

ANNUAL NARRATIVE REPORT



CFAP CAMBODIA

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Cambodian Farmers Association Federation of Agricultural Producers
CFAP Cambodia



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Acronyms

Agriterra	The Combination of Dutch Rural People's Organisations
AAO	Agriculture and Advisory Officer
ASEAN	The Association of South–East Asian Nations
BoD	Board of Director
CAAFS	Climate Adaptive Approach to Food Security
CFA	Commune Farmers Association
CFAP	Cambodian Farmers Association Federation of Agricultural Producers
COOPs	The Cooperatives
Demo	Demonstration Farm
Ex.Com	Executive Committee
FFS	Farmers' Field School
FG	Focused Group
FOs	Farmers' organisations
GA	General Assembly
Govt'	Government
HH	Household
IFAD	International Fund for Agricultural Development
IYFF	International Year of Family Farming
LCB	Local Capacity Builder
LTO Noord	Dutch Farmer Organisation in the North of the Netherlands
MFI	Micro Credit Institution
MIS	Management Information System
MTCP	Medium Term Cooperation Program
NBC	National Bank of Cambodia
NGOs	Non Governmental Organisation
PDA	Provincial Department of Agriculture
PDWRAM	Provincial Department of Water Resource and Meteorology
RF	Rabobank Foundation
SBP	Strategic Business Plan
SG	Saving Group
SME	Small and Medium Enterprise
SP	Strategic Plan
VGs	Vegetable Groups
We Effect	Swedish Cooperative Centre
WFO	World Farmers' Organisation
ZLTO	Dutch Farmer Organisation in the South of the Netherlands

i. PREFACE

CFAP is an umbrellar organisation of small scale farmers' organisations and cooperatives (non-governmental organisation), works in a membership base style. CFAP works directly with small rural poor farmers to contribute to the poverty reduction, food security, economic initiatives and building the capacity of FOs to become specialized entities that could give professional services effectively to farmer members for long run. To reach the planned goal, the organisation has initially worked in several development programs i.e. capacity building (trainings/using of on-site technical trainings model), enabling farmers getting access to water source, agricultural productivity improvement that could cope with quick changes of climate, use of a revolving fund, economic initiatives include business planning, soil quality improvement, water management, rural infrastructure, dissemination and giving advisory support to farmers and their organisations. The organisation has subsequently continued to shift its focuses and impression on strengthening of farmer organisations/cooperatives in a membership based style and economic initiatives to reach a self-financing in the future. To do so, and in response to the context of Cambodia it is required to present the success and feasibility publicly. We believe strongly that working in a membership based style of farmers will achieve multiple purposes, especially for food security, poverty reduction and social solidarity. In return the rural economy has grown effectively sustainably for the rural poor people where the living standard is very low, not balance between daily income and expenses. Now it is time for FOs to engage their activities with income generation alongside with funding programs/grants. The added value and benefits of FOs/Coops is something needed to strengthen, not only to farmer members, but also to relevant stakeholders. CFAP has strongly identified its aim to achievement of ***“experiencing from food shortage to food sufficiency and food producing for households’ consumption to food producing for sale and enterprising farmers’ products sustainably”***.

CFAP is attempting to become a self-financing organisation, therefore the organisation has developed and strengthened its working programs such as strategic business planning (SBP), internal working policy and procedures, organisational financial management program, saving principles and use of a revolving fund, knowledge management, MIS and business planning etc in collaboration with partners, especially Agriterra and the Rabobank Foundation. At the same time, CFAP has also strengthened its FOs as members to become a professional entity that could give direct services to farmer members and getting access to self-financing too in the future. CFAP provides specific trainings/advisory services to member organisations and producer group members such as vegetable and rice production, crops protection, water management, soil quality improvement, chemical uses and its impacts, organic making, savings (use of a revolving fund), marketing/selling, production planning, cropping calendar, business planning, proper agricultural technical protocols using CFAP's on-site training model. Networking of FOs and FOs, FOs and developing agencies and government, minimizing gap between farmers/farmers' organisations and government agencies like MAFF and other relevant governmental ministries, research/study institute, companies, development agencies, sub-national authorities and other relevant stakeholders, expected that they work in close cooperation in the future. This is in response to one of our organisational objectives in development for changes.

We Effect came into cooperation with CFAP in 2014, and aims to focus on a. development of capabilities among participating organisations to better defend the rights and address the needs of members, the low-income earners and vulnerable; b. the promotion of sustainable agricultural technologies and business activities among small scale farmers; and c. the advocacy for gender equality in farmer cooperatives, farmer organisations, commune base organisations (CBO), small scale farmers and their communities. The project mainly addresses rural development issues, environmental sustainability, small business development and gender equality in Prey Veng province. There are four

main clusters planned to achieve in the project i.e. Organisational Development/Capacity Building, Business Development, Sustainable Environment and Small Scale Farming and Advocacy and Networking. There were five FOs in Prey Veng funded by We Effect among the five; two had registered under the law on agricultural cooperative.

FOs as members will in return pay an annual membership fee regularly to CFAP when they have understood well about the added value of FOs in a membership based style and the purposes of organisational income generation program have been achieved effectively. There are 19 farmers' organisations registered as member of CFAP in 5 provinces (Kampong Speu, Kandal, Prey Veng, Svay Rieng and Kampong Thom), other new organisations have also applied for a membership of CFAP, two new membership organisations were approved by the board during the 3rd General Assembly held on 29th September 2014. CFAP has a total of 8,481 household members from 129 villages and 902 producing groups. Through these households members CFAP currently targets 191,909 farmer members, 100,791 female (53%). In rural Cambodia, women participated actively in agriculture and housework while men are also active in agriculture and heavy work. Women and young farmers are also active in CFAP's activities where they take over important roles as group leaders, committee members and oversight of group activities. CFAP is currently supported in this effort by Agriterra while Rabobank Foundation support CFAP in Strategic Business Planning (SBP) and loan with 2% of interest charge per annum, CFAP provide credit service together with advisory support and training on credit and risk management to only member organisations, yet to non-members and or SME.

Because the cooperative law had already enacted by the National Assembly of Cambodia last May 2013, 12 organisational statutes in Cooperative model and operational organisational working tools have developed for use at FOs&Coops as members of CFAP, this is part of organisational capacity strengthening in order to enable FOs as members work effectively. Because there are 6 existing cooperatives in the 12 registration targets, therefore the organisation has decided to register only 6 cooperatives while the rest of other 6 FOs is expected to integrate into one in collaboration between CFAP and PDA in SvayRieng. According to PDA, PDA wishes to have only one cooperative in each area first, next it can scale up base on lessons learned and experiences. With this regard, CFAP however had conducted meetings with all 12 FOs as well to strengthen their organisational management include working in cooperative manner and discuss with them of how to find the way to integrate, what advantages and disadvantages?, when and who involved, and how? During this transition period as they have to wait until there is a new Annual General Assembly (GA) of the coops. This however, put further complicated work for CFAP rather than a new registration processing of the coop as they need more facilitation and organisation prior to the consensus among relevant parties and FOs/Coops themselves. Because limited dissemination of cooperative laws to especially the farmers' organisations in Cambodia, majority of Cambodian people have not been even heard about the cooperatives or the laws on agricultural cooperatives. Most farmers in Cambodia do not know how and what cooperative is, therefore CFAP wishes to paly a role as a facilitator in collaboration with relevant partners like PDAs, MAFF and LCB to prepare for a registration of the current Commune Farmers Association (CFA) as members to become a cooperative under the new law on agricultural cooperative. This will be helpful to enable farmers, especially small and medium scale farmer getting more benefits from the agricultural development policy.

ii. INTRODUCTION

The Empowering of small farmers toward cooperative marketing and enterprising (ESFCME) aims to strengthen poor small scale and medium farmers to become specialized in farming, collective marketing, producing same crops base on identified potential areas, enterprising of farmers' produces and organisational strengthening forward self-sustainability. The specific objectives are: 1). Improve access of capacity to increase production of farmer organisations and group members, 2). Improve access of farmer members to cooperatives and collective marketing (collective sale, purchase of inputs, produces), 3). Business and production promotion, investment planning and database, and 4). Organisational strengthening and capacity building of farmers' organisations for qualitative service delivering to group members in a cooperative manner. The project aims to strengthen and support 250 producer groups plus 35 demonstration farms in Kampong Speu, Kandal, Prey Veng and Svay Rieng while the "Empowering Farmers' Organisations and Social Development for Food Security" (EFOSD-FS) aims to strengthen 50 producer groups have been supported in Prey Veng. The project focused on capacity building of FOs leaders, producer group leaders and farmer members in agricultural skills, getting access of FOs to register under the laws on agricultural cooperative, making profiling of FOs, collective sale, marketing, vegetable production, rice production, animals/poulties production and income generation. This consolidated report (project no. 13cam-6048-14at-4746 Empowering of Small Farmers Toward Cooperative Marketing and Enterprising "ESFCME", P.010139 "Effective Farmers' Market Initiatives" aims to strengthen economics initiatives for small farmer producers and agricultural sustainability in Cambodia and P.5313 aims to Empowering Farmers' Organisations and Social Development for Food Security (EFOSD-FS) these have diversified and differentiate intervention to achieve respective action plans within the projects that could play mutual interaction effectively for the sustainability of the FOs in the future.

For a period of 1 January to 31 December 2014, the organisation had achieved various desired outcomes with respect to the outlined work plan(s). **Project no. 13cam-6048-14at-4746 Empowering of Small Farmers Toward Cooperative Marketing and Enterprising, the conducted activities are:** i). Internal working policies and procedures had reviewed for improvement, ii). Internal meeting to reflect implemented activities in 2013 for lessons learned and improvement, iii). CFAP's on site-technical training model had strengthened, iv). Technical training manuals made by CFAP (vegetable, rice, animals/poulties) had reviewed for improvement, v). Administrative and working format forms had reviewed internally for improvement, vi). Tools for advisory/trainings support to FOs and farmers (production planning, cost calculation, cropping calendar, business planning, recording book, monitoring list of producers group members, aggregation of products format, income and expense database registration, database of members' organisations etc) had reviewed for further development, vii). Previous results and recommendations of various missions made by Agriterria (Mission of the LTO Noord assigned within the framework of the project/contract no. 13cam-6019-13at-4294 "climate adaptive approaches to food security", reference: 11ltn-5741-12at-3407), it was the fourth mission harvesting the project. Which measures can be taken to structural improvement, to climate smart food production. Several measures will be part of an Action Plan of CFAP, to be executed end 2013-2014. The mission no. 6456, mission assigned within the framework of the project/contract no. 13cam-6048-14at-4746), nbr6660 for structure and strategy development focused at self-sustainability were taken into discussion for the organisational program development and improvement, especially the focuses on self-financial sustainability of CFAP, there were three points were taken into discussion, those are:-

1. Structure: split MF and farmer cooperative services (see MicroSave), plus training, staffing, products (RF)
Participation and commitment of coops and farmers
Staffing structure: roles by CFAP or coops (role, staffing/cost structure)

2. Strategy for self-financing

MF as separate entity, surpluses to services

Potential for income generation in value chains: sectors, roles, activities

Services to provide: for free or fee, roles and staffing CFAP/costs structure

3. Operationalization:

Financial structure of collection points; advise, with CFAP, broad, coops

Roles and capacities of facilitators; training

Marketing; training, structure, roles

Mission #6590 on 'Climate adaptive approaches to Food Security' (reference: 111tn-5741) focused on soil improvement and water management, especially at all household ponds, and final mission of Agriterro for 2014, mission no.6661 held on 28 July to 3 August 2014 focused on business planning and strategy development for self-sustainability of the organisation. Most of the concrete comments were taken into account and for development of a new business project proposal of CFAP for 2015-2017 to reach the target plan of self-sustainability of CFAP by 2017. **viii).** Training workshop to share knowledge on soil treatment, diseases prevention, crops protection and use of cropping calendar provided to 250 group leaders, **ix).** Training workshop to share knowledge on marketing, selling and CANVAS model provided to 250 group leaders, **x).** Training of Trainer (ToT) in developing business plan to farmer leaders and LSBs delivered, **xi).** Workshop on cooperative models and experiences sharing, the training workshop participated by FOs leaders, local authorities and PDA, **xii).** Preparation of the cooperative statute, regulations and involved working documents, then organize the first-GA at every future cooperative target and registration of 12 CFAs/CBOs under new law on agricultural cooperative, **xiii).** 15 collection points allocate in 15FOs amongst 19FOs as members had strengthened while 5 collection points among the fifteen had functioning well to give services to farmer members, **xiv).** Develop posters/leaflets on growing techniques, cropping calendar, crop treatment, soil treatment, crop rotation and use of pesticide and diseases prevention, 27500 copies printed (1july 2013 to 30sep 2014). It is consolidated with CC project (see a separate report for details). **xv).** 12 exposure farms allocate in 12FOs set up to test new growing techniques and crops like radish, taro, corn and ginger following CFAP's on-site technical training model conducted. This is the first time in CFAP's project history to see whether the greenhouse design could be resilient to the current climate conditions and quick changes of weather. 250sqm of land size (=5 rows each crop or =20 rows) used under this piloting program, **xvi).** Organized meetings at groups level to identify farmers who are willing to join forces and work together on selling and marketing collectively. Also gave advises on how to treat crops and crop rotation scheme included explanation the uses of posters/leaflets to farmer members, **xvii).** Financial management system report using QuickBooks was prepared and explained by external financial consultant, **xviii).** Development of project monitoring and evaluation system has prepared **xix).** Strategy and business plan review/development for self-sustainability of CFAP has developed, and it is required to conduct workshop with relevant stakeholders, and to have farmer leaders reviewed and agreed on the strategy, expected to conduct in 2015 and **xx).** Strategy and action plan for strengthening of FOs to independent organisations had also developed, and also required to conduct workshop with relevant stakeholders, and to have farmer leaders reviewed and agreed on the strategy, expected to conduct in 2015 as well.

P.010139 "Effective Farmers' Market Initiatives" aims to strengthen economics initiatives for small farmer producers and agricultural sustainability in Cambodia, the conducted activities are: **i).** loan services to FOs as members of CFAP, **ii).** TA assistance on RIA Institutional Assessment, CFAP Financial Strategic Business Plan, CFAP Loan Assessment, Market Research for Production Development and CFAP MFI Accounting Manual. All these are very comprehensive jobs have achieved in collaboration between CFAP and the Rabobank Foundation to ensure that CFAPMFI entity

is sustainable in the future while the CFAP non-MFI is required further strengthening from external experts, so external support like Agriterria who is specialized in FOs-led improvement is needed.

Project P5313 executed and participated by 5FOs in PreyVeng province, relevant stakeholders like local authorities and PDA have cooperated, the conducted activities are: **i).** Five farmer organisations' profiles have produced, those activities included meeting to introduce about organisational profiling development, organisational assessment, the meeting for feedback on organisational assessment results/report of all five FOs in Prey Veng **ii).** Registration of two farmers' organisations under the law on agricultural cooperatives have achieved (SAHAKUM KASEKAM SAMAKEE RITHY TA AUNG AND SAHAKUM KASEKAM SAMAKEE THKOV), the activities included development of organisational statutes, organisational working tools and certificates of the agricultural cooperatives, due a very limit budget to execute, but CFAP had contributed a lot, this really affected to reach the financial sustainability of CFAP as planned, thus it is required to further discussion base on this lessons learned to achieved such work effectively for social development with a partner/donor like We Effect in the future to find better cooperation that could sustain the progress of CFAP forward sustainability properly, **iii).** Training in leadership of farmer organisation in FO based style has delivered to all five FOs, the trainings conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual needs of FOs and training methodologies that could be responsive to the capacity of farmer leaders/committee members and staff members at their level, **iv).** Training in entrepreneurship and marketing is has delivered to all five FOs, the training conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual need and capacity of FOs in the areas, and **v).** Giving an advisory support to farmer members and FOs leaders have conducted to all five FOs in Prey Veng, the advisory support/regular meeting aims to keep the 5FOs with progress of the planned activities, advised on agricultural technical skills, production planning development, cropping calendar, organisational financial management, bookkeeping and listening to issues of farmers (problems, difficulties and solution) happened during the project implementation for improvement accordingly and follow up, therefore their knowledge/skill is strengthened through coaching method of CFAP in a cascading model to enable farmer members and FOs leaders/staff members access to real knowledge and experiences that could run activities and services properly and mutually to serve the interests of farmers and FOs in return in the future.

Moreover, advisory support over savings and use of a revolving fund, soil improvement, PH explanation, diseases prevention and use of cropping calendar, book keeping, financial management, minute taking and financial reports to FOs had delivered during the year. Missions to monitor implemented activities (vegetable, rice, animals, market produces in a collective buying and sale, use of a revolving fund and the organisational strengthening included the added value of FOs) conducted both by field staff and senior staff members respectively of CFAP base on their specialized field to all operational working areas. Continue aggregation of production, income and expense data at CFAP level, input in database (by CFAP), internal financial review and spreading knowledge of CFAP's LSBs base at each FO as members to producer groups to improve their productivity and quality that could meet market demands now and in the future.

