANNING OF NEXT PERIOD	Page: 31
ix. ATTACHMENTS/ANNEXES	Page: 32
Annex 1. Board and management team	
Annex 2: Database of members	
Annex 3: Logframe results Jan-Dec 2012	
Annex 4: Progress results on deliverables	
Annex 5: Story of a farmer	

Acronyms

AA	Assignment Agreement
Agriterra	The combination of Dutch rural people's organizations
A-Mtg	Annual Meeting
ASEAN	Association of South-East Asian Nations
BoD	Board of Director
CBO	Community Based Organization
CFA	Commune Farmers Association
CFAP	Cambodian Farmers' Association Federation of Agricultural Producers
CIEDC	Cambodia-India Entrepreneurship Development Centre
CMDG	Cambodian Millennium Development Goal
CPMT	Country Programme Management Team
Demo	Demonstration Farm
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
FFS	Farmers' Field School
FOs	Farmer organizations
GA	General Assembly
Govt'	Government
HH	Household
IFAD	International Fund for Agricultural Development
LCB	Local Capacity Builder
LoA	Letter of Agreement
MAFF	Ministry of Agriculture Forestry and Fisheries
MT	Marketing Team
MTCP	Medium Term Cooperation Programme
NGOs	Non Governmental Organization
PADEE	Project for Agricultural Development and Economic Empowerment
PDA	Provincial Department of Agriculture
PDRD	Provincial Department of Rural Development
PDWA	Provincial Department of Women Affair
PDWRAM	Provincial Department of Water Resource and Meteorology
SG	Saving Group
SMI	Small and Medium Enterprises
SNV	Netherlands Development Organization
SP	Strategic Plan
SRI	System of Rice Intensification
TM	Technical Meeting
VGs	Vegetable Groups

i. PREFACE

The Cambodian Farmers' Association Federation of Agricultural Producers (CFAP) is a combination of small rural producer organizations base and cooperatives (non-governmental organization) working directly with small rural farmers/producers groups in response to a part of poverty reduction and food security programme through improvement of productivities of small scale farmers in small scale business initiatives for the rural poor. CFAP works to promote the sustainable food security of people through agricultural development in the rural areas and help alleviation of the difficulties of rural poor farmers/producers through the rural economical developments initiatives of farmer families in *trainings, agricultural productive improvement for hh consumption and market demands, use of a revolving fund, rural economic initiatives* and *dissemination* in collaboration with donors/partners, Banks/MFIs and other relevant stakeholders/institutions in development. CFAP expects that the PO/FO members reach the purposes effectively in governing structure of FO base style, thus it is time to start the right step from now on. CFAP wishes to see the long run of farmers' organizations base with self financing in the future. The capacity of FO members (associations, community base organisations and cooperatives) will gain accordingly base on the current support especially Agriterra. Other donors/partners also help strengthening network in good interaction to make things achieved, building specific skills to staff members of CFAP herself and FO members, thus they become experts in places, use of a revolving fund etc, therefore they can extend proper services to members directly by themselves. This will also help enhancing the social culture of people without any form of serious discrimination in a 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 rural and poor people, *"experiencing from food shortage to food sufficiency and food producing for households' consumption to food producing for market demands and well organized of farmers' products system from farm gates to markets"*.

For Board and staff member list, see *annex 1*.

CFAP is a member-led organization aims to become a self-financing organisation through the provision of high-quality and professional services to its members in advisory services, trainings, productivity improvement for market supplies, use of a revolving fund (savings/credit), marketing, strengthening/scaling up of producers' groups and networking which in return members pay a membership fee annually to CFAP. There are 17 farmers' organizations registered as member of CFAP in 4 provinces (Svay Rieng, Prey Veng, Kampong Speu and Kandal) during this period of report. CFAP has a total of 8,579 household members from 117 villages and 939 producing groups. Through these households members CFAP currently targets 34,640 individuals, out of which 18,012 are female (52%) base on criteria and reformulation of group members' registration, we focused on active farmers members. For database of members, see *Annex 2*. Females are particularly active in CFAP's projects where they take over important roles such as group leaders and oversight of group activities.

CFAP is currently supported mainly in this effort by Agriterra, Rabobank foundation, and SNV while IFAD (MTCP) supports in networking with other FOs those are not members in the countries. SNV is a partner in development of small household cash crop (SHCC), help strengthening the capacity of CFAP staff members in leadership, entrepreneurship and agricultural technical skills, and lately on climate changes as well (wind pump and Rovai pump). SNV entered into MoU cooperation with CFAP for a period of three years (2010-2012), this will ensure that CFAP's capacity is highly qualitative to give services effectively to member organizations. So far, SNV & CFAP signed letters of assignment agreement accordingly base on actual progress requirements of CFAP's members organisations to further establishment of FFS (on-site training), leadership strengthening of FOs

members' leaders and CFAP staff members through coaching methodology and M&E in a joining development and collaboration in 2012, then CFAP its self will extend training services to scale up at least 250 producing groups plus 50 demos, and more base on the successful experiment in a period of project implementation for coming years. The objective of cooperation between CFAP and SNV also aims to improve market systems, building the capacity of CFAP staff members involved in agricultural technical skills i.e. vegetable, cross village workshop, farmers contest, M&E and some other activities as a complementary with support from Agritererra to make all plans achieved. This will allow rural poor farmers/members to get real opportunity in order to increase their income and employment. This will help strengthening the civil society/community, thus to contribute in poverty reduction largely in rural areas with strong base for the rural poor. SNV continues under taking to help in Leadership development; Business management, planning and Value chain development to CFAP staff members and farmer leaders. CFAP expects that its staff members will be capable and use gained knowledge, experience and skills in a professional manner to give direct services by its own to members both now and in the future.

Rabobank foundation support CFAP in both loan/grant to strengthen productivity of small farmers/producers get access to market. Funding for the proposed action would fast track this process and builds the capacity of FOs base. Small rural and poor farmers/producers get opportunity to invest on their farm lands with increased capital to enlarge their farming activities because they get direct advisory support from CFAP staff members in term of technical knowledge, production planning, business planning, marketing planning and some other involved skills etc to sustain their farming activities successfully.

The MAFF has drafted the cooperative law and under processing to the council of ministers for review before sending to the national assembly to enact while some communities have already conducted base on constitution, article no. 42 and the Royal Decree on Agricultural Development Community "Sahakum Apiwat Kasekam" which the activities in cooperative manner, association base style (membership base organisation), nevertheless still old Cambodian people and some politicians who are very new in cooperatives, therefore the farmers' base organizations are reluctant to recognise the roles of cooperatives and the farmers' organisations base because they used to have bad experiences during the Pol Pot regime which the cooperatives did not serve any interests of farmers/members, but it served only the interests of the state (1975-1979).

ii. INTRODUCTION

The programme was mainly funded by Agritererra to CFAP as a membership base organization in improving of products of small farmers/producers, organizational strengthening, capacity building and planning of small rural business initiatives to CFAP staff members, farmer leaders and small producers' groups as members in cooperation with SNV in Cambodia. Agritererra provides support in business initiatives of small farmers/producers to achieve the objectives of 1). Improve production of vegetables and rice, 2). Improve access to markets of vegetable and rice producers, 3). Business development and investment planning, and 4). Organizational strengthening and capacity building. CFAP is responsible for execution of this project activity.

The member organizations will get direct benefits from this project; especially the associative functioning and ways forward self financing of FOs base, however it take times, but it is good to start by today for tomorrow. CFAP foresees that this project will help improving members' living standard through various and interactual activities, especially the improvement of vegetable productivity, poultries productivity, knowledge base scaling up, small scale business initiatives, agro-ecology, agriculture and non-agriculture through this project intervention jointly with the use of a revolving fund activity saved by individual member within their own organizations/communities, and cooperatives

toward a sustainable manner with feasibility. Even if the saved fund of members is in small amount or limited, but it expresses an obligation of members and their commitment when registered as a member of the organizations, and to ensure that farmers/members get aware the added value of using a revolving fund to serve the interest of their own organisations for long run by members themselves.

CFAP needs to quickly provide the high professional services to its members now request. Thus, members in turn will also transfer their received knowledge to extend services to the individual producing group members with quality. 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 could have at least two contracts with large vegetable buyers, which will help provide certainty both to CFAP and participating farmers. 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 year project period base on MoU between CFAP and SNV, moreover the producing members expect to scale up more producers for sale on market in coming years (*Tentatively phase 2 of the project*).

This project is to disseminate, develop and the same time serve the sakes of small farmers/producers to get them organised more and more which in response to CFAP's policy and strategy of strengthening the membership base organization in the country, so that farmers themselves have the organization of their own, doing by their own and benefiting for their own and the society.

At the same time, CFAP had also strengthened the added value of a membership base organization that can play the main roles to serve the interests of members directly for long run through a regular meeting of the board at CFAP central office once every six month (2times/yr), given further advisory support through CFAP's staff members' missions which has been facilitated directly by the managing director of CFAP and his management team member and relevant field managers due to most need of board for help building the capacity of CFA/CBO&Coop as members at the current stage. The project focuses on socio-economically vulnerable and pro-poor people in communities including the widows with many children in their burden households, demobilized soldiers, handicapped people, elderly and young men/women, household headed-women and families with many children with respect to our criteria for those who grow vegetable, rice and other crops as well as poultries rearing for hh consumption and sale. When farmers wish to register as group members, therefore it required them to follow the critical criteria as approved by their respective organisation, this will ensure that members can sustain long time with the organisations, moreover they are clear about entering into group members before they decided to register as a member.

The project aims to improve livelihood of member farmers through rural economic activities in vegetable and rice production and marketing i.e. 1). Improve production of vegetables, rice and some other two commodities (poultries and handicraft of women groups) if only resources are available. 2). Improve access to markets of vegetable and rice producers. 3). Business development and investment planning. 4). Organizational strengthening and capacity building and 5). Giving advisory support and facilitate to strengthen member organizations for long run (this is not included in the project proposal and budget which is additional task/duty of CFAP to serve the interests of member organizations).

iii. BASELINE

Situation before the project started:

Farmers face lots of challenges such as limited production capacity due to lack of technical and processing skills, lack of access to information, little access to water for farming activities, weakness in water management/use, weakness in pest and diseases control, no access to good seeds/fertilizer and agri-tools, Limited marketing of local produces due to limited access to markets for sale in a regular basis of products of small rural producers, Limited sale of local produces on markets, Local produces are not known to traders and other new clients, No access to market information and market demands of produces daily, weekly, monthly and seasonally, especially the existing opportunities such as Khmer New Year's Day, Lunar New Year's Day and Pchum Ben Festival Day etc, Knowledge and skills in marketing are very limited and need to train to CFAP staff members and CFA/CBO leaders for implementation in place, Limited business development due to lack of entrepreneurial skill, Lack of investment funds and working capital to initiate businesses to serve the interests of members in place, Networking system between small rural producers, traders and suppliers or sellers are limited and not well organized yet, CFAP has limited human resources (staff) to assist member organizations due to large assistance requirements of member organizations to CFAP for help facilitation, giving advisory support and improving their organizational capacity. The follow up, members do not pay annual membership fee regularly due to limited services of CFAP to members and much expectation of members' organisations to CFAP when registered, moreover there is competition with NGOs due to free of charge to their beneficiaries, Almost all FOs members do not have computers to operate their daily work, so that their work is too slow and also could not access to internet at office as well. Most committee members of member organizations work in a volunteer basis due to lack of knowledge and innovation to generate income to reach self-supporting of their organization in the future and depending much on external support, Farmers/producers lack of technical manual protocols to assist their producing activities such as technical rice growing, technical vegetable growing, technical poultries rearing, saving principles /using a revolving fund and handicraft improvement. Limited access to loan services from the MFI/Bank with low interest rate, Weak organizational capacity at CFAP and FO members (CFA/CBO&Coop) level, due to no expertise in marketing and business development, still limited functioning of CFAP as a farmers' organization, and weak data recording on production and marketing. Migration of young men and women from the villages to find non-agricultural jobs in the cities will become big problems of the agricultural labor of small farmers in rural Cambodia in the future. Thus improving agricultural productivity in places toward economic initiatives are very important, and now request.