Self-sustainability of the organisations is the key topic that CFAP and FOs members attempted to have it achieved, we had developed such strategic development, but always lack of sufficient budget to implement to reach the action plans. It is however required to mobilize sufficient resources include specific business strategic plan in CFAP development programme with FOs as members, budgeting, networking and time consuming properly to enable smooth progress of the organisation in a bottle neck strategy, and it is now requested for sufficient funding. To achieve this objective effectively, the organisation has developed working policy that could cope with the context of Cambodia as well.

Building and strengthening the capacity of FOs to become expertized services providers, economic initiatives at FOs level and networking between FOs and FOs, FOs and Government, FOs and stakeholders include Media and private sector is in the prioritized programme of CFAP.

Due agricultural cooperative is very new in Cambodia, so information on the laws of agricultural cooperatives is still on the way forward to reach the public. Very limited information received by people live in rural areas, with this regard, 12FOs have facilitated to register under a new law on agricultural cooperatives as a result 6 among the 12FOs had processed to register while the rest of other 6FOs expected to integrated with existing coops. Because the real cooperative law is very new in the history of Cambodia, we could foresee that it is required the government to prioritize the FOs include the agricultural cooperatives to experience and learn sufficiently for a period of at least 10-15 years, starting from today and in the right track with sufficient funding and capacity building in diversified cooperative model with high priority to ensure that the public, especially understand well about the added value of FOs and Coops to serve mutual interests between farmers and FOs/Coops, thus to contribute to the sustainability of the national economic growth. Giving FOs proper time running and learning their organisation in cooperative manner will enable them to apply the complicated procedures effectively. Specified Funding Program (SFP) needed, therefore CFAP could play mutual interaction effectively from growing techniques (both soft and hard skills), organisational strengthening, economic initiatives, investment planning and networking of FOs at national and international level to financial sustainability of the organisation, tentatively by 2017. This is the right track for long run of FOs.

Based on results of implemented activities, CFAP has foreseen that all these projects contributed largely in building sustainable development of FOs for long term services delivering to farmer members and could also response effectively to the poverty reduction, minimizing gap between FOs and relevant stakeholders, enable farmers access to policy dialogue thus to reach social development with sustainability. Small scale business initiatives and enterprising farmers' produces have intervened jointly effectively with the use of a revolving fund programme for example AGRI-Credit service to farmers who have already received specific trainings to increase their production and marketing their produces. The saved capital of farmers, however in a very limited amount due to poor farmer members, but it has already expressed impression of farmer members in savings. We could also learn that farmer members get aware of the added value in FO based style that serve the interests of their own organisations for long run by members themselves working together.

We expected that knowledge in FOs base style in linkage with economic initiative of farmers and farmer leaders has improved while the staff members are capable to transfer the received knowledge/skills directly to producer farmer members in a professional manner effectively, next long term strategic business development, Good Agricultural Practice (GAP) and Product Processing at all FOs as members of CFAP are something we need to do. 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. Collection points were established and put into functioning for sale of inputs to farmer members in places, some of farmer members become produce collectors from villages to sell at district and provincial markets while some others collected for whole sale to traders.

The added value of FOs is heard more and more, not only through CFAP's activities at target areas, but also through media as well like BTV, APSARA TV, CNC and TVK (national TV), moreover national and international radio also broadcasted about CFAP's services and status of FOs in Cambodia to farmers like Romdul Svay Rieng and Radio Australia participated by many audients during a radio speaking of Mr. Sok Sotha, a managing director of CFAP on air. CFAP got interested largely by farmer members compared to last 5 years which the added value of FO in a membership based style was not

known to the public, especially farmers. LSBs who are assigned to allocate to all FOs as members got opportunity to build their own capacity in place by working directly with CFAP's specialized staff members to transfer knowledge to farmer members through advisory support and trainings "learning, experiencing by doing directly on ground and with farmers". Moreover, they have regular meeting once every 3 month with CFAP experts to review and strengthen their services in order to provide effectively to FOs and group members and to see whether they had conducted activities with respect to the desired outcomes of the project(s). CFAP was also invited by the government ministries like Ministry of Environment, Ministry of Commerce, Ministry of Economic and Finance to participate in relevant national policy development like draft on food law, climate change in development project RPCR and projects of IFAD in collaboration with the government etc during the meeting, we always contributed our prospective to the respective discussion topics base on our experience with farmers and relevant fields.

Building and strengthening the farmers' organisations to become specialized and professional service providers, enterprising farmers' produces, enabling FOs to get access to self-financing sustainably is the key strategy for CFAP with FOs as members. We know that to reach the sustainability of FOs in term of finance, it really needs to build strong human resource at FOs level at the same time to build farmers' knowledge needed. The policy to support farmers is also something we have never forgotten, so that farmers themselves have the organisation of their own, doing by their own and benefiting for their own and their communities for long run in the future.

iii. BASELINE

1. Situation before/during the project started:

Majority of poor people live in rural Cambodia (80%) which they depend much on traditional agricultural activities, less application of proper technical protocols in agriculture or taking proper opportunity from their farms while most farmers were reluctant to apply new practice. Most rural people live with low and irregular income i.e in 2007, 48% live under poverty line and 2012 remained about 20%, even though the poverty has decreased, but it remained much vulnerable and fragile and easy to have fallen into poverty. The participation of farmers in FOs is still limited compared to large number of people live in rural areas, farmer members could not get access to market their produces regularly in large volume with traders/big buyers, large number of FOs did not have their organisational profile, some have but database was limited. The business strategic plan is very new to many FOs, many FOs leaders/committee members did not get access to training on leadership, entrepreneurship, specific loan management, book keeping, investment cost calculation, production planning, marketing planning, no access to water source and GAP standard.

Farmers' organisation based now is heard to the public, however the recognition of the role of FOs in public is very limited, this is because the role confusion happened between FOs and NGO, therefore CFAP has to commit strongly to overcome the challenges to reach the self-financing quickly by getting access to close cooperation and network with those relevant stakeholders, this will be good example for other FOs in the region in the future. For agricultural productivity improvement, they have very limited knowledge on production capacity due to lack of growing techniques, produces processing/packaging and marketing skills, rural farmers could not get access to market information regularly, lack of irrigation system for farming in a year round, especially in dry season (November-April) while in rainy season (May-October) is always flooded, still weakness in water management, weakness in pest and diseases control, lack of knowledge on use of fertilizer, no access to good seeds/fertilizer and agri-inputs, most farmers live in rural areas still keep existing seeds/breeds with low quality and last for

generations, limited marketing of local produces due to limited access to markets collective sale and buying in a regular basis of produces of small rural producers, limited sale of local produces on markets due to low quality, local produces are not known to traders/big buyers and other new clients, no access to 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, these required to well preparation, especially cropping calendars for farmers and their organisations following by coaching alongside. To solve these problems effectively, the specific trainings to farmers to become specialized in vegetables production, rice production, animal production and or SME management needed, facilitation and M&E as well as training of trainer (ToT) to CFAP staff members and committee members/staff of FO members also needed, so they could extend trainings/services directly to farmers. The best strategic business plan and strategy for sustainability of FOs are required to develop quickly, however piloting with few FOs is the most important way to scale up of the best practice.

CFAP provided specific trainings of:- on-site technical training on production and postharvest, preparation of production for producer groups, provided specific advisory mission to FOs (saving principles, business planning, organisational leadership include organisational governing structure, loan management and bookkeeping, crops protection, diseases prevention, and cropping calendar to FOs leaders/staff members and group members), study visits of farmer leaders and LSBs to demonstration farms, strengthening of 15 collection points and put 5 of them into functioning, organised cooperation with traders to come to collection sites, training in bookkeeping to FO committee members/staff, training in marketing and entrepreneurial skills to committee members and group leaders, marketing, study/research focused on product prices, trainings on business planning, leadership, basic M&E, and business management. Training on soil treatment-diseases prevention, crops protection, use of cropping calendar in a rotation system, training on chemical uses and its impacts, training on marketing, selling and CANVAS model, Workshop to share knowledge on soil treatment, diseases prevention, crops protection and use of cropping calendar participated by 256 producer group leaders, 69 females while the workshop to share knowledge on marketing, selling and CANVAS model planned 250 producer group leaders and participated by 256, 69 females. Training of Trainer (ToT) in developing business plan to 19FOs as members and LSBs participated by 45 participants, 13 female, Workshop on cooperative models and experiences sharing of farmer leaders from other cooperatives to other farmer leaders and future cooperatives members of CFAP, the workshop also shared the law on agricultural cooperative to farmer leaders participated by 69 participants, 21 female. 12 FOs statutes following agricultural cooperative model developed/prepared for 12FOs (6FOs among the 12FOs expected to have certificate in March 2015), all 12FOs had reformulated organisational working procedures in cooperative manner. Together re-organisation of the group members into preferable producer groups to produce same/socialized crop/product for collective sale in the future conducted by AAOs and LCBs to 250 groups, 1990 farmer members, 819 female among 2358 household, 922 female had expressed their willingness to produce same/specialized crops/products. 5 collection points among the 15 collection points have strengthened and put into regular service delivering to farmers in 5FOs, production plan, business plan and advises on business management conducted specifically to the five places to run collective sale and buying properly in next step. These collection points are functioning on sale on inputs to farmers and facilitate farmer members getting access to collect produces for sale to traders/big buyers first. The rest of others will be downscaling next step by FOs themselves in collaboration with CFAP and other partner/donor, hopefully Agriterro can consider highly in this area. There were 12 exposure farms set up using a greenhouse model to test/train proper growing technical model (soil cleaning, irradiation, and water management) by growing new crops (radish, taro, corn and ginger) which require daily for household consumption that could stand better with current climate conditions and quick changes of weather pattern. There were 27500 posters/leaflet and guidance manuals had

produced and shared to farmer members. On-site technical training methodology is used. CFAP had also aggregated production both at CFAP and FOs level, although farmers need proper time to experience new technical protocols to see its success prior to scaling up to other areas, and or to suggest farmers to upscale the new technical protocols. Only 28% of the current household members in reporting period got direct benefits from the project(s) intervention while the rest of 72% still unavailable to get access to the services in operational areas.

Insufficient funding, lack of resource persons, lack of investment funds and or capital of FOs are always the barrier to reach self-sustainability and long run of the organisation so far, now things have improved compared to previous years, especially at a start of CFAP's organisational reformulation to become a membership base organisation however it is still vulnerable and need to further strengthening to ensure that they can extend services effectively and sustainably to farmer members. When there is limited knowledge and capital at FOs, it is clear that the organisation is hard to attract member participation because most of farmers live in rural areas, they are poor, and they have limited idea for long term investment i.e. they needed work that could give quick benefits/results or short-term investment for them to survive. Networking between small rural producers, traders and suppliers or sellers is something needed to function. CFAP still has limited staff members, especially the agriculture and advisory officers (AAOs) to be in charge with FOs as member while most FOs is still not very strong in financial management, business management, marketing, savings management, organisational management, knowledge delivering to farmer members and leadership. They really need CFAP to facilitate and coach alongside to make sure that they are capable run the organisation and give services by themselves effectively in a professional manner in the future.

Findings: We learned that the membership payment fee is now understood by farmer leaders; however annual payment was not paid on time. Farmer leaders understand that it is an obligation when registered as a member of CFAP. We realized that there is a different between FOs/Coops created by MAFF/PDAs which required individual members to pay a membership fee once i.e. only at a start of registration, those registered by CFAP always advised to pay a membership fee annually. NGOs give free of charge for their beneficiaries, and they do not cooperate with existing FOs in their operational areas which created some difficulties for FOs and they feel like competition, this is something needed to find better solution to minimize gap between FOs and NGOs or any other development agencies include the government to ensure that the parties are in well cooperation to achieve such desired outcomes respectively. Most FOs have expressed their willingness positively to change from much depending on external support to focus on economic initiatives and income generation of the organisations, but from our view and analysis it is required proper times to transit while the organisations are not ready to do so in other word it is too early for them, especially small FOs at district and sub-national level. They do not have sufficient knowledge in organisational management; no capital to run the business, there is no strong business plan, strategy for sustainability of FOs at commune, district and sub-national FOs level etc. Most committee/staff members at FOs/Coops are aging with limited knowledge in organisational management and leadership; most of them work in a volunteer basis for many years without salary, limited participation of young farmers at management and leadership level. All these need to improve in short coming years to ensure that they have strong strategic plan for sustainability.

CFAP still advocate strongly and actively at national and international level in behalf of farmer members to make sure that development agencies and the government work in close collaboration with FOs, especially the commune, district and sub-national FOs, help building the capacity of FOs, renting FOs to extend services to farmers and or their beneficiaries as needed in their project where there is FOs based there. This will be the real and sustainable success for farmers and all, it also response effectively to poverty reduction, hunger, malnutrition, social economic growth and discrimination in

the society because FOs/Coops work directly with farmers. IFAD headquarter tried to encourage the involvement of stakeholders in their project, CFAP is one of those, the national working team of COSOP and the national project network under the Project for Agricultural Development and Economic Empowerment (PADEE) too, unfortunately there is limited collaboration or it doesn't work at the ground level. Members have limited access to loan services from the MFI/Bank with low interest rate. CFAP has already developed a new software program (Quick Book) for financial report, expected to be used in Mid 2015 while most FO members are not able to use even Ms. Excel. CFAP's structure had already separated between CFAP and CFAPMFI entity. The accounting manual had already developed and under piloting to use while the SBP had already prepared for use, however it really needed times to experience and learn all these new things for improvement. Hopefully these will enable better work for CFAP's management in the future. Migration of young men and women are still in a worrying situation and will become big problems for agricultural labor in rural Cambodia in the future if there is no proper solution for young farmers, therefore work improvement in rural areas that could enable rural people earn a living properly, especially from agricultural activities is required to do more and urgently to keep balance between urban and rural work, this will attract more young farmers to stay in the villages.

1.1. Database in 2014, production and sale data as follow (database collected from income and expense recorded by farmers):

Table 1:

Average	End 2014			
	Vegetable	Rice ¹	Poultres	Handicraft ²
Production per crop/ha/year/hh	5940Kg	4,145Kg	51Kg	2880Set
Sales volume for 2 crops/(ha)/year/hh	10,692Kg	2,901.5Kg	82Kg	2736Set
Income from sales per volume unit per year/hh	16,038,000KHR	3,046,575KHR	984,000KHR	5,472,000KHR
Previous hh consumption	10%	30%	10%	3%
Current hh consumption ³	10%	30%	20%	5%
Increased %	2%	0.36%	0.12%	0.021%

1.2. Over the project implementation, production and sales data in average:

Table 2:

Vegetables	Production and Sale Data Base		
	End 2013	End 2014	Remarks
Production per 2 crops/ha/year/hh (in kg) (as normally there are two crops/yr)	5825Kg	5940Kg	
Sales volume for 2 crops/ha/year/hh (in kg)	10,485Kg	10,692Kg	
Income from sales per volume unit per year/hh (in KHR)	15,727,500KHR	16,038,000KHR	
Rice			

Production per ha/year/hh (in kg)	4,130Kg	4,145Kg	
Sales volume for 2 crops/ha/year/hh (in kg)	2,891Kg	2901.5Kg	
Income from sales per volume unit per year/hh (in KHR)	3,035,550KHR	3,046,575KHR	
Poultry			
Production per year/hh (in kg)	45.5Kg	51Kg	
Sales volume for 2 crops/ha/year/hh (in kg)	81.9Kg	82Kg	
Income from sales per volume unit per year/hh (in KHR)	982,800KHR	984,000KHR	
Handicraft			
Production per season/year/hh (in set)	2820Set	2880	
Sales volume /season/year/hh (in set)	2735.4Set	2736	
Income from sales per volume unit per year/hh (in KHR)	5,470,800KHR	5,472,000KHR	
TOTAL production/yr			
TOTAL income/yr	25,216,650KHR	25,540,575KHR	
%		1.26%	

¹Rice is still limited to one crop per year as majority of farmer members did not get access to water sources, especially in dry season. Generally rice production in Cambodia depends much on rain fall, so the sale volume also limited to one crop per year as well. Moreover, the existing canal (irrigation system) is very dry in dry season.

²Handicraft production has also limited to similarly consider as one crop as producer members could not get access to large loan service from FOs as the loan amount is very limited/too small compared to amount of CFAP's farmer members.

³The % for household consumption had increased as farmers thought the quality of local produces is more trustable than imported produces, before farmers sold their produces as the price is higher and bought imported produces as the price of imported produce is lower compared to local produces. The bamboo products have also used more by farmer members themselves compared to previous years.

iv. RESULTS AND OUTREACH ACHIEVED IN REPORTING PERIOD

SECTION I:

Component 1: Review conducted activities in 2013 for improvement

Subsequently, after the fiscal year operation, the organisation always reviews conducted activities and reflection for improvement prior to the start of a new fiscal operational year. The key reviewed areas are **a.** internal working policies and procedures, **b.** achieved results, **c.** CFAP's on-site technical training manuals and models, and **d.** recommendations made by various consultants to CFAP. The review meeting participated by all CFAP's staff members, held at CFAP office prior to the annual General Assembly (GA) of CFAP.

Component 2: Network

Because there is gap between relevant institutions, especially FOs and FOs, FOs and development agencies and government institutions, CFAP therefore have networked with those stakeholders through visits of CFAP team, we sometimes invited the representatives of those stakeholders to participate in various meetings organized by CFAP. During the workshop and consultative meetings, the added value of FOs in a membership base was disseminated by giving good examples of the successful stories in FOs base that could serve direct benefits to farmer members now and in the future. There were several FOs/Coops got interested in registration as a member of CFAP, two of them have registered as a member and approved by the board during the 3rd GA held last 29th of September 2014 while some of them already sent their applications to CFAP, expected to approve more in 2015. As the led-FO, we know that human resource is very important which require us to take urgent action to build the capacity of staff members to become specialized in their respective responsible field, especially ToT on business planning, business strategic plan development, financial and organisational management, produces processing/packaging, collective buying and sale improvement and agricultural improvement for high market demands. This will enable the organisation(s) to give services effectively to FOs as member in network in the future; vice versa the FOs themselves could also extend services directly effectively to individuals or group members now and later. Through this network, the voice of farmers is heard to the public both at national and international level through various meetings with government agencies, international development agencies, private sector and the media which CFAP has engaged with for advocacy and or partnership for development. CFAP member organisations are available on its website (www.cfap-cambodia.org); this keeps the way FOs networked and informed publicly. There is of course difficulty for those who are not able to get access to internet for various reasons i.e. do not know how to use computer and there is no internet access available etc, especially in the rural areas where CFAP works mostly with rural farmers. Moreover, CFAP networks with regional led-farmers' organisations and the world led-farmers' organisations included the international development agencies.

Component 3: Improvement of organizational working documents/policies

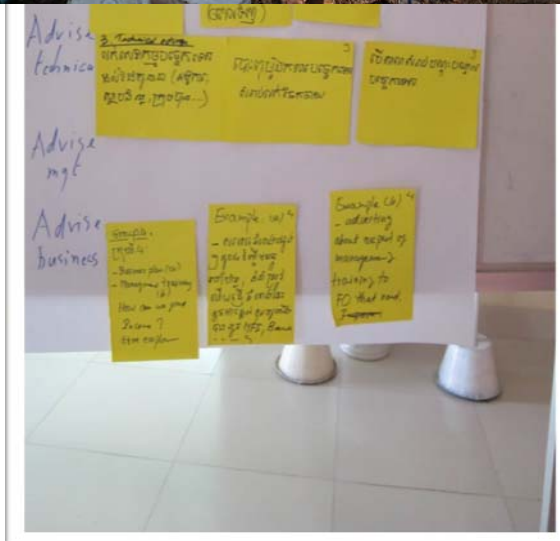
During the period (January-December 2014), there were various working tools had reviewed/improved and further development, aimed to achieved effectiveness of CFAP's services to farmers and FOs and the firm sustainability of the organisation as well, those are technical agricultural training manuals, cooperative statutes and working tools and the organisational working policies were reviewed for improvement and amendment that could response to the real needs of the organisation, those related to the achievement and future strategy of CFAP for board approval during the 3rd GA of CFAP. Those are **a).** Policies: internal working procedures, staff and financial guidelines, organisational governing structure which separated the structure into a new entity (CFAP-MFI) and the saving principles, **b).**

Technical trainings: vegetable training manual, rice training manual, poultries training manual and fish rearing training manual, **c**). ToR and reporting format forms: Normally, the organisation requires to prepare the draft term of reference prior to give advisory support or trainings to farmer members to ensure that desired outcomes of the project are in the right track, same as the reporting guidelines to see whether staff members, especially new staff understand what have mentioned therein. **d**). Business relevance: production planning, cropping calendar, recording book (income and expense), membership registration, aggregation of product (income and expense) data base, Business Plan following critical comments from consultants and liaison office of Agriterra to reach sustainability of CFAP for coming years. The Rapid Institutional Assessment (RIA), Loan Assessment, Market Research for Product Development and the Strategic Business Plan (SBP) of CFAP 2013-2018 in collaboration with MicroSave funded by the Rabobank Foundation to make sure that our working tools and policies are responsive to the present and future need of the organisation.

Component 4: Agriterra missions to CFAP

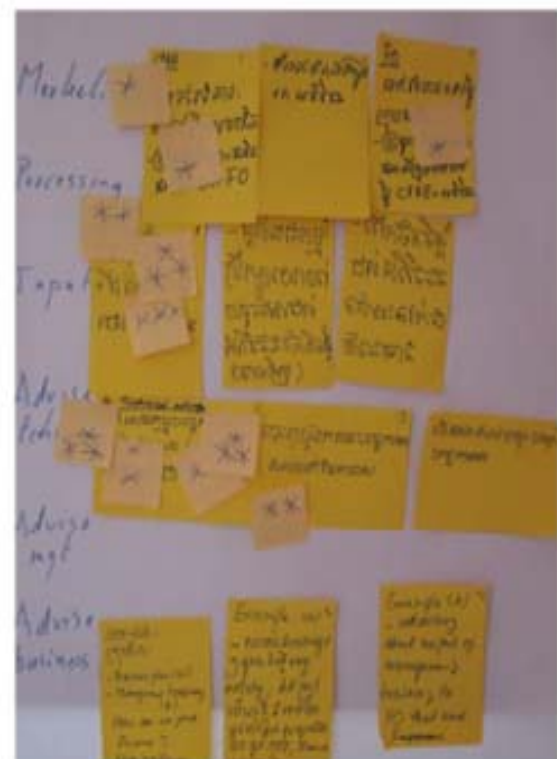
During the period (January-December 2014), there were several advisory missions conducted by Agriterra to CFAP. The missions aimed to strengthen the activities and strategies as follow:-

- 4.1. On 18-25 January 2014 there was a mission of the LTO Noord assigned within the framework of the project/contract no. 13cam-6019-13at-4294 “climate adaptive approaches to food security”, reference: 11ltm-5741); mission 6456. The mission focused on **a**. Empowering staff members on soil management and climate resilient agriculture. Understanding the link between soil, fertilization strategy, crop growth, water efficiency, and climate change. How to use soil analysis. **b**. Share experiences with constructing multipurpose family pond. What can be learned of the construction purposes? Meeting with FOs in action plan, and visiting the ponds. **c**. Preparing assignment internship students Van Hall Larenstein (University of Applied Science) took place from April to July 2014. (see separate report(s) or annex for details).



- 4.2. On 2-7 June 2014 there was a mission assigned within the framework of the project/contract no. 13cam-6048-14at-4746 Empowering of Small Farmers Toward Cooperative Marketing and Enterprising “ESFCME”. There were three aspects for advisory mission i.e. 1. Structure: Split MF and farmer cooperative services, plus training,

staffing, products related closely to RF, participation and commitment of coops and farmers, staffing structure: roles by CFAP or coops (role, staffing/cost structure). 2. Strategy for self-financing: MF as separate entity, surpluses to services, potential for income generation in value chains: sectors, roles, activities, services to provide: for free or fee, roles and staffing CFAP/costs structure and 3. Operationalization: Financial structure of collection points; advise, with CFAP, broad, coops, Roles and capacities of facilitators; training, marketing; training, structure, and roles. Operationalization conducted in the follow up mission while structure ad strategy for self-financing would be addressed during the mission. (see separate report or annex for details)



4.3. On 2-5 July 2014 there was a mission assigned within the framework of the project/contract no. 111tn-5741-14at-4958, mission 6456. The assignment is executed within the framework of the project 'Climate adaptive approaches to Food Security'. The mission aimed to monitor the execution of CFAP's action plan to further strengthening the relation between soil and water management and climate resilient agriculture. The consultant had discussed with relevant people and institutions like Mr. Thach Ratana, a director of provincial department of agriculture in Svay Rieng, Svay Rieng University led by H.E Mr. Tum Saravuth, rector to discuss for follow up on sustainable future collaboration in climate change and agriculture between CFAP and a University and the PDA. Meeting with students Hogeschool Vanhall Larenstein J.M.H.E van den Tillaart and E.K. Moring to evaluate their



internship and results of the survey. The consultant, Mr. Peter Prins also visited several household ponds to follow up the achieved results as outlined. The workshop with CFAP staff, board members, participating

farmers included representatives from PDA, Svay Rieng University and relevant stakeholders to discuss results of assignment internship. There were 53 participants joined in the workshop, 13 female.

4.4. On 27 July to 5 August 2014 there was a mission assigned within the framework of the project/contract no. 13cam-6048-14at-4746, mission 6661. The mission focused on follow up to previous mission of Agriterro held last 2-7 June 2014 to strengthen CFAP in FO-led organisation and sustainability of the organisation to provide services to farmer members, therefore the business plan and strategy development for self-sustainability of the organisation. During a meeting with Mr. Ron van Schaaijk and Mr. Ben Luther P. Lucas, CFAP's managing director, Mr. Sok Sotha, we discussed more about the previous mission of Mr. Carl Jansen of Agriterro and his recommendation and the progress after his mission, then the team (consultants and CFAP) agreed to set up the agenda for a 3day-workshop. In a workshop, the consultants introduced about business planning and strategy development for self-sustainability and its methodology. Mr. Sok Sotha made a brief presentation of Mr. Carl's recommendation and

conclusion of last mission 2-7 June 2014 and follow up to results of board discussion after mission of Mr. Carl Jansen 25 June 2014 between board and staff at CFAP to identify the activities for 2015 onward. The board members had expressed the strategy which required continuation of Agriterra to support during a period of business action plan conducted from 2015 onward as follow:-

Table 3:

Business Plan	Marketing	Processing/packaging	training/advisory
Rice mill machine	Sale produces in local market (rice and vegetable)	package 5-50Kg/bag	GAP standard
Warehouse	sale to restaurants and casino, super market	cucumber pickle... processing	ToT to FOs
Rice harvesting machine			Business planning
Tractor			Financial management
collection points	sell inputs at FOs/collection points		Credit management
Produce fragrant rice (25hh/FO)			Packaging
			Advise on marketing
			Advise on business management
			Technical growing of fragrant rice

Table 4:

Activities	2015	2016	2017
Rice mill machine	✓	✓	✓
Rice harvesting machine	✓	✓	✓
Tractor	✓	✓	✓
Processing/packaging	✓	✓	✓
Inputs sale	✓	✓	✓
GAP	✓	✓	✓
ToT	✓		
Fin management	✓	✓	
Business management	✓		
Fragrant rice training	✓		
Organisational management	✓		
Advisory support on (marketing, org management, agri techniques and ...)	✓	✓	✓



CFAP board meeting with staff members on 25th of June 2014 to discuss on recommendation of Mr. Carl Jansen during his mission held 2-7 June 2014 prior to the mission of the consultants on business planning and strategy development for self-sustainability of CFAP.



CFAP board members and staff joined in the workshop on business plan development during the mission of Agriterro to CFAP held on 28th July to 4th August 2014.



Pictures of CFAP board members and staff joined in the workshop on business plan development during the mission of Agritererra to CFAP held on 28th July to 4th August 2014.

Because the mission is too short to achieved long term sustainability of the organisation, therefore no specific business plan and strategy development for self-sustainaibility of CFAP and FOs as members were not prepared sufficiently from the consultants, however the consultants gave more advises for CFAP to develop self-sustainability of the organisation in a FO-led base style as the organisation has tried hard to reach this in collaboration with Agritererra and the Rabobank Foundation. *(Detail results of the mission, see a separate report).*

Component 5: Internship

CFAP has studied and prepared an article on impacts of small producers/farmers in Cambodia to join in the climate change adaptation contest, organized by LTO Noord, Wageningen UR, and MWH Global last 2010. The internship is part of the project 'Climate adaptive approaches to Food Security' executed by CFAP in Cambodia from July-2013 to September-2014 which focused on harvesting the project. Which measures can be taken to structural improvement, to climate smart food production. Several measures would be part of an Action Plan of CFAP, to be executed. Construction of 35 multipurpose ponds at the family level is backbone of the adaptation strategy, aiming resilient agriculture in this part of Cambodia. The multipurpose ponds play a central role in the adaptation strategy. But what are the experiences of the farmers in the first months after construction? The internship would monitor the first results and had given an insight in several aspects which could be related to this solution. Did it work, what were expectations of the farmers, what are points of attention when has to be up scaled?

Problem statement:

What can be learned from the first experiences with multipurpose pond. Evaluate and monitor several aspects of this new designed pond, so this information can be used for implementation and up scaling the construction of more ponds in the near future.

Objectives

1. Evaluating and monitoring the construction/development of the multipurpose ponds by assessing a reference (zero phase)
2. Getting insight in the economic perspective for the farmer and his household
3. Define critical factors for up scaling the construction of ponds

Activities

- Writing an Action Plan in collaboration with CFAP staff
- Field research: interviews, taking and assessing soil- and water samples, qualitative and (if possible) quantitative survey of the ecological state of the art of the ponds
- Attending meetings of Farmers' Groups (study groups formed around the farmers who got a pond)
- Collecting quantitative data (yields of crops, prices, income, costs and benefits)
- Analysis aspects of market/value chain: what is the impact of higher yields in terms of marketing of these products

Results achieved as follow:

- Report describing the zero-phase
- Recommendations for construction and maintenance of the ponds
- Recommendations for soil improvement and fertilization
- Recommendations for up scaling (construction, financing, adoption by other farmers)
- Manual for constructing and maintenance of a multi-purpose pond
- Illustrative posters/leaflets for promotion and knowledge dissemination
- Presentation made by interns to CFAP and farmers

(Details, see a separate report)

Component 6: Monitoring of the implementation

To make sure that the action plans were implemented accurately with respect to the desired outcomes of the project(s), the monitoring was conducted by senior staff members of CFAP to locations of the project operation. There were some changes of working schedule, especially for agricultural production because some areas depend much on rain water when there is no rain, then there is also no/limited farming activities, therefore farmers have to wait till rain water is coming. Most of the irrigation systems and canals were very dry in dry season (November-April). Many farmers faced problems with vegetable production, rice production and diseases found during a reporting period. The temperature is hot in day time while in night time is cold and humid that could damage some fruit vegetables like long-bean, cucumber and tomato, the temperature does not only the problem alone, the soil quality is a common problem for farmer producers because they have no ideas on testing their soil quality for improvement as it is very new for them, moreover they could not get access to testing as it is unusual for small scale farmers in Cambodia. So, it is clear they don't know what to do to improve their soil quality, only 15hh members got access to soil testing so far conducted by external consultants in collaboration with CFAP, among those only 3hh farmers tested on rice production while the rest of 12hh farmers tested on vegetable production. Those received soil testing support always advanced in farming while the rest of many others were too far behind. The results of soil testing were explained clearly by CFAP and consultants to farmers at respective areas and in CFAP's workshop for improvement, however technically we need to conduct actual work in farm land. Many farmers have

limited knowledge from technical matter like water management, soil quality improvement technically; produces processing to marketing and sale. Knowledge on organisational management, business management and leadership of farmer leaders are also limited. The participation of young farmers at leading level is low compared to old farmers.

Component 7: Advisory support and follow up previous recommendations



Base on study/research of CFAP with farmers and FOs in Cambodia, we learned that advisory support is much needed of farmers and farmers' organisations/Coops to complement the funding support programs and economic initiatives for self-sustainability of the FOs while the organisations are still weak to run the activities/programs effectively by themselves because there is limited resource person within the organisations, that's the

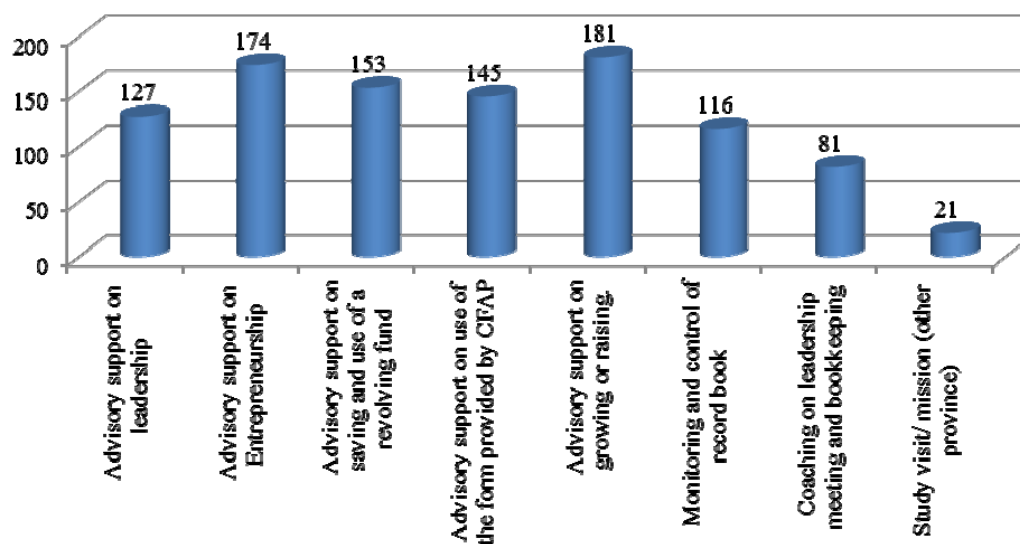
barrier for quick development of the organisations, thus needed to build and strengthen their specific skills. In response to the weakness, CFAP has identified comprehensive advisory support areas which required conducting regularly monthly to strengthen FO members forward self-sustainability as follow:-

- Give advisory support on organisational governing structure, positioning, role and responsibility of farmer leaders, staff members and committee members include the chairperson(s) with respect to the organisational statute mentioned therein.
- Give advisory support on the roles and responsibility of farmer members to the organisation.
- Give advisory support on financial management and bookkeeping
- Give advisory support on an annual membership payment fee
- Give advisory support on marketing, business planning, investment cost calculation and shop management
- Give advisory support on credit management, savings principles and use of a revolving fund
- Give advisory support on the added value of farmers' organisation for farmer members, so that farmers and farmer leaders realized that FO is their own organisation to serve their own interests for long run.
- Give advisory support on relevant technical matters (vegetable, rice, and animals/ poultries)
- Give advisory support on organisation of meetings include minute/reporting writing
- Give advisory support over the results of soil analysis, soil management, uses of fertilizer and pesticide
- Give advisory support over the use of water for cropping (water management)
- Give advisory support over the use of cropping calendar

During the reporting period, there were 335 farmer groups got access to advisory supports. 998 advisory supports provided by CFAP to 17 farmers' organisations as members in four provinces. The advisory support sometimes made in collaboration with LCBs when there is limited knowledge/skills at CFAP to extend services to farmer members; this is one of CFAP's working procedures to coach and build the capacity of staff members which in response to the strategy for organisational sustainability. The details will be available in chart below. *(See chart in figure 1 below for key advisory support)*

Figure 1:

▪ **Total advised activities to FO members (January-December 2014)**



Component 8: Aggregation of production, income and expense

To make reliable for economic analysis of farmer members, it is required the organisation to continue aggregation of cost production (income and expense). The database is made once every six month regularly at CFAP central office while the database at FOs level made once a month regularly. Similarly to previous results, the yield is always higher in dry season compared to the rainy season, because it was partly flooded, especially areas situate along Mekong river while some other high or low land areas were partly drought in rainy season which the farming activities (with notice long time ago, there is always a small dry season in rainy season in Cambodia, normally take from Mid-July to Mid-August), especially vegetables are more difficult (heavy rain, drought, pests and diseases) to grow than in dry season. 17 FOs have installed the database on production and incomes/expenses of farmer members.