At start of project, baseline data for production and sales were as follows:

Average	2011			
	Vegetable	Rice	Poultries	Handicraft
Production per crop/ha/year/hh	1166.5Kg	2200Kg	10Kg	195Set
Sales volume for 2 crops/ha/year/hh	2333Kg	660Kg	30Kg	2340Set
Income from sales per volume unit per year/hh	3,499,500K HR	693,000KHR	240,000KHR	3,042,000KHR
Total				

Summary results of previous project period (2011):

1- Improved production of vegetables and rice

- 283 farmer/producer groups have been reorganized (7-10 producer members per group). In total 2816 farmers (1673 male and 1143 female). For 75 groups (777 members which 269 female) the group leader were elected.
- 15 Vegetable demonstration plots have been established.
- 777 farmers (75 groups) got on-site training on vegetable production (specific training from theory, practice to harvest for sale on market).
- 1000 production plans were prepared
- 250 saving groups got training on saving principles and use of a revolving fund within farmers' organisations (2565 farmers of which 1423 male and 1142 female)
- 3500 booklets with saving principles were produced for delivery to members (not yet distributed to members)
- 10,000 booklets with production technology for vegetables were produced (not yet distributed to members)
- 5,000 booklets of Technical Rice Growing (SRI) technique were produced (not yet distributed to members)

2- Improved market access

- Studied target places for establishment of collection sites
- 12 CFA/CBO started to conduct market surveys 2 times a week. Information is presented on information board in village, mostly in front of CFAs/CBOs&Coops office.
- 10,000 recording books were produced, of which 1500 were distributed to farmers. In these books farmers register their income and expenses.

3- Business development and investment planning

No results.

4- Organisational capacity building

No results.

Results with respect to targets

	baseline	PLAN 2011	REAL 2011
Deliverable 05. Membership base			
T2-local groups established or strengthened (number)	0	75	75
Deliverable 13. Farmers' access to resources			
T3-organisation cooperates with financial service providers (y/n)	n	n	n
T4 - number of groups participating in saving & credit activities (number)	0	75	52
Deliverable 14. Farmers' access to inputs			
T2-members with improved farming techniques (number)	0	1050	777
T2-members with improved farming techniques (% of total membership involved in project)	0%	30%	22%

T5 - members participating in Farmer Field Schools/demonstration farms (% of total members involved in project)	0%	30%	22%
T6 - members receiving better inputs (number)	0	315	0
T6 - members receiving better inputs (% of tot members involved in project)	0%	9%	0%
Deliverable 16. Marketing			
T5 - number of linkages (trade agreements) with market outlet (number)	0	0	0
T3-access to market information (y/n)	n	y	y

After the first year project implementation (2011), production and sales data were as follows (data collected from income and expense recording by farmers):

Average	End 2011			
	Vegetable	Rice	Poulties	Handicraft
Production per ha/year/hh	3500Kg	4,500Kg	13Kg	200Set
Sales volume for 2 crops/ha/year/hh	7000Kg	2,250Kg	39Kg	2400Set
Income from sales per volume unit per year/hh	10,500,000KHR	2,362,500KHR	546,000KHR	3,600,000KHR
Grand Total				

iv. RESULTS AND OUTREACH ACHIEVED IN REPORTING PERIOD



Following the sub-contract agreement between CFAP with CFAs/CBOs&Coops as members to pilot whether members' organisations are able to manage the project and given planned activities, however CFAP plays important roles to follow up, coach and advise them accordingly base on actual working plans agreed between CFAP and the members' organisations. This will allow CFAP to have sufficient times to follow up the strategic plans as outlined to strengthen members' organisations effectively through trainings and facilitation to ensure that they are capable to carry out the project by themselves with less facilitation from CFAP in the future. To do so, CFAP

has assigned field' officers (agriculture, marketing, saving/use of a revolving fund, and finance) in cooperate with assigned staff members of CFAP to work in strengthening her members' organisations (associations, community base organisations and coops). CFAP has conducted the mission to follow up and give further advisory support on financial and organisational management, agricultural technical protocols, marketing orientation, use of a revolving fund and verious challenges to all member organizations in the four provinces (Svay Rieng, Prey Veng, Kandal and Kampong Speu). The mission made by all staff members who were assigned to be responsible for each member's organisation in a

permanent basis. As a result, FOs' members committed strongly to the outlined activities and expression of their moving forward to reach the expected outputs.

1. Improved production of vegetables and rice

Strengthening of farmer groups

306 groups amongst 939 groups in 4 provinces (Svay Rieng, Prey Veng, Kandal and Kampong Speu) have re-organized, thus new leaders were also elected i.e. 109 vegetable groups, 105 rice producer groups, 87 chicken rearing groups and 5 small bamboo handicraft enterprises. Now the groups are functioning in producing for hh consumption and sale.

Demonstration sites



50 vegetable and rice demonstration sites have been established in this reporting period. There are 33 sites for vegetable production and other 17 sites for rice production.

SNV comes into another assignment agreement (AA) which focuses on refreshment of some FFSs with practical CFAs/CBOs&Coops as members of CFAP to make them specialised in new agricultural technical protocols, getting access to market and entrepreneurial skills into field school, trader linkage days before harvest. For the 3rd quarter of the year SNV also supported in promotion on crops/vegetable production through water storage and supply system enhancement. The project aims to

enhance small farmers/producers to grow vegetable for year round by using appropriate water storage, supply system and reducing farmers' expenses for diesel use to irrigate crops and improving farming households' income. Another project focused on rice production enhancement through wind pump water supply system, this project aims to improve livelihood of small farmers' households as producer members through rice production enhancement by using the wind pump for water supply, reduce underground water pumping, reduce the high expenses diesel cost and contribute to sustainable water resource management in CFAP working areas where there is potential for rice production. As a result, 2 wind pumps and 10 Rovai pumps are established. At least, the wind pump can cover 4ha of paddy rice field to produce paddy rice of 36 tons per year; moreover it could save about US\$1200 per year for expenses on diesel for pumping machine and without threats to the environment as well. Farmers and the local authorities got high impression to this initiative.



Mid year project implementation (2012), production and sales data were as follows (data collected from income and expense recording by farmers):

Average	Mid 2012			
	Vegetable	Rice	Poulties	Handicraft
Production per crop/ha/year/hh	3575Kg	3,750Kg	25.5Kg	225Set
Sales volume for 2 crops/ha/year/hh	7150Kg	5,250Kg	76.5Kg	2700Set
Income from sales per volume unit per year/hh	10,725,000KHR	5,512,500KHR	918,000KHR	5,400,000KHR
Grand Total				

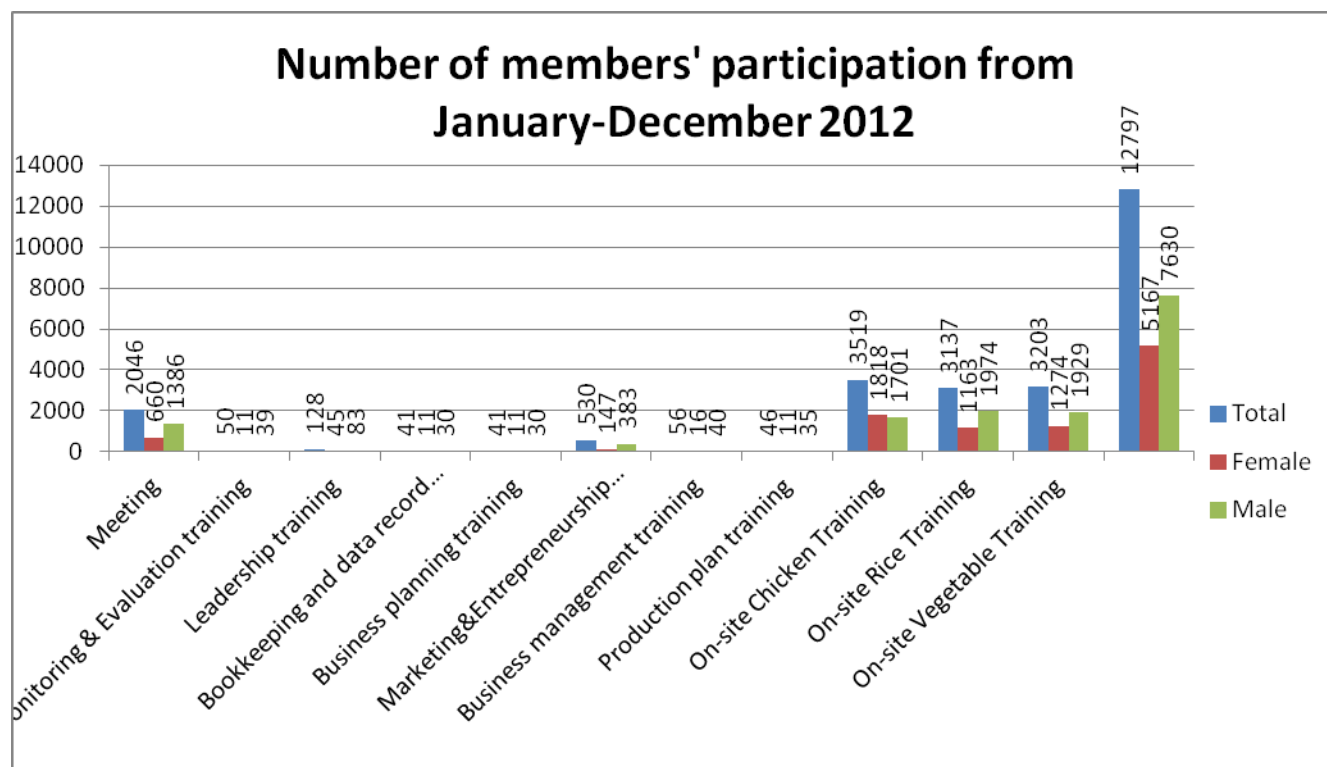
Technical trainings



3022 farmers excluded the committee/staff members of member organisations received training/strengthening in vegetable, rice, poultries and handmade production directly by CFAP, amongst those 1190 are female (each farmer participated in 3-5 times/cycle of onsite training). They participated in the on-site trainings, therefore they gained knowledge in vegetable, rice, poultries and handmade production for improvement their producing capacity in year round.

With support from SNV, since January to December 2012, there were 119 multi-on-site trainings started which is equal to 595 training sessions in places amongst the 306 on-site trainings or 1530 sessions. There were 2508 trainees/participants, 1012 females participated in the on-site trainings on vegetable production. Amongst the 119 multi on-site trainings, we divided into 3 major trainings i.e. 23 on site trainings on vegetable production or 115 training sessions, 18 on site training on vegetable production (demo) or 90 training sessions, and 78 on-site trainings on poultries rearing (chicken) or 390 training sessions conducted for the whole cycle of each production. There are slightly differences between normal on-site training and demo on-site training i.e. the on-site training, we refer to any places in the villages selected with respect to the agreed selection criteria while Demo we need to follow the special criteria which they should be in nearby main roads, situate in the centre of the villages, larger land plot, the owner is willing to share experiences to other farmers, villagers and visitors to the Demo etc. Through this specific and actual on site trainings, we believe strongly that farmers/members get real and practical knowledge to do their farming better than before, moreover the committee members and or staff members from each members' organisation will also become expert in giving extension services in new agricultural technical protocols to their producers' group members as well in the future.