CFAP developed/designed the database format form and the FOs is required to collect inputs from farmer members to fill in regularly. In short, the members' organisations made an aggregation database first at their level. The aggregation focuses mainly on vegetable, rice, animals and handicraft production, not all FOs involved in the four activities, parts of these involved. The database collected by CFAP's local staff base (LSB).

Figure 2:

- **Total members continued growing vegetable actively for sale (January-December 2014)**

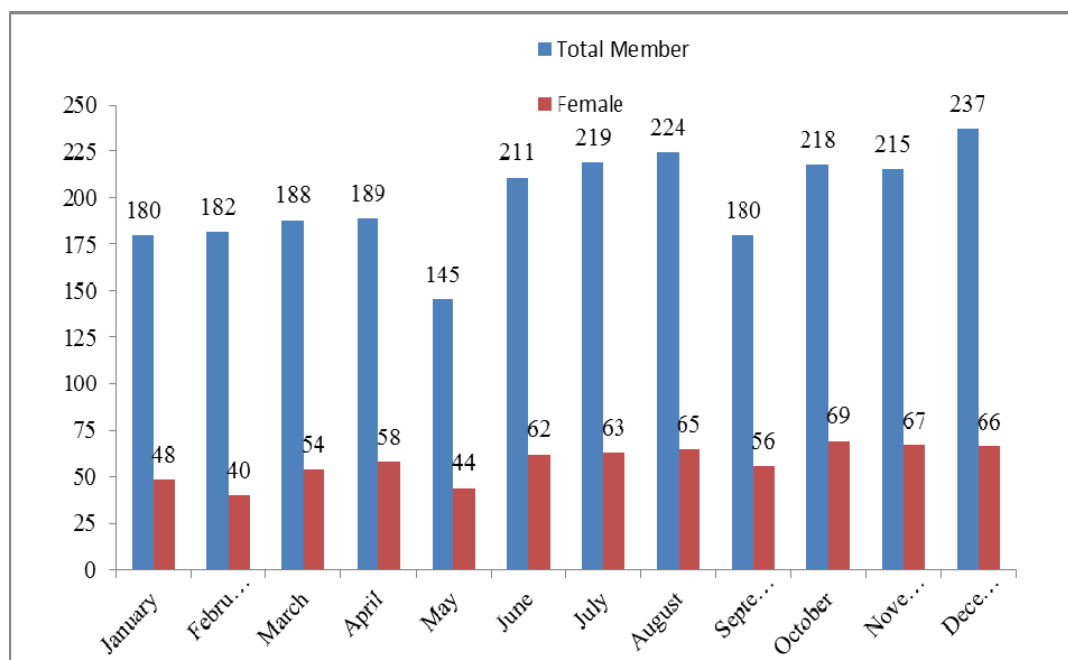


Figure 3:

- **Total yield in Kg (January-December 2014)**

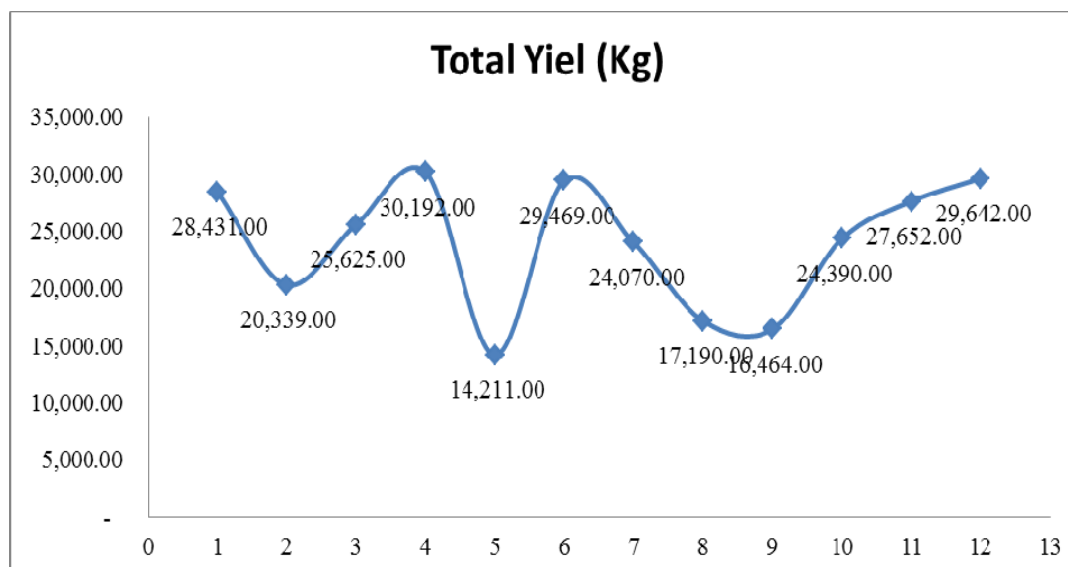
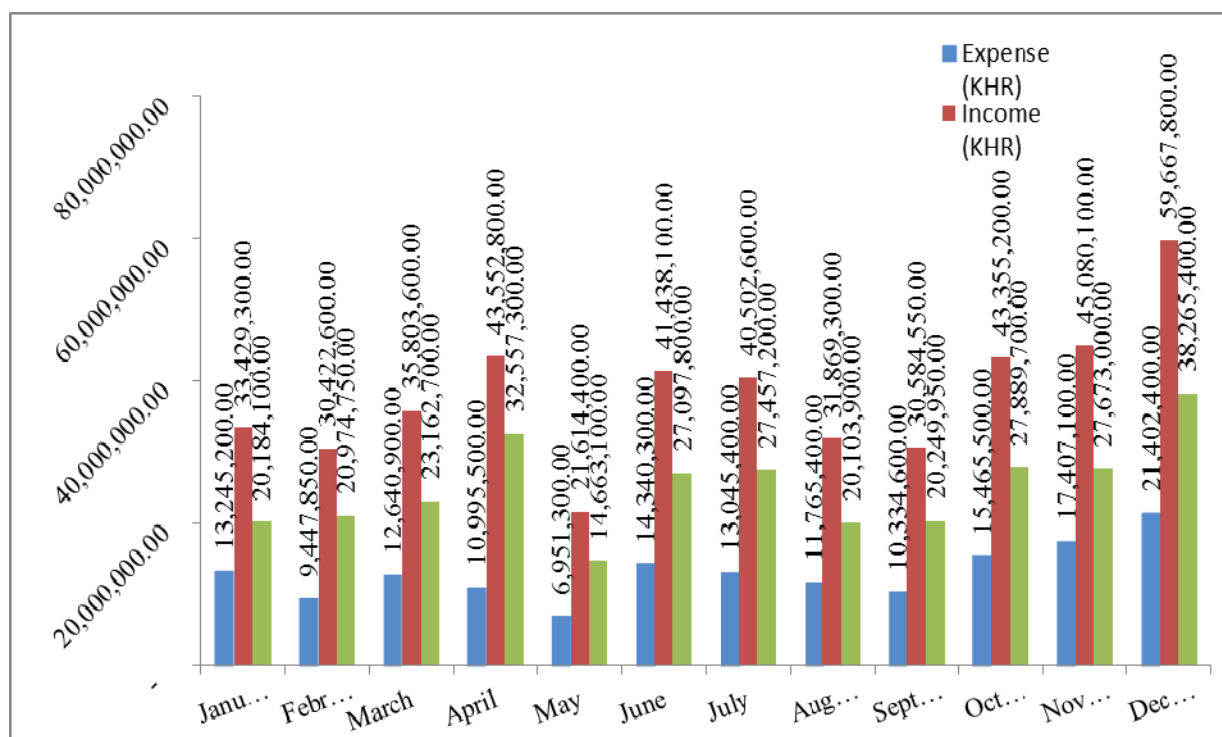


Figure 4:

- **Database aggregation of vegetable production net-income from all 17 FOs members (January-December 2014)**



Component 9: Target groups

Who is our target groups expected to intervene by CFAP within the relevant projects? and why?, the rural poor people (poor 1,2,3), households led-women, poor families with many children, handicap people, small and medium scale farmers who earn a living from agriculture, small handicraft production and agri-business actively. With respect to CFAP's policy for self-sustainability of family farming and their FO-led, farmers are required to register as a member of any FOs as a member of CFAP or FOs in CFAP's operational areas first, prior getting access to any intervention or services. Among 902 farmer group members (*before reformulation 940*) in four provinces (Svay Rieng, Prey Veng, Kandal and Kamong Speu), 335 farmer groups got access to the project intervention i.e. 250 groups intervened by project no.13cam-6048-4746 "Empowering of Small Farmers Toward Cooperative Marketing and Enterprising" (ESFCME), 35 farmer groups intervened by project no. 13cam-6019-13at-4294 "Climate Adaptive Approach to Food Security "CAAFS" funded by Agriterra and other 50 groups (only in Prey Veng) intervened by project no. P5313 "Empowering Farmers' Organisations and Social Development for Food Security" (EFOSD-FS) funded by We Effect.

Farmers registered into specialized producer groups with their respective farmers' organisations such as vegetables production, animals/poulties production, rice production, handicraft production and enterprises while saving is the cross-cutting group which all farmer group members can save within the organisations.

Component 10: On-site trainings

10.1. Demonstration sites



47 demonstration sites prepared following by specific CFAP's on-site technical training, among those, 12 demos were prepared in a greenhouse model that could stand with current climate conditions (quick changes of temperature and heavy rain in rainy season and humid at night time). Due problems happened to crops production like diseases, pests and soil malnutrition, the rotation system was introduced to farmer members and it worked out well at all 47 sites.

10.1.1. Household pond

The action plan was prepared after several missions of the LTO Noord in collaboration with the Wageningen University and the MWH-Global funded by Agriterra. Various activities were conducted during the first mission to CFAP Cambodia i.e. Fact Finding Mission which focused on Agriculture, Impact of Climate Change, Access to water, National Climate Policy, Building the capacity of CFAP, Network of CFAP with other relevant



stakeholders/institutions etc. Second mission focused on (a). Linking up to partners (research institute, university and PDA and MAFF), (b). Current activities in research, (c). Hydrology of the area, (d). Pests and some other related matters involved in climate change programme. Third mission focused on field visits and workshops at grass-root level, regional and national level on climate change and food production which discussed all kinds of adaptation measures on the farms/local level based on inputs we have collected. Participants came from farmers' organisations, relevant sub-national and national representatives, ministries of the government, development agencies and the Media (TVs and Radio), the fourth mission focused on workshop on climate changes and agriculture, and the fifth mission was to harvest the project which measure could be taken to structural improvement and climate smart food production for scaling up in the future. Because there is no access of many rural poor and active farmer members to water source or irrigation system, especially in dry season, 35 household ponds provided to farmer members under the project no. 13cam-6019-13at-429. All 35 households had been used as the training sites for farmer members in the operational areas. The list of household members received ponds see in table 3 below.

Table 5:

#	Name of FOs	Name of beneficiaries/ farmers	Sex	specialized crops
1	CFA-KTB	Ung Salan	M	Ridge gourd and Cucumber
2	CFA-BS	Ken Kea	M	Leaf onion, Lettuce and cucumber
3	CFA-BS	Hout Dara	M	Ridge gourd and Cucumber
4	CFA-BS	Prum Saream	M	Ridge gourd and Cucumber
5	CFA-BS	Kong Rany	F	Leaf onion, Lettuce and cucumber
6	FEDA	Koy Vanndeth	F	Ridge gourd and Cucumber
7	FEDA	Choek Borat	M	Ridge gourd and Cucumber
8	FEDA	Keo Sophal	M	Ridge gourd and Cucumber
9	CFA-KCL	Neang Phan	F	Lettuce and cucumber
10	CFA-KCL	Reach Noeun	F	Ridge gourd and Cucumber
11	CFA-KCL	Phouk Khen	M	Ridge gourd and Cucumber
12	CFA-KCL	So Sreymom	F	Ridge gourd and Cucumber
13	CDA	Moeung Boran	M	Pumpkin, winter melon and cucumber
14	CDA	Morn Vanna	M	Kang Kong, ridge gourd and lemon grass
15	CDA	Svay Samnang	M	Ridge gourd and cucumber
16	CFA-CH	Phouk Sokha	F	Ridge gourd and Cucumber
17	CFA-CH	Doung Sokhon	M	Ridge gourd and Cucumber
18	CFA-CH	Doung Saran	F	Leaf onion, papaya and cucumber
19	CFA-PTR	Dom Bunthoeun	M	Leek, Lettuce and cucumber
20	CFA-PTR	Phrum Sara	M	Lettuce, Leek and long been
21	CFA-PTR	Phou Sopha	M	Kang kong and cucumber
22	CFA-THL	Va Vanndoeun	M	Lettuce and Cucumber
23	CFA-THL	Mao Maek	M	Sugar cane , ridge gourd
24	CFA-THL	Hem Sarat	M	Ridge gourd and Cucumber
25	CFA-THL	Meas Yarn	M	Wax gourd ridge gourd and Cucumber
26	SACKS	Soeun Sony	M	Ridge gourd and Cucumber
27	SACKS	Mao Saret	F	Ridge gourd and Cucumber
28	SACKS	Has Suon	M	Ridge gourd and Cucumber
29	SACKS	Mounh Thon	M	Ridge gourd and Cucumber
30	CFA-SCH	Suon Samut	F	Ridge gourd and Cucumber
31	CFA-SCH	Ton Saly	M	Ridge gourd and Cucumber
32	CFA-SCH	Hoem Sakhoem	M	Ridge gourd and Cucumber
33	CFA-SCH	Keo Sa-un	F	Ridge gourd and Cucumber
34	PKADC	Ly Savon	F	Better gourd and Cucumber
35	ADCM	Chhean Sopheap	M	Better gourd and Cucumber

10.1.2. Exposure farm



Greenhouse model is very new to the context of farmers in Cambodia, especially small and medium scale farmers. Today, farmers always face serious problems with their farming activities like heavy rain, strong wind (storm), high temp and humid therefore it was hard for them to grow, especially crops/vegetables in rainy season. In order

to enable farmers to grow successfully that could overcome these challenges and difficulties, CFAP designed a greenhouse farming model to pilot new growing methodology that could stand with the quick changes of climate, thus to cope with climate resilience, 12 greenhouse models were prepared at 12 household farmers in 12FOs. The sites were also used for technical training on soil cleaning, irradiation, soil quality improvement and treatment. Four types of vegetable production (radish, taro, corn and ginger) were introduced to the greenhouse models. The LSBs and group leaders in the regions were encouraged to participate in the trainings from start to end (on-site training), after trainings they would become specialized staff members base at FOs level. The list of greenhouse owner farmers is as follow:

Table 6:

#	Names of farmers	Sex	village	Commune/ Sangkat	Names of FOs	Remark
1.	Yos Lyli	F	Basac	Basac	CFA-BS	
2.	Kiev Ban	M	Kandal	Krous	CDA	
3.	Tieng Chanthan	F	RusseyPrey	K.Chamlang	FEDA	
4.	Sor Sang	M	Vea Ngoeut	K.Chamlang	CFA-KCL	
5.	Hang Vanra	M	Praek Tub	Svay Chrum	CFA-SCH	
6.	Nao Vanna	F	Koul	Svay Ang	SACKS	
7.	Var Vann	M	Doun Torng	Thlork	CFA-THL	
8.	Kiev Savdy	M	Anh Chanh	Porthireach	CFA-PTR	
9.	Chum Savat	F	Tortea	Check	CFA-CH	
10	Mao Yoeun	M	Ta sa ang	K.Chamlang	CFA-KCL	
11	Sek Saran	M	Thom	Thnot	CFA-THN	
12	Sor Sary	M	Reamchou	Svay Tayean	CFA-STY	

Component 11: Wind mill and Rovai pump



The 2 wind pumps and 10 Rovai pumps were used by farmer members, CFAP and SNV continues collaboration to strengthen the uses of pumping water from the lake where the 2 wind pumps situate, the creation of maintenance committee and management structure mentioning the roles and responsibilities respectively clearly within the FOs in collaboration with local authorities to ensure that the wind pumps are belonging to the communities. There were several meetings between SNV and CFAP to discuss on continuity of the programmes, following by various meetings in the villages participated by farmer members, farmer leaders and local authorities to ensure that the wind pumps are running in good management of the new created committee that could services direct benefits to farmer members as the beneficiaries. Base on the previous study for economic analysis, each wind pump could cover 4ha of paddy rice field to produce paddy rice of 36 tons per year and it could save about US\$1200 per year for expenses on diesel for pumping machine and free from threats to the environment, in return it contributed largely to sustain the

environment. Farmers in cooperated with the local authorities to maintain this product for long use within their community.