Data base of members' participation to the training activities which exclusion of the total farmers/ members of CFAP



Production plans

There are 1,000 production plans were already produced and delivered to 306 producer group members for use and or re-adjustment base on their actual activities as needed. In 2012 onward, production plan is ones of the prioritised activities to strengthen and scale up, not only re-organised groups, but also existing groups as well. Generally, the production plans are updated once per year, however CFAs/CBOs&Coops and producers' groups themselves could adjust based on actual needs if there is any changes base on real market demands

On basis of market surveys the activities had been done, the results of research/studies have presented on information board where the required information was shown in front of CFA/CBO&Coops' office at their respective areas (only 12 FOs amongst 17 FOs conducted so far), this helps rural farmers find it easy to get on time information, therefore they could prepare correctly seasonally of producing calendar base on market demands.

Input supply contracts

Up to date, CFAP has not come into a contract with any inputs suppliers to provide the whole sale of agri-tools/materials/inputs to CFAP or its members' organisations, even if we have studied several companies so far in the country, only verbal agreement was followed with inputs suppliers to buy their inputs which is available to pay in cash and credit. base on our efforts we believe to come into a contract with at least one supplier by next year. However, iDE sell inputs to CFAP in a normal basis, even without a contract. In term of signing contracts with inputs suppliers, it required us to get all required and sufficient information, thus it make us confident before starting into official agreement because we need to cooperate for long term. iDE already provided cooperation with CFAP for sale of vegetable seeds, agricultural lame, plastic mulch, fertilizer and some other agri-tools for CFAP following accordingly by negotiation, thus we could get a price for whole sale. 94 producing groups or 31% of the total 306 groups got access to better quality inputs for sale on markets. However, not all members applied completely technical protocols because it costs them higher than normal practices

which the poorest farmers were not able to reach afford, thus they do followed parts of the main points which are available for them. With this regard, CFAP tried her best to make them approached by means of using existing resources found in the villages.

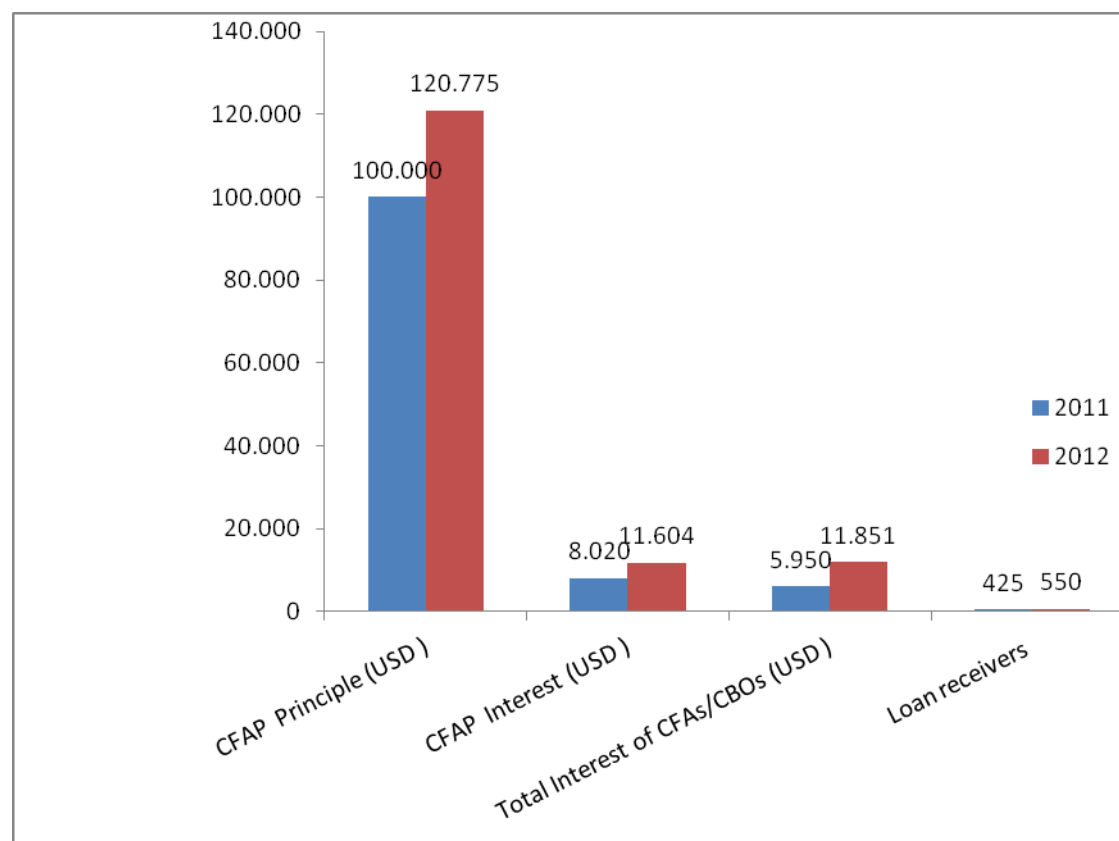
Saving groups

Saving groups: no specific trainings on saving principles (use of a revolving fund) this year, however, members gained from 425, which 180 females to 550 members (22%) which 229 female joined in 132 group members in 2012, however not all members got access to credit due to limited resources at CFAP. Base on a sign of success in use of a revolving fund/credit of CFAP with farmers/members, thus the organisation will increase more members in coming years.

CFAP has developed the principles of savings/loan and use of a revolving fund in credit portfolio, this will ensure that member organizations can manage their existing credit system/use of a revolving fund with members effectively, thus it could help preventing risks as well with qualitative documents for their daily work operation. Only 14 (out of the 17) CFAs/CBOs&Coops in reporting period get access to loan from CFAP while some others are required to get ready in term of proper technical requirements. Even though, the startup capital of members is too small and not enough to serve the real demands of members' requirements, but it could express their willingness to join in saving within their organisations and it is a sign of good start to express the way of what a membership base organisation style is doing to serve the benefits of their members and their own organisation with feasibility for long run.

Loan/credit analysis, see table below:

Table 1:



Extension booklets

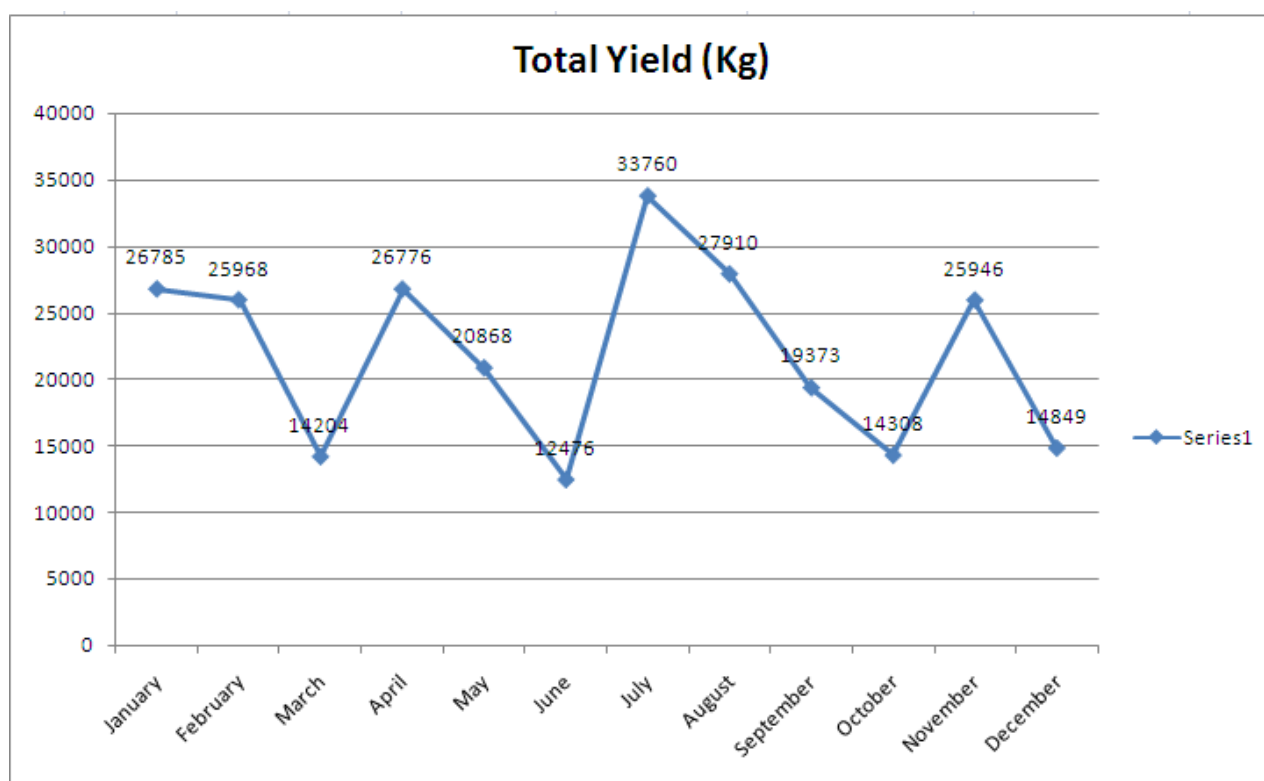
Various documents were prepared and printed out for delivering to producer group members as follow:

#	Types of documents	Planned amount (copies)	Printed amount (copies)	Distribution to group members (copies)				Remained	Remarks
				1 st	2 nd	3 rd	4 th		
1	Income and expense recording book	10000	10000	1400	1900	.00	2768	3932	
2	Saving principals	3500	3500	.00	.00	.00	2768	732	
3	Technical vegetable growing book	5000	10000	.00	1700	.00	955	7345	
4	Technical rice growing book	10000	5000	.00	.00	1000	932	3068	
5	Production plans	.00	1000	.00	696	.00	.00	304	
6	Poster	.00	10000	3000	2000	200	.00	4800	
7	Leaflets	.00	2000	.00	.00	.00	950	1050	
Total		28,500	41,500	4400	6296	1200	8373	21,231	

Note to remarks: *all remained documents are expected to distribute to producer group members by 2013.*

Database Aggregation of Vegetable Production from all 17 FOs members (Jan-Dec 2012)

Table 1:



An overview of production and sales data over the project is given under paragraph 2.

2. Improved market access

Collection points

During this reporting period, we established 15 collection points, they were supplied with some small starting up materials such as scale (weighing machine), booking shelf, plastic mulch, agrilame, fertilizer, and seeds, amongst the 15 sites, 4 sites are in good operation to provide sale services to producers/members directly in their working areas which their members never had this style before. Please see table below for more info of supplied materials:

Table 2:

No	Description	Unit	Purchased price/unit	Sold price/unit	Total sale/collection site (in average)			Remarks
					Qty	Amount	Profit	
1.	Cucumber seed code#123	pcs	\$2.21	\$2.50	19	\$47.50	\$5.51	
2.	EggPlant seed code#5g	pcs	\$1.58	\$1.88	0.5	\$0.94	\$0.15	
3.	Cucumber seed code#331	pcs	\$2.00	\$2.25	10.5	\$23.63	\$2.63	
4.	Ridgegourd seed code#20g	pcs	\$0.74	\$1.00	8	\$8.00	\$2.08	
5.	Bittergourd seed	pcs	\$2.69	\$3.00	3.25	\$9.75	\$1.01	

	code#							
6.	Stringbean seed code#50g TN301	pcs	\$0.95	\$1.13	8.5	\$9.61	\$1.53	
7.	Winter melon seed code#20g	pcs	\$0.79	\$1.00	5.75	\$5.75	\$1.21	
8.	Kangkong seed code#1kg	pcs	\$3.15	\$3.38	1	\$3.38	\$0.23	
9.	Spiny plant seed (cinnamon) code#50g	pcs	\$0.49	\$0.75	0	\$0.00	\$0.00	
10.	Lettuce seed	pcs	\$0.90	\$1.25	2.25	\$2.81	\$0.79	
11.	Plastic mulch (400m/role)	m	\$0.07	\$0.09	788.5	\$69.39	\$14.19	
12.	Agri-lime (30Kg/bag)	kg	\$0.28	\$0.30	35.42 5	\$10.63	\$0.71	
13.	Fertilizer (Phillipine)	bag	\$29.00	\$30.00	6.25	\$187.50	\$6.25	
14.	Fertilizer (four colors)	bag	\$31.00	\$32.50	7.5	\$243.75	\$11.25	
15.	Fertilizer FDP (20Kg/bag)	kg	\$0.96	\$1.00	32.62 5	\$32.63	\$1.31	
16.	Oxym (bacteria protection)	pcs	\$0.58	\$0.70	6.25	\$4.38	\$0.75	
17.	Oxym (flour) (bacteria protection)	pcs	\$9.19	\$9.50	0.25	\$2.38	\$0.08	
18.	Sedtey (chemical)	pcs	\$3.00	\$3.50	3.5	\$12.25	\$1.75	
19.	Dum-seeder	unit	\$47.00	\$50.00	0.5	\$25.00	\$1.50	
Total						\$699.25	\$52.91	

According to limited capital and knowledge of members and members' organizations, CFAP has planned to generate opportunity for them to mobilize resources from the project support to create small economic initiatives such as collection sites for CFA/CBO&Coop where they are potential for farming activities. These collection sites play as a small business center between farmers, traders, clients etc at the village/commune level. There were 15 collection sites targeted and mapped in 17 CFAs/CBOs&Coops in 4 provinces, now 15 sites have already e-quipped with working documents and some materials for use in the start up activities. Amongst the 15 sites, 4 of them have already operated to give services to members i.e. selling of good vegetable seeds, plastic mulch, agri-lime, fertilizers, pesticides etc for producers/members directly and regularly, more members now like buying inputs from the collection sites and the price is suitable for them i.e. it is closer to their houses compared to far away district/provincial markets, thus they decided not to travel to distance markets, however quality must be considered highly to sustain the clients. The collection sites also sell some other agri-tools as required by small farmers/members (see table above), however the location is another challenge which the organisations lack of sufficient resources to build a separate place from the house of the committee members, most FOs do not have their own office yet.

Trade contracts

We have studied with two traders and 40 targets (restaurants, hotels and entertainment places in Bavet border between Cambodia and Vietnam). However, there is no official contract yet, only verbal agreement between few FOs members with those focal traders to come and collect produces at the sites/farm gates. The study/research data base had already been done to map the target markets of CFAP in the future. There were 40 restaurants, shops and entertainment places in Svay Rieng and Bavet conducted during the study/research.

CFAP has cooperated with few traders such as the Svay Rieng Agro-product Cooperative (SAC) and 2 other traders in Svay Rieng (Vealyon market) who supplies vegetable to markets in Phnom Penh. Moreover, the RIKUYO, Japanese company was also contacted. During the start up activities and initiative stage, CFAP needs to be ready and well prepared to supply for this company or others, thus CFAP exactly requires to build sufficient knowledge of its staff and members in product processing, packaging, and transportation etc, therefore it takes times to further development the capacity of CFAP in marketing and processing. It also requires the organisation to pilot its own shops for own experiments as well as to attract clients, therefore we can make it more feasible.

CFAP has further developed a business and marketing plan called *Effective Farmer Market Initiatives* (EFMI), now finalised and expected to be operated in 2013 onward. This aims to combine the local producers of CFAP's members at collection sites for supplying to the planned target markets/clients at provincial level and national level in Phnom Penh. The marketing and business plan has already prepared with final review and improvement by CFAP's head of management unit, however this is required to further consultation with experts/advisors, especially AgiPoolers. Base on the MoU between CFAP and SNV, we planned to have around 1000kg of vegetables per day by the end of 2012 and more in coming years through a scaling up methodology of the organisation year to year, thus we can supply to the target markets as planned in a regular basis.

Please see on page 13 (table 1 above)

Market surveys

12 CFAs/CBOs&Coops conducted marketing prices survey 2 days per week (Monday and Saturday) in their nearby markets. Database is collected by the CFAs/CBOs&Coops under facilitation from CFAP staff member who has been assigned to work with them. The final database is produced by CFAP once every three month (quarterly). Base on result of the survey, the prices of vegetable were fluctuated daily, even between early morning and late afternoon, working days (Mon-Fri) and Weekend days (Sat-Sun), rainy season and dry season. Normally, in the morning of all day and dry season the prices are higher compared to afternoon and rainy season.

Result of market prices research/study is available at FOs' info board in front of their offices, and also presente on CFAP's website.

In order to get close access of small rural farmers/producers to market demands of local produces daily and seasonally, CFAP has conducted the market study/research which focuses mainly on prices of the most daily required items of produces to make a database of market information to present especially to farmers/producers as members of the CFAs/CBOs&Coops to get them informed of current market prices and demands. 12 CFAs/CBOs&Coops are on-going to implement this activity; those are 1).CFA-Svay Chrum, 2).CFA-Basac, 3).CFA-Chek, 4).CFA-Porthireach, 5).CFA-Thlork, 6).CFA-Thnot, 7).CFA-SvayTayean, 8).Kantrean, 9).PKT, 10).LCK, 11).SACKS and 12).THMEY SAMAKEE Association. Rural farmers/members could find it easy to get on time information for their advanced preparation seasonally of producing calendar. Information collected by CFAs/CBOs&Coops

with advanced research/study documents have been aggregated and produced by CFAP, this is very helpful to the farmers.

Market information present to members weekly at CFA/CBO level (*on their information board*) in front of CFAs/CBOs offices, however not all CFAs/CBOs get this support, only 12 CFAs/CBOs were supported but it is a start, therefore farmers can get access to market info on time by just having a look at their organization office. In term of technology, CFAP think of using the SMS via cell phone in local language is the most important option, but it costs money. These strategic activities will reflect clearly to the rural economic growth and potential economic initiatives for farmers' organizations and coops toward feasible sustainability in the future.

The planned telephone desk has not become operational. It is the behavior of rural farmers, normally not calling out to ask for information, even though we open for them or they are very shy/reluctant to call us and ask for info. However, the CFAs/CBOs&Coops themselves did 2times/week regularly. We think of another additional option to send them by SMS through their cell phone next activities.

Aggregation of production, income and expense data

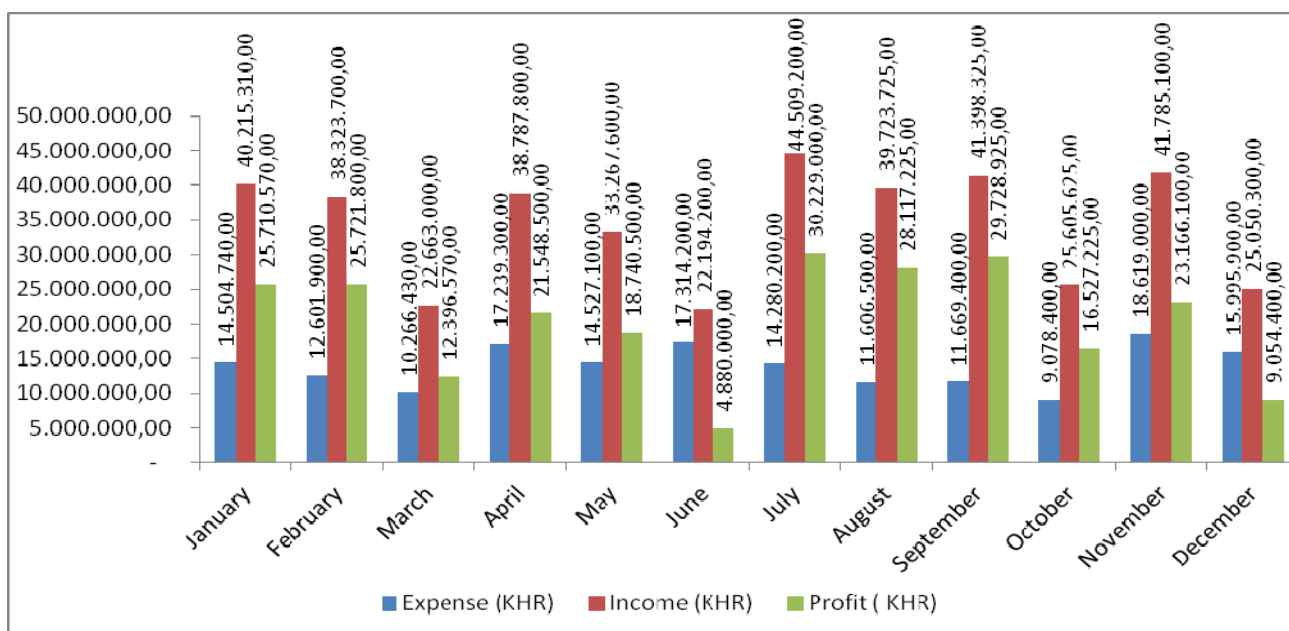
17 FOs members have installed/computerized the database on production and incomes/expenses of members.

So far, CFAP had produced database format form to collect income and expenses of the individuals, group members and at the CFA/CBO&Coop level. In turn, the members' organisations made an aggregation database first at the CFA/CBO&Coop level. The aggregation for this time focuses mainly on vegetable production, all 17 CFAs/CBOs&Coops involved in this activity is under facilitation from CFAP's head of management and conducted by staff members who were assigned to work directly with members and their organisations. Other additional items might be considered to register in next version.

Database for aggregation of production has already conducted at CFAs/CBOs&Coops level which focused mainly on vegetable production. The aggregation at CFAP level had also been done. CFAP however needs to develop/register the most required items for database analysis in details through the strengthening of the recording book utilization of small farmers/producers regularly. This will ensure the aggregation is qualitative, not only quantitative.

Database Aggregation of Vegetable Production from all 17 FOs members (Jan-Dec 2012)

Table 3:



Over the project implementation (2012), production and sales data were as follows (data collected from income and expense recording by farmers):

Table 4:

Vegetables			
	Baseline	End 2011	End 2012
Production per 2 crops/ha/year/hh (in kg) (as normally there are two crops/yr)	2333Kg	7000Kg	7170Kg
Sales volume for 2 crops/ha/year/hh (in kg)	2333Kg	7000Kg	7170Kg
Income from sales per volume unit per year/hh (in KHR)	3,499,500KHR	10,500,000KHR	10,755,000KHR
Rice			
Production per ha/year/hh (in kg)	4400Kg (2200 x 2)	9000Kg (4500 x 2)	7514Kg (3757 x 2)
Sales volume for 2 crops/ha/year/hh (in kg)	660Kg (15%)	2250Kg (25%)	5260Kg (70%)
Income from sales per volume unit per year/hh (in KHR)	693,000KHR	2,362,500KHR	5,523,000KHR
Poultry			
Production per ha/year/hh (in kg)	10Kg	13Kg	27Kg
Sales volume for 2	30Kg	39Kg	81Kg

crops/ha/year/hh (in kg)			
Income from sales per volume unit per year/hh (in KHR)	240,000KHR	546,000KHR	972,000KHR
Handicraft			
Production per ha/year/hh (in kg)	195Set	200Set	229Set
Sales volume /ha/year/hh (in kg)	2340Set	2400Set	2748Set
Income from sales per volume unit per year/hh (in KHR)	3,042,000KHR	3,600,000KHR	5,496,000KHR
TOTAL production/hh/yr			
TOTAL income/hh/yr	7,474,500KHR		11,991,000KHR
	100%		160%



3. Business development and investment planning

The business planning trainings for CFA/CBO leaders/affiliate staff members were conducted by CFAP in collaboration with expertise from outside on 22-23 November 2012; there were 41 participants, 11 female included CFAP staff members participated in the specific training courses. The training contents consisted of a). What is the business planning?, b). Internal factor, c). External factor, d). Cycle of business plan, e). Exercising with many other relevant modules/documents included producing calendar. Two participants (a leader and vice leader) from 17 members' organisations were invited to the

training courses. In response to current and urgent needs of farmers members therefore CFAP had communicated with Rabobank for a low/zero rate of at least 3 years more, thus it allows CFAP and its member organisations with sufficient times to process work effectively with small producer members for long run.