Component 12: Leaflets/Posters

There were 27500 copies of leaflets, savings principles, technical manuals and internal working tools for strengthening farmers and FOs had printed out which consolidated between project Empowering of Small Farmers Toward Cooperative Marketing and Enterprising “ESFCME” and Climate Adaptive Approach for Food Security “CAAFS”. The leaflets presented organisational vision, mission, main working programmes of CFAP, on-site technical training manuals, soil quality improvement, technical household pond design and preparation, greenhouse model preparation for vegetable production, growing in a rotation system, cropping calendar, organisational working tools and marketing. The leaflets delivered directly by CFAP to producer groups and FOs as members through its LSBs. Now, some of the contents are under re-designing for improvement to make it more specific that could enable farmers to apply easily.

12.1. Leaflets designed



Table 7:

7.1. Production planning as per household per year

7.1.1. Sale data (income and expense)

Average	Production and sale data at household level (Measure: Kg, Currency: KHR)							
	Baseline	Actual	Baseline	Actual	Baseline	Actual	Baseline	Actual
	Vegetable (specialised vegetable)		Rice		Animals/Poulties		Handicraft	
Production per crop/breed (ha/hh/year)	10,600	13200	3757	4145	40.5	51	1,374	2880
Sales volume per crop or breed/ha/hh/yr	9,540	11880	2629.9	2901.5	36.45	82	1,333	2736
Income from sales per volume unit per hh/year	11,448,000	14,256,000	2,761,395	3,046,575	437,400	984,000	2,665,560	5,472,000
Grand Total								

7.1.2. Sale data (income and expense) at group level

Average	<i>Production and sale data at group level (Measure: Kg, Currency: KHR)</i>							
	Baseline	Actual	Baseline	Actual	Baseline	Actual	Baseline	Planned
	Vegetable (Minimum 5hh/group, 1000m ² /hh) in ave. (Specialised vegetable)		Rice (Minimum 5hh/group, 5000m ² /hh) in ave.		Poultryes (Minimum 5hh/group) in ave.		Handicraft (Minimum 5hh/group) in ave.	
Production per 2 crops/product or breeds/ha/group/year	10600	13200	18785	10362.5	202.5	510	6870	14400
Sales volume for crop/breed (ha/group/year)	9540	11880	13149.5	7253.75	182.25	408	6664	13,680
Income from sales per volume unit per group/year	11,448,000	14,256,000	13,806,975	7,616,437.5	2,187,000	4,896,000	13,327,800	27,360,000

7.1.3. Sale data (income and expense) at collection point level

Average	<i>Production and sale data at collection point level in Ave. (Measure: Kg, Currency: KHR)</i>				
	Baseline	Planned end 2013	End 2013	End 2014	Remarks
Vegetable					
Production per 2crops/ha/site/year	61480	67628	33785	76560	
Sales volume for 2crops/ha/site/year	55332	60865.2	30406.5	68904	
Income from sales per volume unit per site/year	66,398,400	73,038,240	36,487,800	82,684,800	
Rice					
Production per crop/ha/site/year	90168	99185	49560	49740	
Sales volume for crop/ha/site/year	81151.2	69429.5	34692	34818	
Income from sales per volume unit per group/year	85,208,760	72,900,975	36,426,600	36,558,900	
Poultryes					
Production per breed/ha/site/year	891	980.1	2002	2244	
Sales volume for breed/ha/site/year	801.9	882.09	1801.8	1795.2	
Income from sales per volume unit per site/year	9,622,800	10,585,080	21,621,600	21,542,400	
Handicraft					
Production per site/year	6870	7557	2820	2880	
Sales volume for site/year	6664	7330.29	2735.4	2736	
Income from sales per volume unit per site/year	13,327,800	14,660,580	5,470,800	5,472,000	

Component 13: Trainings conducted in reporting period

13.1. Trainings funded by Agriterra

1. Training workshop to share knowledge on soil treatment, diseases prevention, crops protection and use of cropping calendar to 250 group leaders, two trainings conducted due to more participants.
2. Training workshop to share knowledge on marketing, selling and CANVAS model to 250 group leaders, together re-organisation of the group members into preferable producers (specialized crops producers) during the training sessions, two trainings conducted due to more participants.
3. Training of trainer (ToT) in developing business plan to 19FOs as members and LSBs participated by 45 participants, 13 female,
4. Training workshop on cooperative models and experiences sharing of farmer leaders from other cooperatives to other farmer leaders and future cooperatives members of CFAP, the workshop also shared the law on agricultural cooperative to farmer leaders participated by 69 participants, 21 female.
5. Training on use of Quick Book software programme to senior staff members, specially the financial and administration officers
6. Training workshop on water management, soil treatment, soil improvement by using the results of soil testing and diseases prevention to farmer group leaders, LSBs, committee members/ leaders of FOs and CFAP staff,
7. Training on collection site management (marketing, stock management, cost calculation and selling) to 5 collection points among the 15 existing collections.



Workshop on cooperative model



Training on soil treatment at field



Training workshop on marketing and CANVAS



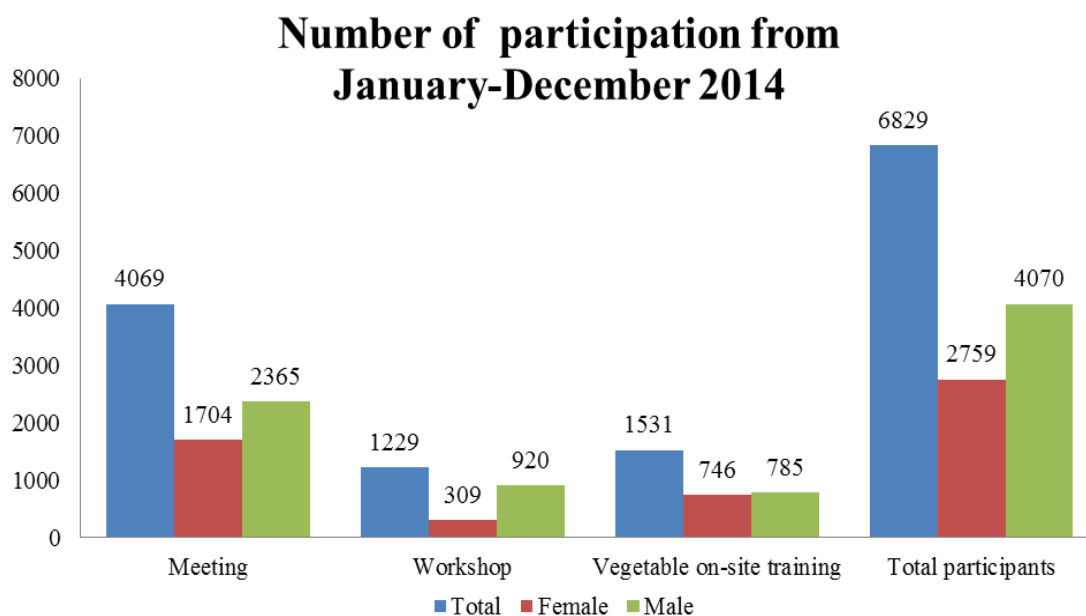
Training workshop on soil treatment...

13.2. Trainings conducted in collaboration with We Effect (Prey Veng)

1. Training on leadership of farmer organisation in FO based style has delivered to all five FOs, 135 farmers/farmer leaders participated, 30 female. The trainings conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual needs of FOs and training methodologies that could be responsive to the capacity of farmer leaders/committee members.
2. Training on entrepreneurship and marketing delivered to all five FOs, 134 farmers/farmer leaders participated, 25 female. The training conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual need and capacity of FOs in the areas.
3. Training on village saving and loan association (VSLA) held from 29 September to 3 October 2014 in Siem Reap province, Cambodia, the project manager participated in this meeting.

Figure 5:

- **Data base of farmer members participated in various trainings of CFAP during reporting period (January-December 2014)**



Component 14: Production plans

In order to enable producer farmer members to do farming effectively that could bring success for their household income regularly, the production planning is very important for them. CFAP has prepared two production plans i.e. rice production planning and vegetable production planning for piloting within 5 collection points among the 15 collection points, while another 10 collection points had received only business plan and production plan and investment calculation prepared by CFAP for advisory support/training in general. The production included investment cost calculation, types of varieties, processing, selling, marketing and risk management. Moreover, the organisation also made cost calculation for rice milled machine prior to the mission of Agriterria on Business planning and strategy development for self-sustainability of the organisation(s) held from 28th of July to 4th of August 2014, it was helpful to farmer leaders to participate actively in discussion with the consultants. The results of both production plan and business plan had been used for advisory/training to all FOs as members in the second semester of 2014.

Component 15: Collection Points

There were 5 collection points among the 15 existing places have been functioning. At the moment, only most needed agricultural inputs (seeds, fertilizer, pesticide, plastic mulch and agri-lime etc) have sold to farmer members. Some farmer members were advised to collect produces from producer members for sale to traders/big buyers in district and provincial markets, next would be the role of collection point(s) to collect produces from



farmer members for market supply, at the same time the produces processing, packaging and transportation would be functioning in a second step. During this reporting period, CFAP has already developed such business plan qualitatively (paddy rice investment plan, vegetable investment plan, vegetable production plan, rice production plan and rice miller), our purpose is to strengthen FOs as members while CFAP staff members play a role to train, facilitate, network and look for markets for their produces.

The collection points have functioned as following:

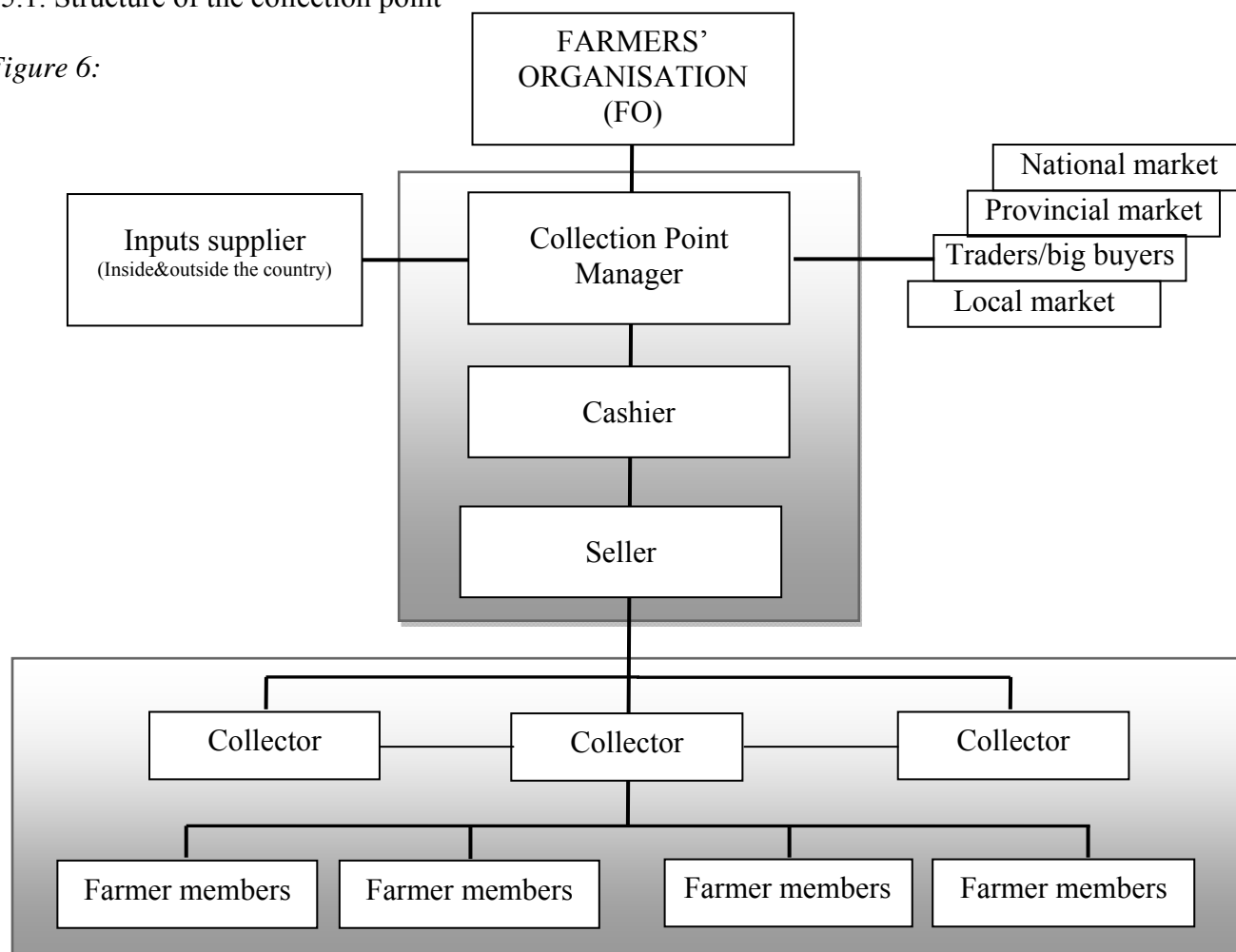
1. THE FAMILY ECONOMIC DEVELOPMENT ASSOCIATION (FEDA)
2. SAHAKUM APIVAT CHAMROS KHUM SVAY ANG (SACKS)
3. SVAY CHRUM COMMUNE FARMERS' ASSOCIATION (CFA-SCH)
4. BASAC COMMUNE FARMERS' ASSOCIATION (CFA-BS)
5. THLORK COMMUNE FARMERS' ASSOCIATION (CFA-THL)

The collection points have advised as follow:

6. PORTHIREACH COMMUNE FARMERS' ASSOCIATION (CFA-PTR)
7. CHEK COMMUNE FARMERS' ASSOCIATION (CFA-CH)
8. KOYTRABAEK COMMUNE FARMERS' ASSOCIATION (CFA-KTB)
9. SVAY TAYEAN COMMUNE FARMERS' ASSOCIATION (CFA-STY)
10. THNOT COMMUNE FARMERS' ASSOCIATION (CFA-THN)
11. SAMAKUM PONLEU KAKSEKOR THMEY (PKT)
12. SAMAKUM LOEUK STOUY CHIVAPHEAP KAKSEKOR (LCK)
13. PHUM KANTREAN AGRICULTURAL DEVELOPMENT COMMUNITY (PKADC)
14. AGRICULTURAL DEVELOPMENT COOPERATIVE OF MONGKUL MEANCHEY (ADCM)
15. PHUM YOEUNG AGRICULTURAL DEVELOPMENT COOPERATIVE (PYADC)^{***}
16. AGRICULTURAL DEVELOPMENT COOPERATIVE OF TRAPEANG RUSSEI (ADCTPR)^{***}
17. MELON ASSOCIATION SIEM REAP MEANCHEY (MASC)^{***}

15.1. Structure of the collection point

Figure 6:



The collection points contribute directly partly to the rural economic development purposes as farmers do not pay for their travel far away from the villages to market. Moreover, farmer members can buy inputs with high quality from their own organisations for the benefits of their own organisation forward sustainability. The sellers give advises to the buyers/clients of how it works when farmers come and buy inputs from their collection points. The collection points could also sell in credit to farmer members and they could re-pay at the harvest season or any times during the growing period. In Cambodia, the high season for sale of agricultural inputs is in dry season (November-April) because in dry season there is more land available for farming, especially vegetable production while in rainy season, most of agricultural land is used for rice production. Even though, it is potential for vegetable production in dry season, but only a period of 2.5-3 months as there is no sufficient water for cropping.

Detail information (sample) of agri-inputs sale at most collection points, see page 37-38 below:

Note: Among the existing, CFA in Kampong Chamlang was under processing to integrate with FEDA. Therefore, only collection point at FEDA has taken a role.