4. Organisational capacity building

As the farmers' organisations base, the committees, staff members and group leaders who are considered as the organizational driven should be qualified enough in term of knowledge and skills base to extend/give direct services with quality to producer members, therefore various training activities were conducted to strengthen their capacity. CFAP believes that its FOs members get better understanding the added values of FOs base style, thus they can play mutual and beneficial interaction between FOs and their members. There are 17 FOs members; two participants per organisation were invited to join in following trainings.

1). Leadership

There was a specific training course on leading of FO base style provided to all 17 members' organisations in 4 provinces; the training was conducted on 18-19 October 2012. There are 39 participants, 10 female. The training modules were prepared specifically for actual leading of a farmer

organisation base with respect to the context of farmers in Cambodia. The topics were outlined as follow:



- Module 1: Building self confidence*
- a). What's a self confidence and self belief
 - b). Presentation, voice and use of gestures
 - c). Behaviour
 - d). SWOT analysis
 - e). To be brave to speak and to be brave to do effectively
 - f). Benefits of daring to speak
 - g). How to become a brave speaker

Module 2: Leading the farmers organisation

- a). Introduction and meaning
- b). Leader
- c). Type of leaders
- d). Difference between leader and manager
- e). Leading and management
- f). Key points of leader
- g). Why do you have the farmers organisation?
- h). Challenges and difficulties of farmers' leaders
- i). Role, mandate and responsibilities of the committee
- j). What capacity should the FO's leaders have?
- k). Ten advantages of the leader
- l). Effective principles of leaders
- m). Willing
- n). The leader is always confused by others
- o). It's not because of strength or cleverness
- p). Eightfold path of Buddhism

Module 3: Communication skills

- a). Introduction and meaning
- b). Factors caused effectively
- c). Five points of communication
- d). Communication with speech and without speech
- e). Key and effective communication

Annexes: Involved training documents



- a). Report and minute taking
- b). Reporting
- c). Meeting facilitation
- d). How to deal with difficult situation

2). Monitoring and Evaluation (M&E)

There were two training courses on M&E provided to all 17 members' organisations in 4 provinces; the training was conducted on 10-14 September 2012 while the

next one was held on 4-5 October 2012. There are 50 participants, 11 female. The training modules were prepared specifically for actual monitoring of current project activities of CFAP with FOs members; moreover the tools were used to improve their monitoring activities within their respective organisation in the future. The themes were outlined as follow:

Day one:

- Opening
- Ice breaking
- Hope and fear
- Factors affecting the project, external context
- Some tools for analysing the environment
- Organisational context

Day two:

- Project cycle
- Project Plan
- Logical Framework Approach

Day three:

- Concept of monitoring and evaluation
- What to monitor?

Day four&five:

- What to evaluate?
- Evaluation

Annexes: Involved training documents

- a). Linking project design, annual planning and M&E
- b). Setting up the M&E system
- c). Using M&E to manage the project's results
- d). Deciding what to monitor and evaluate
- e). Gathering, Managing and Communication information
- f). Necessary Capacities and Conditions
- g). Reflecting critically to improve actions

3). Business management

The business management is a very new skill/knowledge of CFAP and its members while the organisation is focusing mainly on Agribusiness and economical activities of farmer members now and next phase of its activities, thus the trainings are very important for them to manage and run the business with less risk both at CFAP and FOs members. There were two training courses on business management provided to all 17 members' organisations in 4 provinces included CFAP staff members;



the training was conducted on 6-8 December 2012 while another one was conducted on 20-22 December 2012. There are 56 participants, 16 female.

The training was conducted by using participatory approach and learner-centered. Many participatory approaches were conducted known as presentation by trainer, role play, group work, plenary discussion, ice-breaking, wrap-up and reflection, pre-test format to evaluate what level or where in the scale each trainees are before the training started and post-test

assessment to understand where they were reached, daily reflection and evaluation, and final evaluation were conducted for evaluation process.

Training outputs

Day one

Trainer facilitated the participants' introduction and expectation for 3 days training. Most of their expectation focused on the core content of the training business management. After that, trainer explained the training objectives and program. The internal regulations of the session and pre-test were conducted before starting the session. After pre-test, trainer started the session of business like the meanings of the word Business, Management and business + management. The training session also focused on the practical business in agriculture, fruit and vegetable supply chain management. The participants were separated into group discussion to discuss on current barriers and opportunity in farmer association in their target areas.

Day two

After warming up game was made to review key lessons learnt from day one. Top 10 traits for business success were introduced to the participant. Role play was made to make real bracelet by dividing participants into working groups to play as bracelet producers and others played as buyer. Then, they were facilitated the reflection and key lessons learnt from the role play which allowed participants learn key factors for making a business successful. Next session, input supply, output supply, buying and selling together in a cooperative manner were introduced to the all participants to provide more clearly on the business success especially for farmers organisation (FOs) in Cambodia where most members stay in the rural areas. The advantages of financial management some normal formats of financial management for building transparency were also explained.

Day three

It started with warming up game and reviewing key lessons learnt from the day two and asking several participants to say what session they are interested. Then, trainer started the session on financial management by practice on recording. Training session focused on marketing strategy (4Ps) was introduced to the all participants to provide more clearly on the business success and all participants were separated into 3 groups to discuss on those points. After that, the mind mapping method was used for summary for 3 days training, post-test and final training course evaluation.

It is the fact that training course was successfully completed and it has been responded to the participants' expectation, this will help them to make their initiated business with success. Most of the participants participated actively in discussion group work and role plays related to training subjects. Based on the course evaluation, it was found that the participants gained knowledge and skills which is useful to improve their own business, financial management techniques.

4). Monitoring the producers groups

It's clear that the monitoring of producers group members are very important at the moment to all producers group of FOs members, CFAP provides coaching skills and working documents/tools to all FOs members thus they could follow up directly. Every two-week, the FOs members received advisory support from CFAP staff members, this will help scalling up/building their knowledge more confidential. However, the evaluation workshop is delayed till completion of all activities, tentatively in March 2013.

	PLAN 2012	REAL end 2012
Deliverable 05. Membership base		
T2-local groups established or strengthened (number)	250	306
Deliverable 13. Farmers' access to resources		
T3-organisation cooperates with financial service providers (y/n)	y	y
T4 - number of groups participating in saving & credit activities (number)	250	130
Deliverable 14. Farmers' access to inputs		
T2-members with improved farming techniques (number)	3500	2826
T2-members with improved farming techniques (% of tot membership involved in project)	100%	80%
T5 - members participating in Farmer Field Schools/demonstration farms (% of total members involved in proj)	100%	90%
T6 - members receiving better inputs (number)	1050	972
T6 - members receiving better inputs (% of tot members involved in project)	30%	28%
Deliverable 16. Marketing		
T5 - number of linkages (trade agreements) with market outlet (number)	2	0
T3-access to market information (y/n)	y	y

End year project implementation (2012), production and sales data were as follows (data collected from income and expense recording by farmers):

Average	End 2012			
	Vegetable	Rice	Poulties	Handicraft
Production per crop/ha/year/hh	3585Kg	3,757Kg	27Kg	229Set
Sales volume for 2 crops/ha/year/hh	7170Kg	5,260Kg	81Kg	2748Set
Income from sales per volume unit per year/hh	10,755,000KHR	5,523,000KHR	972,000KHR	5,496,000KHR
Grand Total				

Cooperation with Rabobank foundation

The Rabobank Foundation came into cooperation with CFAP to provide loan to producer members whom they got opportunity to get access to loan with low interest rate for improvement of their farming activities i.e. vegetable production improvement, rice production improvement, poultries production improvement and bamboo handicraft production improvement for a year round. The Rabobank foundation provided loan of US\$100,000 with small grants thus CFAP released the entire amount to 14 members' organisations amongst the 17 FOs members in 4 provinces while the grant is

used for credit system improvement and advisory services. Farmers are able to pay loan back on time with respect to an advanced structural agreement between producer members and CFAs/CBOs&Coops as members of CFAP. Our system is required members to pay base on the cycle of products i.e. three months for vegetable and rice, six months for poultries and other investments base on actual cycle life production.

See detail table 1 on page 12-13 above

Cooperation with SNV

In 2012, SNV has renewed its collaboration following the renewal phasing strategy base on actual development and needs of CFAP which is responsive to lessons learned from last years cooperation in a flexible manner by prior discussion with CFAP. The programme focused on two main areas i.e. leadership strengthening and M&E in general. After the meeting, CFAP and SNV got more understanding for further cooperation in the future in the right track.

General Assembly of CFAP

March 30, 2012 the Cambodian Farmers' Association Federation of Agricultural Producers has



celebrated its Second General Assembly held at the Chhné Tonlé Conference hall, the GA was in Conjunction with the National Policy Workshop which participated by 267 participants, amongst those there were 60 female. There were 21 farmers' leaders and representatives from 7 (seven) provinces/municipalities both CFAP's members' organisations and non-members' organisations involved in IFAD country programme as a part of the networking of FOs in Cambodia, those are working in the farmers'

organizations base style (association/community base organizations and cooperatives) i.e. Kampot, Takeo, Siem Reap, Kandal, Kampong Speu, Prey Veng and Svay Rieng. For a report of the General Assembly, see **mid-term report 2012** (also available at www.cfap-cambodia.org).

For results of logframe see **Annex 3**.

Describe the achievements related to the deliverables as indicated, please find attached **Annex 4**.

v. ADDITIONAL ACTIVITIES BY CFAP NOT RELATED TO THE PROJECT

IFAD

See mid term report 2012 (*available on CFAP website*).

FAO

See mid-term report 2012 (*available on CFAP website*).

PPCR

See mid-term report 2012 (*available on CFAP website*).

Many other meetings/workshops invloved at the national and international levels such as COSOP Preparation of IFAD Results Base Country Staregic Opportunity Programme workshop on

11 December 2012, Sub-regional farmers' forum 29-30 October 2012 in Bangkok Thailand, meeting with Rabobank foundation on 28th September 2012 at CFAP office, meeting with Oxfam American to share knowledge and experiences on farmers' organisations base style and its current activities in Cambodia, hosted the mission on climate adaptive approaches to food security in Cambodia made by LTO Noord from 20-24 August 2012 (**see in a separated report**) and international year of cooperative participation on 6-7 July 2012 in Bangkok, Thailand and,.

vi. ACTIVITIES NOT UNDERTAKEN AS PLANNED

Even though, the organisation has tried hard to implement the planned activities, but still remained one activity as follow:

- 1). Annual workshop to sum up and conclusion of the result of the previous year of the project implementation.

This workshop is expected tentatively to be held in March 2013,

vii. IMPLEMENTED FOLLOW UP TO ADVISORY SERVICES

25 February to 7 March 2012, there was a mission of the AgriPoolers to CFAP on production and marketing planning. The mission implemented by Mr. Dick Hylkema and Arno de Snoo. The recommendations of the advisory are given below, together with the follow-up activities by CFAP and/or the member organizations:

<i>Marketing</i>	Follow-up to advisory by CFAP or member organisations:
1. Most CFA/CBO showed an interested to know more about new markets. These are markets that are so-called 'big or new markets'. For example: supplying restaurants or casino's. Action: Marketing manager Vanlyda will do market research, make an action plan and discuss this with the interested members.***	1.1. 42 target markets were studied/researched, as a result 40 target places (restaurants, entertainment places and hotels) listed for future contact. 1.2. Action plan has been made
2. Cambodian people like to buy Cambodian vegetables as they trust them to have less chemicals than the Vietnamese ones. This is a good selling point. CFAP and CFA/CBO can work together to make this a better marketing tool. For example to help farmers put up a sign that says: good quality Cambodian vegetables. This can be used on the farm, markets and other selling points. Marketing manager Vanlyda and other staff members can work on this. ***	2.1. Leaflets which mentioned the ways we produce with quality is made and disseminated to all 17 FO members in 4 provinces and the public 2.2. Contests at the village/commune and provincial levels also made accordingly to make the local products known to the public 2.3. Cross villages learning events also made to even analyse the cost, not only sharing of knowledge/skill 2.4. Luckily the documents were asked by

	<p>APSARA TV for their projection on local vegetable sale in Phnom Penh</p> <p>2.5. CFAP has networked with a Media Co.LTD, thus in the future we expect to produce a film, especially technical protocols and sale for small producers farmers</p>
3. CFAP staff should work with CFA/CBO to facilitate farmers working together on marketing. All staff.***	<p>3.1. The community development facilitators (CDFs), now known as <i>agriculture and advisory support officers (AASO)</i> of CFAP were assigned to work directly with all CFAs/CBOs&Coops as members of CFAP.</p> <p>3.2. One of the assigned task of CFAP staff members is to promote marketing activities in collaboration with traders and members' organisations in each province</p>
4. CFAP must facilitate the process to come to collecting sites, but the CFA must realize it and cooperate with CFAP. At the workshops we identified the CFA's that are interested to get started with this or have started already. CFAP-staff should focus on these groups: FEDA, BASACK, SVAY CHRUM and CHEK. Sotha and Vanlyda should work on this and monitor progress.***	<p>4.1. Through a study/research made by a marketing manager (Vanlyda), lists of contact between collection sites and traders/big buyers were distributed</p> <p>4.2. CFAs/CBOs&Coops have expressed their commitment to run the collection sites</p> <p>4.3. CFA-Basac, CFA-Svay Chrum, SACKS and CFA-Thlork started selling agri-inputs already while the rest will be followed accordingly</p> <p>4.4. The business and marketing plan for CFAP shop establishment has already been prepared for piloting, however we need further advisory support from Agriterria</p>
5. Farmers would like more information about new varieties. CFAP can facilitate and for example set up trials. Technical advisors of CFAP (eg agriculture and advisory support officer) can help with this. *** (in combinations with action point 10)	<p>5.1. Several types of varieties were presented to CFAs/CBOs&Coops and their producers' groups during the training workshop by CFAP staff members</p> <p>5.2. Agriculture and advisory support officers have also follow up for further advice at the farm level</p> <p>5.3. Quality, types of varieties, challenges and</p>

	proper period of growing was also advised
<i>Market information</i>	
6. In order to produce and sell according to market demand, farmers would like help with planning production. CFAP can help by identifying peaks in market demand. For example with Chinese new year, ceremonies, etc. CFAP (Vanlyda) and the CFA's can work together on this. ***	<p>6.1. Production plan was prepared for members' organisations, thus they could share to group members for adjustment accordingly base on needs (tentatively 2 times/year)</p> <p>6.2. Producing calendar also prepared by the head of agriculture and advisory support officer in cooperation with marketing manager</p> <p>6.3. Documents already delivered to members for their producing purposes to suit the market demands seasonally, the CFA/CBO&Coops will support the producer groups directly in planning</p>
7. Farmers would like to know more about market prices. The CFA's can work on this at local level. CFAP can do research on bigger markets (e.g. in Svay Rieng) or restaurant prices. Vanlyda makes an action plan.***	<p>7.1. 12 CFAs/CBOs&Coops did a market prices research twice a week. The result of study/research was presented in the villages, mostly in front of the CFAs/CBOs&Coops office</p> <p>7.2. CFAP needs to strengthen this network into strong cooperation and on time,</p>
8. Some farmer groups are gaining experience in marketing. CFAP can facilitate to spread this knowledge and brings like minded groups together to discuss and learn from each other. For example on the subject of transport, collecting vegetables or dealing with traders.***	<p>8.1. A study visit made to a successful groups in Siem Reap they learned about products process and sale on market, therefore they have ideas of working in a cooperative manner</p> <p>8.2. During the second GA of CFAP, a successful farmer was invited to shared their experiences on this matter (technical, transport, harvest and sale etc)</p>
Input supplies for farmers/contracts with suppliers	
9. CFAP presented a way to coordinate input supplies for their members. The board find it important to buy at CFAP because it is their own organization ***	9.1. Inputs companies in Phnom Penh include two organic fertilizer suppliers were studied, However the products are on trial in piloting with CFAP

	9.2. More info see 4.4. above
10. You need a central place to start. Seed is most important to start with (priority). There are 15 places (point of sales) at CFA level. Make an action plan, position of iDE, contact with seed suppliers in Thailand, Vietnam...It is not clear whether it is profitable. Start small and then run.....to next things like drip irrigation etc. (Vanlyda, Sotha)***	10.1. See 4.3. above for collection sites 10.2. See 9.1. above for companies contact 10.3. Further communication is under study/research to make it available 10.4. CFAP had a discussion with East West contact office in Siem Reap, but with no result
<i>Production Planning</i>	
11. Production planning is important to serve the market in a better way to fill up extra demand in weeks like Cambodian and Chinese New Year and also to deliver bigger customers. It should improve more products selling and/or a better price. Packaging and qualities are easier to make with planning especially with verbal and written contracts. Action plan Vanlyda CFAP's technical advisors can work on this with the CFA's/CBO's.***	11.1. See 6.1. & 6.2. above 11.2. The production planning is made respectively with FOs members, next step is required CFAP to increase more activities of producers in a regular basis to meet the seasonal market demands, especially Khmer New Year, Pchum Ben Festival, and Chinese New Year
12. Try to find in the CFA farmers who want to specialize in products and want to make some steps in product planning. Not every CFA has to do it, finally it depends on the farmers. Active farmers can be found in the following CFA's/CBO's: FEDA***, BASAC***, SVAY CHRUM*** and CHEK***.	12.1. Farmers in CFA-Basac, CFA-Chek, CFA-Thlork and CFA-Svay Chrum have already prepared and implemented
<i>Strategic planning and financial sustainability</i>	
13. Opportunities: <i>Interest for loan ***</i> (1,6 % for CFAP, 2011: \$19.472, 1,3 % in 2012 (board decision), farmer pay 2.5 % to CFA/CBO&Coop) <i>Selling farmers input***</i> <i>Selling products/collecting sites</i> (CFA/CBO&Coop, not CFAP)*** <i>More members pay fee to CFA/CBO&Coop</i> *** CFAP* <i>New members/clear principles</i> (when CFAP doing more they want to be member) CFAP* CFA/CBO&Coop *** <i>Technical advise**</i> (2013) <i>Donor***</i>	13.1. Had already operated in 2011 with 1.6% for CFAP 13.2. At the same time by end 2011, the board had discussed with CFAP's managing director to seek for technical explanation and policy oriented, then the board decided to adopted 1.3% for CFAP in 2012 onward 13.3. In term of credit policy, especially the charge of interest rate will be studied more with others by CFAP in 2013 13.4. CFAs/CBOs&Coops is able to charge 2 -

	<p>2.5% base on the decision making of farmer members, the rate is higher but only small loan provided to each hh member</p> <p>13.5. Inputs were sold as CFA-Basac, CFA-Svay Chrum, SACKS and CFA-Thlork. Others like Kantrean farmers association in Prey Veng, and Kampong Chamlang is under processing and selling in an irregular basis,</p> <p>13.6. Selling at collection sites have begun by some CFAs/CBOs&Coops in small amount while some others are under processing</p> <p>13.7. Membership payment fee at CFAs/CBOs&Coops is increasing slowly when there are more activities of CFAs/CBOs with members</p> <p>13.8. Membership payment fee at CFAP has also increased slowly after strengthening of their saving activities, and loan given to CFAs/CBOs</p> <p>13.9. CFAP is known to the public and more farmers' associations in other provinces, thus they got interested to register as members</p> <p>13.10. External support is much required at the current stage, so the organisation could reach its planned goal and strategy for long run</p>
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Make action plans for the *** priorities and discuss in the board	
14. What to do /Who has the lead (responsible) Which people are involved/ When to do what Date of final result	14.1. Different task assignment of staff members made structurally 14.2. Target people have already mentioned in internal working policy within CFAP 14.3. Action plan for business and investment 14.4. Action plan should have been prioritised into more practices in January of 2013 onward

LTO Noord visited to CFAP on 25-31 March 2012, there was another mission of LTO Noord, Mr. Peter Prins and Dr. ing. Jan Verhagen Msc. from the Wageningen University to CFAP, the mission focused on the factfinding, especially the impacts of small farmers in Cambodia on climate change. The **Phases of the project ‘Climate adaptive approaches to Food Security’..** *For their recommendations together with the follow-up activities by CFAP and member organisations, see mid-term report 2012.*

In second half 2012, 10 Rovaipump with pond preparation were made and 2 wind pump were installed as well for growing rice production. The 3rd mission planned to conduct in January 2013, the results will be shared later.

viii. PLANNING OF NEXT PERIOD

The following activity is expected to conduct in **March 2013**:

1. End workshop to sum up and conclusion of the result of the period of the project implementation (2.5Yrs). End workshop to sum up and conclusion of the result of the period of project implementation (2.5Yrs).

In this report, on behalf of CFAP, I would like to propose Agriterro in order to support the variation of activities as planned in workplan or numbers of groups that would be changed i.e. from poultries to crops/others involved the project or crops/others to poultries base on real needs and solution in response to actual difficulties/challenges caused by natural and weather conditions. This can be happened only when there is drought, flood or serious diseases break in the working and operational areas.

Note: Some new activities that were not planned could also be introduced base on the real situation during the project implementation and report.

ix. ATTACHMENTS/ANNEXES

Annex 1. Board and management team

Annex 2: Database of members

Annex 3: Logframe results Jan-Dec 2012

Annex 4: Progress results on deliverables

Annex 5: A story of farmer

Annex 1. Board and management team

a. Board

Board and Management Unit (As of end 2012)		
i. Board		
Board of Director	Name	In charge since
Chairman	Mr. Chhuon Sarin	2008
Vice chair person	Ms. ANN Sarun	2007
Vice chair person	Mr. KONG Savoeun	2009
Vice chair person	Mr. Koy Sithán	2007
Members		
CFA-KTB	Mr. SOM Mong	2009
CFA-CH	Mr. PEN Phanna	2011
CFA-THN	Mr. PAO Suy	2007
CFA-PTR	Mr. KONG Sabo	2007
CFA-KCH	Mr. VOR SAM	2012
CDA	Ms. IM Vanney	2012
CFA-THL	Mr. SUOS Vannhun	2011
Samakum Apivat Chamros Khum Svay Ang (SACKS)	Mr. CHHOUN Sarin	2008
The Family Economic Development Association (FEDA)	Mr. KEN Yam	2008
Sahakum Apivat Kaksekam "Phum Kantrean"	Mr. NHOEK Sorn	2008
Samakum Raksmeay Samakee	Mr. LOU Heap	2008
Sahak Kum Apivat Kaksekam "Thmey Samakee"	Mr. SOUS Mao	2008
Samakum Ponleu Kaksekor Thmey (PKT)	Mr. YIN Kimly	2008
Samakum Leukstouy Chivapheap Kasekor (L.C.K)	Mr. PREAM Samol	2010
ii. Management Unit		
1. Managing director	Mr. SOK Sotha	2003
Administration, Finance		
2. Administration and Finance	Ms. HEM Sovannaleak	2010
3. Head of IT and communication	Mr. MEAS Noun	2007
Programme officers and advisor		
4. Head of agriculture and Advisory Support officer	Ms. CHHOENG Sokunthea	2010
5. Head of saving & use of a revolving fund manager	Ms. PICH Chhordaphea	2011
6. Head of agribusiness officer	Mr. MORN Vanlyda	2011
7. Agricultural manager	Mr. TEP Ratha	2007