**** New selected collection points, advisory support has given.*

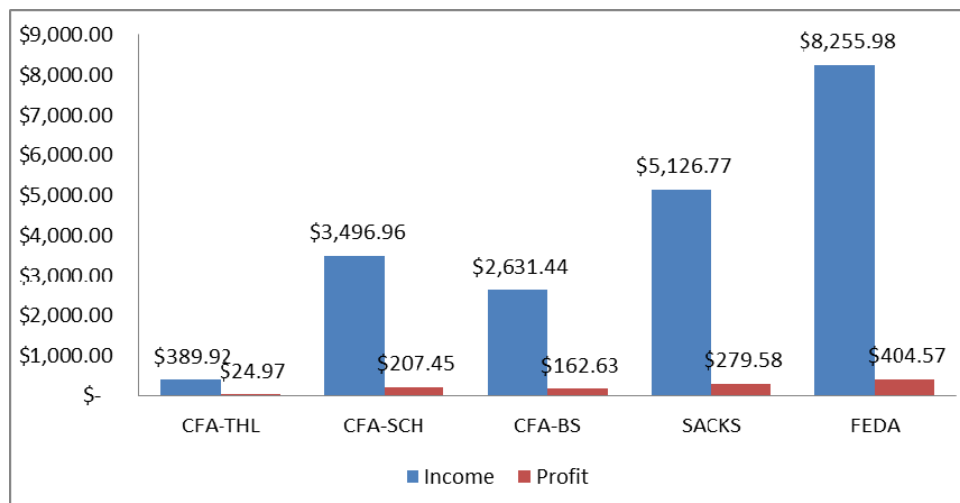
Table 8: (Full selling activity May-Dec 2014)

Database from 5 Collection points

No	Description	Unit	Amount Bought	Amount Sale	Buy in price	Sale out price	Income	Profit	Loss	Remarks
1	Cucumber seed 123	bag	200	125	\$1.93	\$2.10	\$263.00	\$21.66		
2	Egg Plannt seed _5g	bag	20	10	\$0.47	\$0.64	\$6.44	\$1.73		
3	Cucumber seed 331	bag	50	50	\$1.83	\$2.10	\$105.20	\$13.61		
4	Ridge Gourd seed_10g	bag	50	58	\$0.57	\$0.74	\$43.07	\$10.05		
5	Bitter Gourd seed_20g	bag	20	11	\$0.62	\$0.79	\$8.71	\$1.91		
6	Yard Long Bean seed _50g (wite)	bag	25	12	\$0.64	\$0.82	\$9.80	\$2.08		
7	Yard Long Bean seed _50g (green)	bag	25	32	\$0.57	\$0.74	\$23.76	\$5.54		
8	Wax Gourd-20g	bag	10	27	\$0.57	\$0.74	\$20.05	\$4.68		
9	Water convolvulus seed 1 kg	bag	5	11	\$2.28	\$2.48	\$27.23	\$2.18		
10	Water convolvulus seed _100g	bag	10	13	\$0.52	\$0.69	\$9.01	\$2.25		
11	Amaranth seed_50g	m	10	4	\$0.54	\$0.72	\$2.87	\$0.69		
12	Lettuce seed	Kg	10	8	\$0.62	\$0.79	\$6.34	\$1.39		
13	Lettuce (Chongkoes ChN)	Sack	5	5	\$0.57	\$0.74	\$3.71	\$0.87		
14	Lettuce (Chongkoes TN)	Sack	5	8	\$0.79	\$0.99	\$7.92	\$1.58		
15	Chrolung	Kg	10	10	\$0.62	\$0.79	\$7.92	\$1.73		
16	Plastic Mulch	roll	10	19	\$23.51	\$25.00	\$475.00	\$28.31		
		m		675	\$0.06	\$0.07	\$47.25	\$7.57		
17	Agriculture Lime_25kg	Sack		7	\$4.50	\$5.68	\$39.76	\$8.26		
		Kg	25	143	\$0.20	\$0.25	\$35.39	\$7.08		
18	Oshin	bag	25	51	\$0.50	\$0.62	\$31.56	\$6.31		
19	High yield	bag		6	\$0.37	\$0.50	\$2.97	\$0.75		
20	FDP fertilizer	Kg		1.5	\$0.80	\$1.11	\$1.67	\$0.47		
21	Urea (Fumi small ball)_50kg/sack	Sack	100	27.5	\$20.49	\$21.73	\$597.58	\$34.10		
		Kg		755	\$0.42	\$0.47	\$355.00	\$37.45		
22	Urea (Fumi big ball)_50kg/sack	Sack	100	50	\$19.51	\$21.50	\$1,075.00	\$99.50		
		Kg		264.5	\$0.42	\$0.46	\$121.78	\$10.47		
23	Urea (Buffalo head big ball)_50kg/sack	sack		58	\$21.00	\$22.22	\$1,288.76	\$70.76		
		Kg		124	\$0.42	\$0.46	\$57.04	\$4.96		
24	Urea Ta Mchas Sre	Sack		32.5	\$20.49	\$22.20	\$721.50	\$55.58		
		Kg		12	\$0.41	\$0.46	\$5.52	\$0.60		
25	15,15,15 (fertilizer)	Sack	4	1	\$29.63	\$32.50	\$32.50	\$2.87		
		Kg		174	\$0.59	\$0.65	\$113.69	\$10.34		

26	D.A.P(Sampov)_50kg/ sack	Sack	3	84	\$28.47	\$29.63	\$2,488.92	\$97.44		
		Kg		169	\$0.57	\$0.63	\$106.27	\$9.23		
27	D.A.P(Buffalo)_50kg/ sack	sack		33	\$28.47	\$29.63	\$977.79	\$38.28		
		Kg		339	\$0.57	\$0.63	\$213.57	\$20.58		
28	NPK Buffalo_50kg/sack	sack	20	65	\$28.47	\$29.63	\$1,925.95	\$75.40		
		Kg		65	\$0.57	\$0.63	\$40.95	\$3.95		
29	NPK Ta Mchas Sre _50kg/sack	sack		108.5	\$27.35	\$28.34	\$3,075.06	\$107.43		
		Kg		0	\$0.55	\$0.60	\$0.00	\$0.00		
30	Preahin Bach Pka organic fertilizer 50kg/sack	sack	18	0	\$23.51	\$24.75	\$0.00	\$0.00		
31	Svay Rieng organic fertilizer 50kg/sack	sack	50	45	\$18.56	\$19.80	\$891.09	\$55.69		
32	Japan urea _25kg/sack	sack	20	32	\$14.11	\$14.85	\$475.25	\$23.76		
33	Japan organic fertilizer (ball)_50kg/sack	sack	25	92	\$27.72	\$28.47	\$2,618.81	\$68.32		
34	Japan organic fertilizer (powder) _50kg/sack	sack	5	10	\$25.25	\$25.99	\$259.90	\$7.43		
35	Herbicides five star	pack		312	\$2.22	\$2.47	\$770.37	\$77.04		
36	Herbicides O'stock	pack		48	\$2.00	\$2.22	\$106.67	\$10.67		
37	Herbicides Lion selective	pack		16	\$2.00	\$2.22	\$35.56	\$3.56		
38	Roots improvement (chemical)	bottle		6	\$1.11	\$1.23	\$7.41	\$0.74		
39	Rice elongation (chemical)	pack		10	\$0.33	\$0.37	\$3.70	\$0.37		
40	Rice seeding support (chemical)	pack		6	\$0.78	\$0.86	\$5.19	\$0.52		
Total							\$19,549.43	\$1,057.71		

▪ **Total income and profit analysis at 5 collection points (May-December 2014)**



Component 16: Savings (Use of a revolving fund)

In order to enable the organisation getting access to self-financial sustainability that could give services regularly to farmer members for long run, CFAP has collaborated with the Rabobank Foundation to prepare the five years Strategic Business Plan (SBP) 2013-2018, separated the organisation into two i.e. “CFAP Non-profit entity” and “CFAPMF Entity” to ensure that the entities have developed working strategy forward respective self-sustainability in the future. Therefore, the TA assistance, focused on the Rapid Institutional Assessment, Financial Strategic Business Plan, Loan Assessment, Market Research for Production Development and CFAPMF Accounting Manual was developed by the MicroSave. Base on the results of the previous advisory workshops and recommendations, finally CFAP has decided to separate the MF entity from the grant entity, but structure under the same CFAP’s Governing Structure and General Assembly (GA) as the top body of the organisation. Now, CFAP Non-profit entity works in social development include economic initiatives of FOs and FOs’ sustainability while CFAPMF Entity delivers financial services to farmers in collaboration with financial institutions.

Advisory support on savings (use of a revolving), credit management and bookkeeping has given regularly to all 19 FOs as members in the five provinces (Kampong Thom, Kampong Speu, Kandal, Prey Veng and Svay Rieng). Savings and credit principles were improved based on recommendations made by the external consultants, and it is responsive to the current needs of CFAP. Saving members of last year (2013) were 780HHs, 407 females while the saving members in reporting period (end 2014) were 1003HHs, 585 females (58%). Due limited loan from CFAP to FOs, the revolving fund system did not function well, only 1012hh members or (12%) of total hh farmer members, 585 female (13%) come from 11 FOs out of 19 FOs got access to loan in 2014.

The new CFAPMF Entity had already disseminated to FOs as members for their information, the board had already agreed in the ordinary meeting and approved by the board during CFAP 3rd General Assembly (GA) held on 29th of September 2014. The registration process with the NBC has already started, and on progress.

Credit analysis, see figure(s) below:

Figure 7:

▪ **Saving members’ analysis (2014)**

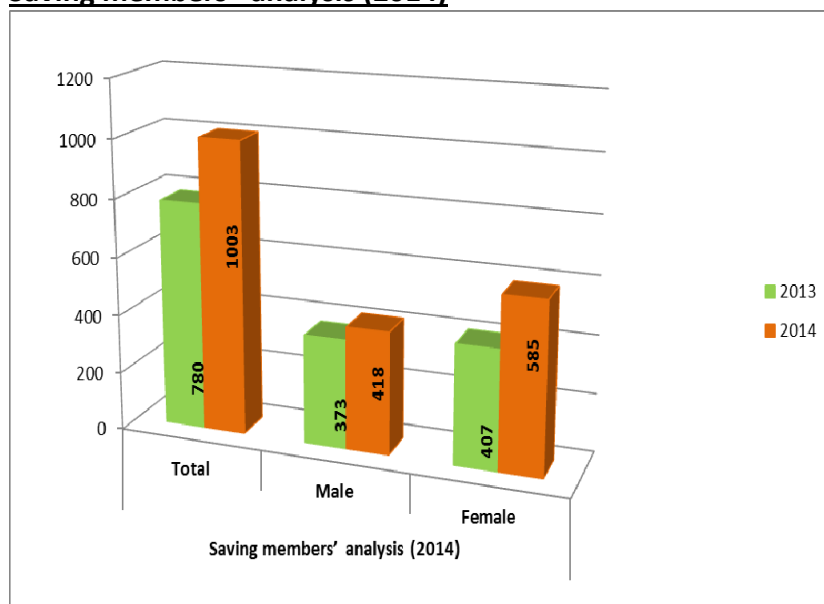


Figure 8:

■ **Credit analysis (2014)**

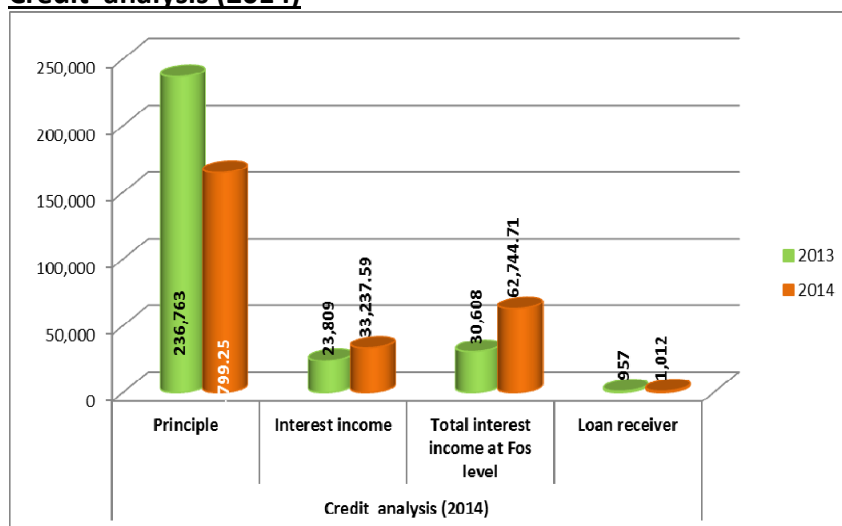
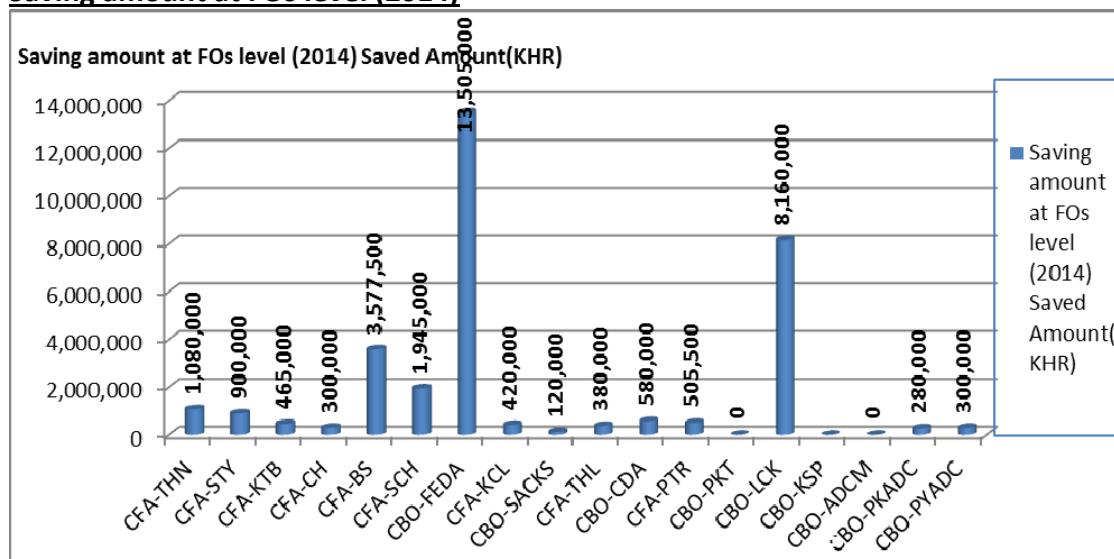


Figure 9:

■ **Saving amount at FOs level (2014)**



16.1. Cooperation with the Rabobank Foundation

Since 2011 the Rabobank Foundation (RF) has cooperated with CFAP following by several visits to the federation and farmers' organisations as members include field visits. Last visit held from 5-7 January 2014 made by the Project manager for Asia Ms. Caroline Mol, Business manager Ms. Maria Colijn and Ms. Lieke Verhofstad, responsible for the link of projects to local Rabobanks. The mission focused on CFAP's activities and future planning, future developments of CFAP in partnership with Rabobank Foundation (i.e. business plan, follow up intervention by MicroSave and loan implementation), savings, credit to farmer members and sustainable strategy of CFAPMF Entity. The supported tools and working documents for CFAPMF Entity has already developed and put into functioning, due CFAPMF Entity is new, therefore a scaling up strategy is needed by starting from

most and daily work needed until all developed structures have fulfilled, expected by end 2018 with respect to the progress of the CFAPMF Entity and needs to serve interests of farmer members.

Because the repayment is made at the harvest season, it always lasts about 3-6 months period, it depends on the cycle or length of produces' lives for example 2.5-3 months period for vegetables and 3-6 months period for some types of rice production while some animals/poulties production and other long term investments based on actual period of productions and business. Base on the context of economic situation and farmers favorable loan in Cambodia, most FO leaders requested long term loan they proposed that repayment from FOs to CFAP should be made once every 6-12 months. The on-going loan of the Rabobank Foundation to CFAP is US\$200,000 (two hundred thousand US dollars) with an interest rate of 2% per annum with the purpose to on-lend to CFAP members' organisations in order the organisation learns sufficient experiences on loan service delivering to farmer members and contribute in strengthening of CFAPMF Entity to reach a self-sustainability in the future, however there is something needs to improve to reach a revolving fund system approach. Based on the availability of financial figures and the strategic business planning (SBP) for the next 5 years 2013-2018, the Rabobank Foundation was requested by the board members to continue supporting CFAP with extra amount of grant/loan that could give better space for CFAP to develop internal policy, working procedures functioning, especially MF Entity portfolio properly prior to any deviation like the term and conditions of repayment. The MIS is under discussion for development between the Rabobank Foundation and CFAP to enable the MF Entity works effectively in a professional manner in services delivering to farmer members/clients. With extra support of grant and loan during this transition period, the organisation can provide high quality service to member organisations/clients with sustainability. (Details, see in a separated financial report).

Component 17: Booklets Delivered

In response to current needs of farmer members and farmers' organisations as members, working documents such as recording book, savings principles, vegetable production manual, rice production manual, production plan and leaflets/posters are always reviewed annually for improvement base on experiences, lessons learned and the needs of farmer members. Below is the progressive status of working documents printed out and delivered to farmer members.

Table 9:

#	Types of documents	Planned amount (copies)	Printed amount (copies)	Distribution to group members (copies)						Total	Remained
				1 st	2 nd	3 rd	4 th	5 th	6 th		
1.	Income and expense recording book	10000	10000	1400	1900	.00	2768	1700		7768	2232
2.	Saving principals	3500	3500	.00	.00	.00	2768	0		2768	732
3.	Technical vegetable growing book	5000	10000	.00	1700	.00	955	1700		4355	5645
4.	Technical rice growing book	10000	5000	.00	.00	1000	932	1700		3632	1368
5.	Production plans	.00	1000	.00	696	.00	.00	-		696	304

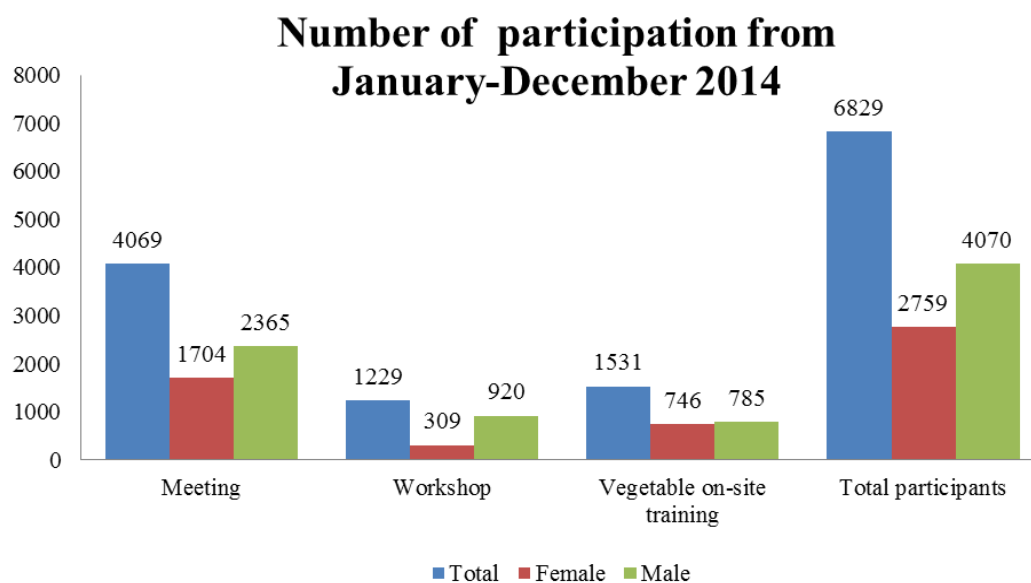
6.	Poster	.00	10000	3000	2000	200	.00	-		5200	4800
7.	Leaflets	.00	9500	.00	.00	.00	950	375		1325	8175
8.	Leaflets (new version)	15000	20000	.00	.00	.00	.00	.00	17000	17000	3000
9.	Saving principles (new version)	.00	50	.00	.00	.00	.00	.00	13	13	37
Total		43,500	69,050	4400	6296	1200	8373	5475	17,013	42,744	26,293

SECTION II:

Component 18: Meeting/workshop and on site-trainings

In reporting period, there are various meetings organised by CFAP with relevant stakeholders. The meetings/workshops presented as below.

Figure10:



SECTION III:

Component 19: Activities conducted under project “Empowering Farmers’ Organisations and Social Development for Food Security” (EFOSD-FS).

CFAP entered into cooperation with We Effect, the Swedish Cooperative Centre since 1st January 2014 after several meetings between CFAP represented by Mr. Sok Sotha, managing director and We Effect represented by Mr. Magnus Persson, Regional director and Mr. Hoang TuanCuong, Country director (first meeting held on 8th of September 2011 and the second meeting with Mr.



Hoang TuanCuong on 13th of May 2013), both meetings held in Phnom Penh. There was another mission of We Effect held on 20-21 July 2013 to visit CFAP’s central office and field work to see activities with farmer members at grass-root level.

There are five farmers’ organisations (PHUM KANTREAN Agricultural Development Cooperative, MONGKULMEANCHEY Agricultural Development Cooperative, THKOV Agricultural Development Cooperative, PHUM YOUEUNG Agricultural Development Cooperative and RITHY TA AUNG Agricultural Development Cooperative) in Prey Veng were being intervened by this project (P5313). CFAP hosted this project in Cambodia. It aims to build and strengthen the capacities of farmers, producer group members and farmer leaders (committee members) and staff members on the added value of farmers’ organisations, organisational management, relevant information and data base sharing and strengthening, income generation access to improved organisational management capacity and sustainability of the organisation in the future. This component organizes all initiative connected with macro-development of the organisations. It mainly addresses issues connected with the organisations like vision, mission, working structure, roles and responsibility of committee members, staff members, working strategy, and development of farmer leaders and staff members in relation to organisational income generation, economic initiatives, organisational management, services include credit/savings management and the sustainability of the organisations now and in the future.

The Empowering Farmers’ Organisations and Social Development for Food Security aims mainly at strengthening the capacities of CFAP's Farmers’ Organisation as member partners in addressing the needs and basic rights of their low income members and constituencies. During the project lifespan, it is to direct at building the capacities of local farmer cooperatives, commune base organisations, farmer organisations, small scale farmers and their producer group members communities mainly in three fold development competencies, they are as follow:

- a. The development of capabilities among participating organisations to better defend the basic rights and address the needs of members, the low-income earners and vulnerable people in the communities;
- b. To promote the sustainable agricultural technologies in development and business activities among small scale farmers through CFAP’s on-site technical-trainings;

- c. The advocacy for gender equality in farmer cooperatives, farmer organisations, commune base organisations (CBO), small scale farmers in the communities. The project mainly addresses rural development issues, environmental-friendly sustainability, small business development and gender equality; and
- d. Strengthening farmers' organisations for long run service delivery directly to benefit to their respective farmer members in a sustainable manner.

There were four strategic working areas within this project under development and project objectives.

Development objectives:

It aims to get access to poverty reduction and social injustice in order to meet basic rights of farmers in Prey Veng.

Project Objective:

Participating Farmer Organisations, Farmer Cooperatives and Commune Base Organisations are strengthened in order to address the needs and rights of their low income members and their families.

Strategic working areas:

- Organisational development/capacity building
- Business development
- Sustainable environment and small scale farming
- Advocacy and networking

19.1. Achieved results

There were several activities conducted during the reporting period, the activities are as follow:

- 19.1.1. Meeting with farmers' organisations in Prey Veng. The project "Empowering Farmers' Organisations and Social Development for Food Security" (EFOSD-FS) was introduced to six farmers' organisations during the first mission of CFAP to Prey Veng to introduce this project. The mission also aimed to identify new beneficiary organisations and possibilities to collaborate; we also took opportunity to study the organisational governing structure, programmes, services and business activities of the FOs and discussion for their sustainable development of the organisations as well. However, not all farmers' organisations were selected due limited fund within this project. The selected organisations please see in # 19.1.2. below.
- 19.1.2. 26-30 May 2014, meeting with five farmers' organisations (PHUM KANTREAN Agricultural Development Cooperative, MONGKULMEANCHEY Agricultural Development Cooperative, THKOV Agricultural Development Cooperative, PHUM YOEUNG Agricultural Development Cooperative and RITHY TA AUNG Agricultural Development Cooperative) in Prey Veng to strengthen on project management, organisational management and ways forward self-sustainability, savings and use of a revolving fund, soil improvement, PH explanation, diseases prevention and use of cropping calendar, bookkeeping, financial management, financial reports, and minute taking of the meetings/reports through an advisory mission conducted by CFAP's teamwork involved in organisational strengthening. There



were 93 farmers, 41 (44%) female participated in the advisory meetings.

19.1.3. Profiling development design

In order to ensure that the organisations are in the right track for sustainable development, the profiling is needed which is necessarily for both internal and external improvement. In the draft design, the profiling focused on *a.* general organisational information including vision and mission, *b.* history and strategic description, *c.* farmer members, *d.* programmes and services, *e.* existing knowledge products and other business involved. The profiling designed made from 1-25 May 2014. The database had already produced for all five FOs in 2014.

19.1.4. Meeting to introduce about the organisational profiling and assessment

After finalization of the profiling design, the meeting to introduce about the organisational profiling and assessment conducted, there were 35 farmer leaders, 10 female participated in the meeting. At the same time, the whole format design was presented to all farmer leaders/representatives from come the five farmers' organisations in Prey Veng, unfortunately this project did not contribute budget for a profiling of FOs, and therefore CFAP has to be responsible for this assignment. The floors were opened to all the participants for comments, questions and clarifications. The results of the profiling will be used for organisational road map and improvement.

19.1.5. Conduct organisational assessment

Organisational assessment is one of the most important tools for CFAP to work in collaboration with farmers' organisations members and it is parts of the project which CFAP collaborates with We Effect, the Swedish Cooperative Centre. The assessment conducted with five farmers' organisations (PHUM KANTREAN Agricultural Development Cooperative, MONGKULMEANCHEY Agricultural Development Cooperative, THKOV Agricultural Development Cooperative, PHUM YOEUNG Agricultural Development Cooperative and RITHY TA AUNG Agricultural Development Cooperative) in Prey Veng, intervened by this project.

The organisational assessment had identified the following objectives:-

The intention for conducting organisational capacity assessment is to raise awareness among board, staff members and some active farmer members within five farmers' organisations in Prey Veng while the farmer members and FOs are not strong in organizational management, therefore we need to strengthen, and the results of assessment were parts of organizational strengthening. What progress has been made over the past years? What are the challenges the organisations are presently facing? What supports need to address to those challenges? This report highlights key answers to these questions. The report included the following points:-

- 1). Organisational identity,
- 2). General organisational information including vision, mission,
- 3). History and strategic description,
- 4). Numbers of farmer members,
- 5). Organisational programmes and services,
- 6). Existing knowledge and products, and
- 7). Other business involved through consultation with CFAP

There were 72 participants, 24 female (33%) from five farmers' organisations participated in the organisational assessment, held from 12th of June to 3rd of July 2014.

19.1.6. Meeting for feedback of the organizational assessment

The meeting conducted after the mission of CFAP and an external consultant visited to all five farmers' organisations expected to intervene by the project "Empowering Farmers' Organisations and Social Development for Food Security" (EFOSD-FS) which CFAP in collaboration with We Effect, the Swedish Cooperative Centre. The feedback meeting aims to review the project concepts, objectives and desired outcomes for a period of three years to the beneficiary organisations and present the results of the organisational assessment made by an external consultant for reactions, recommendations, suggestions and clarifications among stakeholders for improvement to make sure that the activities are responsive to the real needs of farmers and strengthening of FOs too.



19.1.7. Regular advisory support mission

Base on previous studies/researches of CFAP Cambodia with many farmers' organisations in Cambodia include farmers' organisations in Prey Veng, we could realize that the FOs represents at commune, district and provincial level in Cambodia are weak, and they really need support to strengthen their capacity. Because the concept of a membership base is too new in Cambodia, CFAP has to develop a very simple advisory methodology that could enable farmers and farmer leaders to get well understanding of the objectives that could reach the desired outcomes. With this regard, CFAP has designed the project proposal that intervened farmers' organisations effectively through advisory support, the advisory support focused mainly on improvement of small scale farmers and their FOs through "vegetable production, rice production, soil improvement, water management, organizational management, organizational financial management, book-keeping, business management, marketing of local produces to market", meetings to discuss monthly achieved results "difficulties, challenges and what solution suit best to the needs of farmer members in that areas and follow up to previous missions etc. This will give effective complementary to other different trainings provided by CFAP to the organisations aiming to coach and follow up alongside, so that farmer leaders/staff members get access to a professional service provider in the future with sustainability. There were five advisory supports conducted during reporting period, the first advisory mission held from 26-31 May 2014, the second advisory mission held from 19-23 August 2014, the third advisory and follow up mission held from 27-31 August 2014, the fourth advisory mission held from 7-9 October 2014 and the fifth advisory mission held from 11-13 November 2014. There were 574 participants, 242 female (group leaders/committee members),.

19.1.8. Project Committee Meeting

There were two project committee (PC) meetings organized by We Effect for SEA during reporting period, the first meeting held from 25th to 28th June 2014, Hanoi, Vietnam and the second PC meeting held from 1st to 5th December 2014, Phnom Penh, Cambodia. There were 5 project managers/representatives participated in the meetings, 2 female. The meeting focused mainly on project(s) sharing among partners of We Effect in the region and achieved results, challenges, difficulties and solution faced by each partner organisation for improvement/

strengthening and exchanges of ideas for consideration, thus to find the best way to further effective collaboration between partner organisations with We Effect. Reflection of results after field visits to some FOs as partners, rights based approach method and study cycle method. Some other related documents/working strategy such as monitoring story, 2014 semi-annual report template, SWOT analysis preparation made by partner organisations, manuals of management system, We Effect exit strategy and proposed road map toward sustainable farmer cooperative model, and the SEA program template of input figure/information data collection made by regional office. There were two project officers from CFAP participated in the PC meeting. (See separate report in details made by a We Effect SEA)



19.1.9. Trainings/workshops

There were three trainings/workshops delivered under the project funded by We Effect SEA, CFAP's project manager, involved staff members, farmer leaders, group members involved in this project participated. The meetings/workshops were as follow:

- Training on leadership of farmer organisation in FO based style has delivered to all five FOs, 135 farmers/farmer leaders participated, 30 female. The trainings conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual needs of FOs and training methodologies that could be responsive to the capacity of farmer leaders/committee members.

- Training on entrepreneurship and marketing delivered to all five FOs, 134 farmers/farmer leaders participated, 25 female. The training conducted at FOs level, the trainings included conduction of training need assessment, development of training modules that could meet with actual need and capacity of FOs in the areas.

- Training on village saving and loan association (VSLA) held from 29 September to 3 October 2014 in Siem Reap province, Cambodia, the project manager participated in this meeting. The workshop had devised into 16 sessions as below:-

Session 1: Introduction, rules, expectations and timetable

Session 2: The sector to date, rationale for SGs and why they are different to mainstream microfinance,

Session 3: What are SGs?, comparison of methodologies

Session 4: The VSL SG methodology, toolkit, field visit preparation include group quality assessment tool

Session 5: Field visit presentations

Session 6: Test and recap, training guides and schedules, VSL short guides

Session 7: Practical, elections and constitutions, quiz

Session 8: Practical, administrative materials, passbooks and notebooks

Session 9: Test and recap, practical, savings

Session 10: Practical, loan disbursement

Session 11: Practical, loan reimbursement, end-of-cycle share-out

Session 12: MIS, rationale and structure, data collection and entry

Session 13: MIS, reports & analysis
 Session 14: Design, organizational structure, sustainable service delivery, the village agent Model
 Session 15: Design, planning and budgeting tools,
 Session 16: The SAVIX and performance norms, projects, comparison, research



Picture of training on VSLA held in Siem Reap, Cambodia.

(See separate report in details made by a We Effect SEA).