Agriculture and Advisory Support officer (AASO) <i>(reformulated end 2012)</i>		
8. Agriculture and Advisory Support officer	Mr. Yap Thoeurn	2012
9. Agriculture and Advisory Support officer	Mr. NGOUN Oeun	2010
10. Agriculture and Advisory Support officer	Mr. TEP Sovann	2006
11. Agriculture and Advisory Support officer	Mr. MEY Min	1996
12. Assistant to agribusiness officer	Mr. Sok Dany	2012
13. Assistant to IT and administration	Mr. POV Lina	2010
14. Guard/office assistant	Mr. Hout Chanseyha	2011
15. Outside staff		

Annex 2: Database of members

Data base of members and non-members in the operational working areas:

#	Names of CFA/CBO	Village	Members				Total population		
			Group	Male	Female	Total	HH	Total	Women
1	CFA-THNOT	11	66	185	285	470	1717	7658	4074
2	CFA-SVAYTAYEAN	10	61	104	309	413	2167	10475	5127
3	CFA-SVAYCHRUM	7	41	151	320	471	1989	5575	2857
4	CFA-PORTHIREACH	9	51	152	196	348	1765	8615	4374
5	CFA-THLORK	6	28	115	183	298	1421	6297	3278
6	CFA-CHEK	7	40	129	312	441	2100	9906	5153
7	CFA-BASAC	3	21	65	148	213	2060	9011	4714
8	CFA-KAMPONGCHAMLANG	7	42	109	205	314	2664	12031	6288
9	CDA	11	185	1289	671	1960	2938	12616	6467
10	SACKS	9	193	364	492	856	189	5657	2920
11	FEDA	7	82	215	314	529	2664	12031	6288
12	CFA-KOYTRABAEK	2	12	9	77	86	655	2718	1492
		89	822	2887	3512	6399	23329	102590	53032
13	PHUMKANTREAN Agricultural Development Community (PKADC)	1	9	60	62	122	2350	10350	5382
14	Agricultural Development Cooperative of MONGKUL MEANCHEY (ADCM)	1	17	87	13	100	2330	9747	5024
		2	26	147	75	222	4680	20097	10406
15	PKT	7	17	362	636	998	2499	10675	5496
16	LCK	18	27	483	192	675	2695	12140	6281
		25	44	845	828	1673	5194	22815	11777
17	THMEY SAMAKEE	1	47	133	152	285	1437	7526	3935
	17 CFAs/CBOs	1	47	133	152	285	1437	7526	3935
		117	939	4012	4567	8579	34640	153028	79150

Note: The database is made in 2012, base on our new reformulation of group members' registration, thus only active farmer members are encouraged to register.

Annex 3: Logframe results January-June 2012

Objectives	Activities	Results	Indicators/means of verification	Outreach (male/female)	What have been achieved?	Deviation	Reasons for deviation?	Remarks
Goal (Overall Objective): Improve livelihood of members farmers through rural economic activities in vegetable and rice production and marketing		Impact indicators: 70% of farmers have increased income by 50% for year round on vegetable and rice		Total: 3500 Male: 1575 Female: 1925				
Objective 1 Improve production of vegetables and rice	Activity 1: Re-organize 250 groups amongst 836 existing groups by substituting new members for the drop out members and re-elect new leadership (social mobilization)	-The groups will be functioning with new leadership	-250 groups function with new leadership -MOV -List of participants -Minute of the meeting -Group account (credit management) -Group rules	Total: 3500 Male: 1575 Female: 1925	-306 groups have re-organized and elected new leaders -Total: 3022 Male: 1832 Female: 1190	-Over 56 groups - 478 members will come up later	-Pilot demos in other villages also requested to register as producer groups while others registered in new reformulated groups -7-10 members per group in average, not 15ps/groups as planned.	With respect to CFAP's policy on membership registration of producer group members for those who can only meet criteria. 7-10 members are always good to manage, then to scale up later on.
	Activity 2: Establish demonstration farms	-Vegetables and rice demo farms have established	-50 demonstration plots are in operation MOV: -List of demo farms	Total: 50 Male: 30 Female: 20	50 demos have established (33 veggies, 17 rice) Total: 50 Male: 33 Female: 17	-	-	-completed
	Activity 3: On-site technical training on production and postharvest handling etc to demo plots.	Farmers got knowledge and skills on vegetables and rice Yield of vegetables/rice has increased higher	-3500 household farmers are skilled to grow vegetables and rice -250 groups access to training, -Maximum 15ps/training MOV: List of participants and training report -Recording books provided to farmer	Total: 3500 Male: 1575 Female: 1925	-2508 hh farmers gained knowledge in vegetable and rice growing -261 groups got specific vegetable, rice and chicken training skills	-992 hh farmers are expected to scale up next year (activities) -Over 11 groups	-Some hh members could not meet criteria of members' registration as they have agreed within their FOs by themselves in advance. -Other villages requested to register as producer group members,	Not all of farm groups participated in the trainings, especially in rainy seasons and harvest season while most farmers are busy in rice growing -Additional group members supported by SNV in cooperation

								with CFAP
	Activity 4: To prepare production plan at producer group level based on market demand	-Producer groups have developed production plan for sale on market	-250 production plans have prepared -Each group has their own production plan MOV:-Production plan	Total: 3500 Male: 1575 Female: 1925	1000 production plans prepared for producer groups	-Over 750 production plans	-Other groups which were not intervened in the project, they also requested	Production plans and calculated formulation/ form were distributed to all 17 FOs members for use and adjustment base on actual needs respectively
	Activity 5: Establish contracts with IDE or input suppliers for high quality seeds of vegetable, rice, fertilizer, and agri-tools	Contracts have been signed between CFAP and inputs suppliers	At least 2 contracts agreed to provide CFAP with inputs in credits MOV: -Contracts signed		CFAP had already prepared and sent a contract to iDE, however iDE doesn't want to come into a signed agreement, rather than a verbal agreement	-Another one supplier will be contacted by next year activities as a result of last year discussion.	- It is a start, so it is better to have only one supplier first	Eventhough, there is no contract signed between CFAP and iDE, but iDE still sells in a discount and credit to CFAP's FOs members, very limited
	Activity 6: Initiate savings by vegetable and rice producer groups and training in saving principles	-500,000 Riel savings/group -Saving money used for vegetable/crops and rice producing improvement -Farmers understand the importance of savings in group	-Savings principles were trained to farmers -250 saving groups are active in savings for use in vegetable/crops and rice MOV: -List of producing groups -Report of trainings	Total: 3500 Male: 1575 Female: 1925	-250 saving groups got training -Total: 2565 Male: 1423 Female: 1142 -132 saving groups are active in savings at the year end	-935 hh members got knowledge through the trained hh members by themselves. -118 saving groups	-The training conducted during rice harvesting season (businest time of small farmers), thus not all hh members had participated	-Need to strengthen the FOs level, thus they can scale up to individuals directly Will need to schedule trainings better in future to not do it in busy times of farmers

Activity 7: Printing and distribution of Saving principles and use of a revolving fund, books producing group members	-Producer groups could use savings principles to control their saved money	-3500 saving principles printed out MOV: -Members got saving principles	Total: 3500 Male: 1575 Female: 1925	3500 copies of the saving principles published			Delivered to all 17 FOs members
Activity 8: Printing and distribution of 5000 technical vegetables growing books (including pest and disease control)	-Producing group members apply technical protocols -Farmers could protect pest/diseases and other threats affect their vegetables -Farmers had increased vegetable production for high market	-5000 copies of technical vegetables/crops growing printed out -Vegetable production of 70% of farmers improved by 40% MOV: -Report	Total: 5000 Male: 3000 Female: 2000	-10,000 copies of technical vegetables/crops growing published	-Over 5000 copies	-CFAP wishes to focus on vegetable productions with respect to current needs of members, then reduce the rice and instead by vegetable	Delivered to all 17 FOs members
Activity 9: Printing and distribution of 10000 technical rice growing books to poor rural members (including pest and disease control)	-Rice growing groups with small land size apply technical protocols(Planting or dum seeder) -Rice grower members could improve their rice production	-10000 technical rice growing (SRI-planting/dum seeder) copies had printed out -Rice production of 70% of farmers improved by 40% MOV: -Report	Total: 10000 Male: 4000 Female: 6000	-Only 5000 copies of technical rice growing (SRI) copies published	-5000 copies of technical rice growing (SRI) did not publish	-CFAP wishes to focus on vegetable productions, then reduce the rice and instead by increased vegetable	Delivered to all 17 FOs members
Activity 10: Exchange visits of producer groups to other demonstration farms in side country and outside country	-Farmers got experiences and knowledge from other producers -Farmers apply knowledge and experiences received on their farms -Farmers learn relevant activities of other farmer organizations include savings	-2 study visits organized for farmer leaders and active producers in country -1 study visit organized to another country -Visits of producer groups to producer groups where they have good demonstration farms MOV: -List of participants -Report	Total: 50 Male: 30 Female: 20	-2 visits made, 1 study visited to a saving organisation in Battambang while another one went to visit the melon grower association and their sale on markets in Siem Reap	-	-	-completed

Objective 2 Improve access to markets of vegetable and rice producers	Activity 1: Organize collection points of vegetables/ crops and rice in each CFAs/CBOs working areas	-Farmers apply joint collection of vegetables, rice and other crops	-5 collection points established in 2011 whilst 10 others have followed by 2012 in the same way -15 collection points in total established in targeted CFA/CBO member organizations amongst the 17 CFA/CBOs MOV: -Numbers of collection points	All producer groups could send produces to the collection points in their target CFAs/CBOs & Coops, some traders come directly to the farm gates	-15 collection sites have been set up	-	-	-Only 4 collection sites are active while the rest of 11 sites still need function while the organisation themselves lack of sufficient capital and experiences in marketing to run the business . CFAP helps support on small materials and trainings whereas they need more advisory support
	Activity 2: Organise cooperation with traders to come to collection site	-Traders have contracted and agreed to come and collect produces from members at the farm gates as advanced telephone agreement	-2 companies are contracted for buying produces from members -7 traders will follow the agreements MOV: -List of orders	Total: 350 Male:210 Female:140	-Have cooperated and studied with two traders and 40 target groups (restaurants, hotels and entertainment places). However, there is no official contract yet -2 contests have been organised, farmers, villagers, local authorities, partners and traders were invited to see the products.	-	-	-Need to be ready at CFAP level, especially the marketing system and operation. However, the traders already come to the collection sites to buy produces -CFAP needs urgently to improve this activity due to recent requirements of producer members. We need practical documents/tool to run the activity
	Activity 3: Training in bookkeeping and data recording	-CFAs/CBOs maintain good book keeping in their organization -Documents keep in good order	-2 training sessions had been provided -34 participants joined in a training session MOV: -Certificate of training -List of participants	Total: 34 Male: 20 Female: 14	-2 training courses had been provided by local providers. Male: 30 Female: 11	-over 7 participants	-include CFAP staff members	

	<p>Activity 4: Training in marketing and entrepreneurship to producer groups leaders and vice leaders</p>	<p>-Group leaders had improved knowledge in basic marketing and entrepreneurship principles.</p> <p>-Group leaders got knowledge/skill in entrepreneurship and marketing</p>	<p>-250 groups received training</p> <p>-500 group leaders and vice group leaders received a training course</p> <p>MOV:</p> <p>-List of participants</p> <p>-Training report</p> <p>-25 training sessions provided</p> <p>-2 ps had selected to join in training from each group</p>	<p>Total: 500</p> <p>Male: 225</p> <p>Female: 275</p>	<p>-250 group membrs have been trained in marketing planning, entrepreneurial skills by local providers</p> <p>-530 group leaders/vice group leaders which 147 females got training</p>	<p>- over 30 participants</p>	<p>- The trainings were participated by CFA/CBO&Coop leaders, not only group leaders.</p>	<p>CFA/CBO&Co op leaders wished to improve their knowledge/exp erieinces during the training sessions at group level</p>
	<p>Activity 5: Development of market information system</p>	<p>-Farmers are linked with the updated market information</p> <p>-Farmers find information easier than before</p>	<p>-Telephone desk is operational</p> <p>-Farmers can call and ask about market information</p>	<p>Total: 3500</p> <p>Male: 1575</p> <p>Female: 1925</p>	<p>-Market info format form was prepared and shared to 12 FOs members, thus they can deliver to individul members.</p> <p>-Data base was also aggregated monthly to CFAP level for FO members.</p>	-	-	<p>-All FO members will receive the data base for use within their organisation in 2013</p> <p>Think of sms service rather than telephone desk as local people normally do not call out to ask for information, even though we open for them or they are very shy/reluctant to call us and ask for info.</p>

Activity 6: Market surveys by CFAs/CBOs and CFAP	<ul style="list-style-type: none"> -CFA/CBO and CFAP got clear data of produces requirements of consumers -Farmers could prepare the most proper producing calendar of vegetables/crops and market demands in each season -Market survey done one every week by CFA/CBO -CFAP collect data base and share to all members at a national level 	<ul style="list-style-type: none"> -Data base produced by CFA/CBO and CFAP MOV: <ul style="list-style-type: none"> -Report of survey -12 CFA/CBO will be selected to conduct 	Total: 350 Male:210 Female:140	<ul style="list-style-type: none"> -12 CFAs/CBOs& Coops have conducted market prices survey 2 times every week (Monday and Saturday) in their nearby markets -Data base collected by CFAs/CBOs& Coops -Data base produced by CFAP 	-	-	-The information boards were presented at CFAs/CBOs & Coops level (in front of their office for all farmers/members and villagers)
Activity 7: Printing production, income and expense recording books and distribution to vegetable and rice producing groups	<ul style="list-style-type: none"> -Groups production and expenses information are properly recorded and used -Recording books used by farmers 	<ul style="list-style-type: none"> -10000 recording copies printed out -Farmers registered income and expenses in books MOV: <ul style="list-style-type: none"> -Report 	Total: 10000 Male: 4000 Female: 6000	<ul style="list-style-type: none"> -10000 copies of a recording book published -Farmers registered income and expenses in the books 	-	-	Delivered to all 17 FOs members.
Activity 8: Aggregation of production, income and expense data at commune level by CFAs/CBOs&Coops	-CFA/CBO have income and expense data from each producing members	<ul style="list-style-type: none"> -List/data of production -List/data of income and expenses -Collection did every month MOV: <ul style="list-style-type: none"> -Reports of the aggregation 	Total: 3500 Male: 1575 Female: 1925	-12 aggregation had installed/computerized in data base since Jan to December 2012	-	-	completed
Activity 9: Aggregation of production, income and expense data at CFAP level, input in database	<ul style="list-style-type: none"> -CFAP has all income and expense data from each CFA/CBO -Data base of production had combined by CFAP for dissemination at CFAP level 	<ul style="list-style-type: none"> -List/data of production, income and expense from each CFA/CBO -Data collection does every half year -Report of aggregation of production, income and expense 	Total: 17 CFAs/CBOs	-1 aggregation had documented/ computerised at CFAP level from January to December 2012	-	-	completed

Objective 3 Business development and investment planning	Activity 1: Business planning training for CFA/CBO	-CFAs/CBOs got knowledge and skill in small business planning -CFA/CBO produced a business during the training workshop	-2 training workshops have provided to 17 CFA/CBO leaders, 2 persons come from each CFA/CBO MOV: -List of participants - business/investment plans -Report	Total: 34 Male: 20 Female: 14	- 2 training courses by local providers have been conducted. -Male: 30 -Female 11	-over 7 participants	-include CFAP staff members	completed
	Activity 2: Network with MFI/Bank	- CFAP networked with MFI/Bank to provide loan/grant to members	-CFAP contacted to MFI/Bank -MFI/Bank agreed to network as a partner with CFAP		- 1 Bank foundation is in network with CFAP	-	-	Wish to increase loan by 2013 base on actual needs of small farmers/members.
Objective 4 Organizational strengthening and capacity building	Activity 1: Training on leadership of FOs to CFAs/CBOs	-CFAs/CBOs have knowledge on leadership skills -CFA/CBO got knowledge/skill to improve their leadership within their organization	-34 participants from 17 CFA/CBO received knowledge of leadership -2 training courses had organized -2 persons from each FO participated in a training workshop MOV: -List of participants -Report of trainings	Total: 34 Male: 20 Female: 14	-2 training courses had been provided by CFAP with local providers to all 17 FO members in 4 provinces. -Male: 29 -Female: 10	-over 5 participants	- include CFAP staff members participated	-FO leaders and vice leaders got awareness in leading roles as FO leader that they represent and work to serve the interests of their members/producers
	Activity 2: Training in M&E to monitor success of economic activities to CFAs/CBOs and CFAP	-CFAP and CFA/CBO have monitoring and evaluation system in place -CFA/CBO and CFAP got knowledge/skill to improved in M&E to monitor success of its activities	-44 participants from 17 CFA/CBO included 10 CFAP staff received knowledge of M&E to monitor success of economic activities done by CFAP and CFA/CBO -2 training courses had organized MOV: -2 persons from each CFA/CBO include 10 CFAP staff -List of participants -Report of trainings	Total: 44 Male: 26 Female: 18	-2 training courses had been conducted by CFAP with local providers to all 17 FO members in 4 provinces and CFAP staff members. -Male: 39 -Female: 11	-over 6 participants	-more CFAP staff members participated	-Both CFAP and CFAs/CBOs got knowledge in M&E and know, how for other projects.

	Activity 3: Training in business management to CFAs/CBOs and CFAP	<ul style="list-style-type: none"> -CFAP and CFA/CBO have improved their business management skills -CFA/CBO and CFAP are knowledgeable/skilled in Business management -CFAP and CFA/CBO could prepare business management 	<ul style="list-style-type: none"> -44 participants from 17 CFA/CBO included 10 CFAP staff received knowledge of Business management MOV: <ul style="list-style-type: none"> -2 persons from each CFA/CBO include 10 CFAP staff -List of participants -Report of trainings 	Total: 44 Male: 26 Female: 18	<ul style="list-style-type: none"> -2 training courses had been conducted by CFAP with local providers to all 17 FO members in 4 provinces and CFAP staff members. -Male: 40 -Female: 16 	-over 12 participants	-more CFAP staff members participated	-Both CFAs/CBOs leaders/vice leaders got clear concepts of doing business and its management, thus they need to practice.
	Activity 4: Monitoring the implementation of producer groups	<ul style="list-style-type: none"> -Know about weak points, strong points and areas of improvement to producing groups -Got result of the activities implemented -Have data base of producing groups -Know the groups status 	<ul style="list-style-type: none"> -List of follow up and monitoring MOV: <ul style="list-style-type: none"> -Report 	Total: 3500 Male: 1575 Female: 1925	<ul style="list-style-type: none"> -All activities had been followed up once every two weeks, while the use of a revolving fund/saving is made once a month. -Results were reflected once a week at CFAP office -Regular advisory support to producers groups made once a week 	-	-	-Base on actual situations of small and poor rural farmers in Cambodia, the advisory support to their communities should be made while they are reluctant to come to CFAP or other governmental experts, moreover they lack of resources to get access to services
	Activity 5: -End workshop to sum up and conclusion of the result of the period of project implementation (2.5Yrs)	-CFAP got result of the activities conducted from the start of activities to end and suggestions for follow-up	<ul style="list-style-type: none"> -End workshop organized MOV: <ul style="list-style-type: none"> -List of participants -Report of the end workshop 	Total: 350 Male: 210 Female: 140	-Not yet, will conduct in 2013	- 1 workshop remained	-	-will conduct after completion of annual reports

Annex 4: Progress results on deliverables

Reporting instructions

Qualitative self-appraisal of contract deliverables

For each cooperative separately

Name of the farmer organization: CFAP-Cambodia

Date: 31-December-2012 Prepared by: Mr. Sok Sotha

Rating of results

The managing director of the farmer organization will rate the status of the deliverables at the beginning of the project and annually, as well as at the end of the project. The self-

appraisal at the beginning of the project should be sent to Agriterro together with the contract; the achievement annual/end of project should be sent to Agriterro with the annual/final report.

Criteria for rating: Achievement in the various contract deliverables is rated by self-assessment on the basis of sustainability (How well can the farmer organization manage good service performance independently without support?). **The achievement is rated 5=excellent, 4=good, 3=satisfactory, 2=poor, 1=very poor. Mark the appropriate**

level of achievement for each deliverable below.

In every box you'll find one deliverable. You are asked to fill in one rating per box.

Contract Deliverables

Work area I. Organizational strength and inclusiveness	At the beginning of project	Achievement Annual /end- of-project
Deliverables		
5. Membership base The farmer organization has an active and representative membership, mandated by and structurally aligned with well functioning local basic groups with increased membership base.	3	5
IV. Farmer-led economic development		
13. Farmers' access to resources The FO facilitates fair access to resources (such as land, rural credit and risk management products) for individual members, for local farmer groups or for sub-national-level farmer organizations.	2	4
14. Farmers' access to inputs The FO facilitates or provides sustainable and timely access to adequate, cost-efficient inputs and new techniques for agricultural production and for other rural income-generating activities. This includes knowledge dissemination (extension) and strengthening the management capacities of members and local farmer groups.	3	4
16. Marketing The farmer organization leads collective action to improve product marketing (better conditions including price, timely marketing, more value added and shorter chain) to increase the market power of family farmers and to achieve higher incomes.	3	4

Annex 5: A story of farmer

Vegetable growing gives mutual and beneficial interaction with chicken rearing to improve rural farmer family economics!



Hout Dara, age 33 years old, a farmer lives in Salarean village, Basac commune, Svay Chrum district, Svay Rieng Province, Dara is married with a daughter. He and his wife used to migrate from the village to find job in Phnom Penh where he worked as a construction worker while his wife worked for a garment factory. They said, everything costs them much to live in the city while they earned little money from their work there. In 2009, they decided to come back home and started to grow rice as other farmers in the village. He has 1.2ha of rice field, he grows rice in dry season for sale while in rainy season he grows rice for household consumption. Unfortunately, the rice price was too low and the

production cost is high, thus it made him loss about US\$250.

In 2010, he registered as a member of CFAP through CFA-BS (Basac Commune Farmers' Association). As a member of the CFA-Basac, he got technical training on vegetable growing and chicken rearing provided by CFAP staff. Then, he decided not to grow rice again in dry season, in stead he grows vegetable, but he was growing only a row of cucumber in front of his house as a pilot activity. As a result, the cucumber grew very well and faster compared to rice. Later on, he decided to grow on his extended farm land of about 1,700m². He is also a saving group



member within his farmers' organisation (CFA-Basac), the organisation provided loan in credit of US\$ 225 for him to grow vegetable, he said that getting credit from his own organisation is easier than from the Banks or MFIs, not complicated. With this money he started to grow vegetable, he grows several types of crops such as cucumber, long bean, pumpkin, ride gourd and some other crops on his 1,700m² farm land. Beside vegetable, he also raises chicken too.

In average, he earns about 30,000 KHR to 50,000KHR (US\$7 to US\$10) per day from his vegetable production now in harvest season. He could also earn from chicken rearing of about 100,000 KHR to 150,000KHR (US\$25 to US\$37), this will make his family's living standard better than before and he does not migrate anymore in the future. He added that chicken could give mutual and beneficial interaction with vegetable while he uses chicken manure for organic fertilizer for his vegetable growing. He said the organic vegetable sell well with high prices on market compared to vegetable used chemicals.

He said he is happy now with his vegetable growing; not only for household consumption, but for sale for household income, his wife also helps him in the farm. She could help harvesting and selling vegetable to clients. He could purchase inputs from his organisation (CFA-Basac) where the organisation locates in his area, so it doesn't cost him for long travel to market, moreover the CFA-

Basac could sell in credit for him as member if he could not pay in cash. He said, he always pays back regularly at the harvest season to the organisation.