19.1.10. List of participants

Project no. P5313

List of participating farmers

Date	Title	Venue	Participants			Outreach		Conducted Person
			F	M	Total	Member	Non-member	
26/5/2014	Advised on “project management, organisational management, savings and use of a revolving fund, soil improvement, PH, diseases prevention and use of cropping calendar, book keeping, financial management and financial reports, minute taking of the meetings”	CBO-PKADC	9	10	19	<input checked="" type="checkbox"/>		K. Sreyleap
27/5/2014		CBO-ADCM	10	11	21	<input checked="" type="checkbox"/>		T. Sokneng
28/5/2014		CBO-PYADC	7	12	19		<input checked="" type="checkbox"/>	Th.Ph.sambath
29/5/2014		CBO-Rithy Ta-aung	5	14	19		<input checked="" type="checkbox"/>	Ch. Vithyeary
30/5/2014		CBO-Thkov	10	5	15		<input checked="" type="checkbox"/>	Pov Lyna
31/5/2014	Meeting with FOs in Prey Veng to introduce about the profiling development	Cambodian red cross	10	25	35	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Kong Sreyleap
17/6/2014	Meeting with FOs in Prey Veng to conduct	CBO-Thkov	11	5	16		<input checked="" type="checkbox"/>	Consultant and Meas Noun
18/6/2014		CBO-Rithy Ta-aung	6	11	17		<input checked="" type="checkbox"/>	

19/6/2014	organizational assessment	CBO-PYADC	0	10	10		<input checked="" type="checkbox"/>	
20/6/2014		CBO-ADCM	4	11	15	<input checked="" type="checkbox"/>		
21/6/2014		CBO-PKADC	3	11	14	<input checked="" type="checkbox"/>		
15/7/2014	Meeting for feedback and Capacity assessment of FOs	Cambodian red cross	6	20	26	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Kong Sreyleap
19/8/2014	Give Advisory Support to 5 FOs on agricultural technical protocols	PKADC	7	13	20	<input checked="" type="checkbox"/>		Kong Sreyleap
20/8/2014		ADCM	10	12	22	<input checked="" type="checkbox"/>		Torng Sokneng
21/8/2014		PYADC	5	14	19	<input checked="" type="checkbox"/>		Thach Phallasambath
22/8/2014		RTADC	5	16	21	<input checked="" type="checkbox"/>		Chum Vithyary
23/8/2014		Thkov	12	5	17	<input checked="" type="checkbox"/>		Pov Lyna
27/8/2014	Meeting to Follow up 5 FOs	PKADC	7	12	19	<input checked="" type="checkbox"/>		Kong Sreyleap
28/8/2014		Thkov	19	5	24	<input checked="" type="checkbox"/>		Torng Sokneng
29/8/2014		RTADC	5	20	25	<input checked="" type="checkbox"/>		Th. Ph.sambath
30/8/2014		ADCM	11	12	23	<input checked="" type="checkbox"/>		Morn Vanlyda
31/8/2014		PYADC	10	15	25	<input checked="" type="checkbox"/>		H. Sovannaleak
10/9/2014	Meeting for collection data (Base line)	PYADC	16	22	38	<input checked="" type="checkbox"/>		Thach Pallasambath and Consultant (VN)
11/9/2014		PKADC	17	21	38	<input checked="" type="checkbox"/>		
11/9/2014		ADCM	21	17	38	<input checked="" type="checkbox"/>		
12/9/2014		Thkov	32	6	38	<input checked="" type="checkbox"/>		
12/9/2014		RTADC	19	21	40	<input checked="" type="checkbox"/>		
25/9/2014	meeting	RTADC	0	7	7	<input checked="" type="checkbox"/>		Meas Sovanthy and Thach Pallasambath
25/9/2014	meeting	Thkov	4	3	7	<input checked="" type="checkbox"/>		
7/10/2014	Give advisory support to 5 FOs	Thkov	17	6	23	<input checked="" type="checkbox"/>		Meas Sovanthy Th.Phallasambath and Pov Lyna
		Rithy Ta-Aung	6	17	23	<input checked="" type="checkbox"/>		
8/10/2014		ADCM	9	14	23	<input checked="" type="checkbox"/>		
		PKADC	11	12	23	<input checked="" type="checkbox"/>		
9/10/2014		PYADC	10	13	23	<input checked="" type="checkbox"/>		
17/10/2014	Workshop on draft statute of cooperative	Kampong trabaek District	14	16	30	<input checked="" type="checkbox"/>		Meas Sovanthy and Thach Phallasambath
18/10/2014	TA of Leadership	Kampong trabaek District	6	20	26	<input checked="" type="checkbox"/>		Meas Sovanthy and Thach Phallasambath
20/10/2014	Training on Leadership to 5 FOs	Kampong trabaek District	6	21	27	<input checked="" type="checkbox"/>		Meas Sovanthy Thach Phallasambath and Consultant
21/10/2014			6	21	27	<input checked="" type="checkbox"/>		
22/10/2014			6	21	27	<input checked="" type="checkbox"/>		
23/10/2014			6	21	27	<input checked="" type="checkbox"/>		
24/10/2014			6	21	27	<input checked="" type="checkbox"/>		
11/11/2014	Give advisory support to 5 FOs	Thkov	16	7	23	<input checked="" type="checkbox"/>		Meas Sovanthy
11/11/2014		RTADC	5	17	22	<input checked="" type="checkbox"/>		Thach
12/11/2014		PKADC	12	12	24	<input checked="" type="checkbox"/>		Pallasambath

12/11/2014		ADCM	8	15	23	☑		and Pov Lyna
13/11/2014		PYADC	6	18	24	☑		
14/11/2014	TA of entrepreneurship and Marketing	Kampong trabaek District	5	22	27	☑		Meas Sovanthy and Thach Pallasambath
14/11/2014	Visited Thom village	Thkov	29	4	33	☑		PDA
15/11/2014	Assessment of entrepreneurship and marketing	RTADC	25	31	56	☑		
16/11/2014	Training of entrepreneurship and Marketing	Kampong trabaek District	5	22	27	☑		Consultant and Meas Sovanthy and Thach Pallasambath
17/11/2014			5	22	27	☑		
18/11/2014			5	22	27	☑		
19/11/2014			5	22	27	☑		
20/11/2014			5	21	26	☑		
24/11/2014	Disseminate on cooperative principle	Thkov	19	2	21	☑		PDA
25/11/2014		RTADC	16	22	38	☑		
1/12/2014	Disseminate on agriculture cooperative law	Thkov	21	4	25	☑		
2/12/2014		RTADC	25	22	47	☑		
4/12/2014	Prepare statute and internal rule	Thkov	17	4	21	☑	☑	
5/12/2014		RTADC	16	5	21	☑	☑	
11/12/2014	Prepare the first GA and selected volunteering Board of Director and committee member	Thkov	34	7	41	☑	☑	
12/12/2014		RTADC	20	14	34	☑	☑	
17/12/2014	The first General assembly of Cooperatives	Thkov	47	10	57	☑	☑	
18/12/2014		RTADC	64	27	91	☑	☑	
			794	921	1715			

SECTION IV:

Component 20: Activities conducted under project “Medium Term Cooperation Program2” (MTCP2).

(See a separate report in details, please go to www.cfap-cambodia.org)

v. ADDITIONAL ACTIVITIES BY CFAP NOT RELATED TO THE PROJECT

IFAD

5th Global Meeting of Farmers’ Forum (FAFO), in conjunction with the Thirty-seven session of IFAD’s Governing Council, held in Rome, Italy 14-20 February 2014.

(available on CFAP website: www.cfap-cambodia.org).

Mekong Institute

Regional workshop cum structured learning visit (SLV) on successful contract farming models in Thailand 16-21 June 2014.

Objective:

- ☐ Identify best practices of contract farming in linking smallholder farms to modern market and value chain
- ☐ Analyze the opportunities, challenges and impact of contract farming to small farmers and its implication to policy
- ☐ Reflect on the lessons learned from the successful multinational agri-business companies and provide recommendations to improve cross-border contract farming policies and management to ensure the benefits of small farmers (*available on CFAP website: www.cfap-cambodia.org*).

Global Forum and Expo on family farming

The Global Forum and Expo co-organized with FAO of the United Nations, held in Budapest Congress Centre in Budapest, Hungary. CFAP has sent a representative to participate in the Global Forum and Expo on Family Farming held from 4-6 March 2014, Budapest, Hungary. Some products related to the family farming activities of CFAP had exhibited during the event, our products are leaflets, posters, manuals and activities photos. Moreover, material from private company (Rice mill machine) was also presented our booth. Many visitors come to see our activities/products, they got interested in family farming as members of CFAP.

Beside the Expo we also participated in various related panel discussions, there were three panels as follow:

Panel 1: Family farming and the three dimensions of sustainability – harmonizing the social, environmental and economic aspects

Panel 2: Key challenges and opportunities for agricultural investments in family farming (Where are we globally and regionally?)

Panel 3: Role of women in family farming – challenges and opportunities

(*available on CFAP website: www.cfap-cambodia.org*).

M&E Training Workshop

The M&E training course organised by Agriterra led by the department Monitoring & Evaluation and the team Grassroots' entrepreneurship of Agriterra collaborate to work on effective, efficient and suitable monitoring and evaluation tools for farmers' organisations (FO's). Therefore, Agriterra is very interested in the monitoring and evaluation system that FO's implement or develop. The indicators are (1) Member administration and contribution; (2) Production and acreage; (3) Inputs & prices (costs & sale prices); (4) Volume marketed/channels and (5) Financial access. The training workshop held in Manila, Philippine 17-22 March 2014. (*available on CFAP website: www.cfap-cambodia.org*) and AGRITERRA website www.agriterra.org or www.agro-info.net

Regional Consultative Meeting on Alliance for Climate Smart Agriculture

The meeting is co-organized by Vietnam, South Africa and the Netherlands with support from the Global Forum on Agricultural Research (GFAR), the Food and Agriculture Organisation (FAO), the Asian Development Bank (ADB) and in close collaboration with other partners. The meeting held from 17-21 June, 2014 in Hanoi, Vietnam.

International Young Farmers' Summit

The meeting is organized by the French Young Farmers' Organisation called 'Jeunes Agriculteur' in association with Afdi (French Farmer organisation for international solidarity). The meeting gather about sixty young farmers' representatives from all around the world. The meeting would make

concrete a prospective reflection between young farmers' representatives and in construction of international manifesto. The meeting held on 4-5 September, 2014 in Bordeaux, French.

1st Annual Meeting of the Asian and Pacific Network for Testing of Agricultural Machinery (ANTAM)

This meeting is co-organized by Centre for Sustainable Agricultural Mechanization (CSAM) of the United National Economic and Social Commission for Asia and the Pacific and the Ministry of Agriculture of China. The meeting held on 16-19 September 2014 in Beijing, China

Forum on Communication for Development and Community Media for Family Farming (FCCM)

The forum organized by the Food and Agriculture Organization of the United Nations. The participants of stakeholders had shared activities of their organisation in agriculture, challenges and prospective of the organisations and information available through media. The forum held from 23-24 October 2014 at the FAO's Headquarters in Rome, Italy.

Global Dialogue on Family Farming (GDFF)

The Food and Agriculture Organization of the United Nations (FAO) organized the Global Dialogue on Family Farming (GDFF), held at FAO headquarters in Rome, Italy. The voice of family farmers have raised, regional perspective on family farming, setting the enabling for family farming, the forum on communication for development and community media for family farming (FCCM), research and advisory services for family farming, Ensuring the legacy of international year of family farming, presentation of the photo contest "feeding the world, caring for the earth" family farming in picture. There were various representatives from different continents Asia, the Pacific, Europe and Central Asia and North America. The meeting held on 27-28 October 2014.

IYFF Global Closing Session

The International Year of Family Farming (IYFF), hosted by the Philippines, through the Departments of Agriculture, Agrarian Reform and Foreign Affairs, has been given the honor by the Food and Agriculture Organization to serve as the host venue for the global closing event. Various activities worldwide have been conducted in support of the IYFF celebration, which is aimed at highlighting the invaluable contribution of family farming and small-holder farming in ensuring food security and nutrition, and attaining sustainable development in rural areas. The event would take stock of the IYFF accomplishments in the past year, as it brings together stakeholders of various representations and sectors to discuss and affirm courses of action in raising the profile of and mobilizing support to family farming. The closing event held on 27 November 2014.

vi. ACTIVITIES NOT UNDERTAKEN AS PLANNED

The project funded by Agriterra:

1. 4.5. Annual workshop (CFAP, stakeholders, producer groups, traders/big buyers, local authorities in network), normally the workshop will be organized after completion of the annual activities, planned in March 2015.
2. 5.3. Strategy and business plan review/development for self-sustainability of CFAP (*The toolkit had developed, remained only workshop for the board and experts to review for improvement*).
3. 5.4. Strategy and action plan for strengthening of FOs to independent organization (*The toolkit had developed, remained only workshop for the board and experts to review for improvement*).

The project funded by We Effect:

1. Output 1.6 - Training in loan management and bookkeeping is conducted (*Because CFAP is very new in collaboration with We Effect, therefore it is required times to study and discuss accordingly with We Effect for feedback and clarification to agree over the unclear points and prior to the execution of the activities. On the other hand, CFAP also needs times to look for consultants and processing prior to service delivering.*
2. Output 4.2: Capacity of farmers is improved through exchange visits/study visits. (*Because the time constraints, thus it required to postpone*).

vii. FOLLOW UP TO PREVIOUS ADVISORY SERVICES

1st Mission:

The first mission conducted by LTO North to CFAP, the mission held from 18-25 January 2014 which focused on **a.** Empowering staff members on soil management and climate resilient agriculture. Understanding the link between soil, fertilization strategy, crop growth, water efficiency, and climate change. How to use soil analysis. **b.** Share experiences with constructing multipurpose family pond. What can be learned of the construction purposes? Meeting with FOs in action plan, and visiting the ponds. **c.** Preparing assignment internship students Van Hall Larenstein and. Composition of the team for this mission as follow:

Peter Prins (Farmers Organisation LTO North)

Peter is leader of this project. In the period 2007-2011 Peter was the project leader of Climate Change and Agriculture in the Northern Netherlands, initiated by LTO North. LTO North collaborated closely with Wageningen University and Research, Grontmij (consultancy), 6 Water boards, and 3 provinces. This bottom-up approach was an experience which was quite new. LTO North wants to share this experience with other Farmers Organisations. Role and tasks during the mission, Peter was a leader of the delegation, presenting results of research on climate change, soil and water, best practices, recent studies IPCC, reporting.

Dr. Arjan Reijneveld (BLGG AgroXpertus)

Arjan Reijneveld is senior product manager fertilization (soil quality) at BLGG AgroXpertus. An intermediary position which involves contacts with farmers, advisors, researchers, and policy makers. Role and tasks during the mission, he shared knowledge on soil quality, presenting experiences, training CFAP staff and board.

CFAP

Role and tasks during the mission: Host the whole mission of the delegations/consultants, facilitation and communication with relevant stakeholders, had organized meetings both at FOs and CFAP level. Drafted and prepared the elaborated programmes of the meetings and workshop. Assist the delegations/consultants during the mission as needed during the mission.

Dr. Peou Yon is a local consultant. Currently, he is a part time professor for some Universities in Cambodia, major subjects on agricultural research management, ecology, soil science, rice production, statistics, strategy for agriculture and rural development and conflict and disaster management in community. Role and tasks during the mission: He would conduct a co-advisory support and training with foreign consultants, he would also advise on available soil improvement methodology, see the seedling tray, growing status, seeing ponds and ideas of how to use water, made a presentation of field visit and sample of soil analysis to CFAP and farmers.

1. Recommendations

The recommendations as mentioned below are the results of observations, conversations with farmers and other stakeholders and the technical workshops during the last mission.

The propositions are based on ideas, suggested by the farmer leaders and local authorities during the workshops.

1.1. Start with monitoring and evaluation

Monitoring the experiences of the farmers is recommended. Students from Hogeschool Van Hall Larenstein (University of Applied Science) could be recruited to do a survey of the impact of the constructed ponds. Objectives of such an assignment could be:

- 11.1. Evaluating and monitoring the construction/development of the multipurpose ponds by assessing a reference (zero phase)
- 11.2. Getting insight in the economic perspective for the farmer and his household
- 11.3. Define critical factors for up scaling the construction of ponds

Collaboration with the Svay Rieng University could be valuable. Not only because of language could issue, also with respect to an exchange of students' collaboration be interesting for all partners in this project. **Rector, H.E Mr. Tum Saravuth** already confirmed his interest.

1.2. Capacity building:

Internships can contribute to the language skills of CFAP staff. Collaboration with soil specialist Dr. Yon and BLGG AgroXpertus will train CFAP staff in this matter of soil- and water management. Arjan Reijneveld took new samples, giving extra information to CFAP to discuss with the participants. An integrated adaptation strategy will result in the most effective measures to achieve a more resilient agriculture in Cambodia.

1.3. Exchange/collaboration with neighboring countries

It is evident that a lack of soil testing facilities constrains the development of agriculture in Cambodia. However, new techniques like Near Infrared (NIR) offers the opportunity to provide farmers with a fertilization advise without the need of classical analyzing methods and laboratories.

BLGG AgroXpertus is interested to explore opportunities to establish a NIR in South East Asia, for instance in Cambodia and neighboring countries like Vietnam and Thailand. Collaboration between the Farmers' Organisations in neighboring countries, or countries in the region could foster this development with sustainability.

11.4. Availability of organic fertilizer

Although there is a manufacturing company in Svay Rieng, making all kinds of compost and organic fertilizer, this market is still emerging. The owner of the company wants to upscale, but due to financial constraints, he is not able to realize his ambition. First contacts with Rabobank Development showed their interest, but pointed on local banks as well.

2. Conclusion

CFAP did a great job to construct 35 ponds in an accurate way. Participants are carefully selected, representative and equally spread over the province of Svay Rieng. Study groups accompanying the farmers will give feedback and will safeguard a mutual learning experience with the new style multi-purpose ponds. Potential partners like the provincial department of Agriculture, Svay Rieng University and the provincial governor showed their interest and commitment to the approach of CFAP. They encourage upscaling the project in all its aspects: not only focusing on water storage, but also on soil and crop management.

2nd Mission:

The second mission held from 3-6 June 2014 focused on structure and strategy development for self-sustainability of CFAP. According to the ToR, Agriterra distinguishes three aspects for advisory trajectories i.e. **Structure, Strategy for self-financing** and thirdly **operationalization of the choices**.

Aspect number 1: To split MF and farmers' cooperative services (see separate report of the MS), plus training, staffing, products (RF). **Participation and commitment** of coops and farmers, **Staffing structure:** roles by CFAP or coops (role, staffing/cost structure).

Aspect number 2: Strategy for self-financing, MF as a separate entity, surpluses to services, **Potential** for income generation in value chains: sectors, roles, activities, **Services** to provide: for free or fee, roles and staffing CFAP/costs structure, and

Aspect number 3: Operationalization: Financial structure of collection points; advise, with CFAP, broad, coops roles and capacities of facilitators; training, Marketing; training, structure, and roles. The mission conducted by Agriterra's liaison officer Mr. Carl Jansen to CFAP in Cambodia in collaboration with Dutch Interns and CFAP staff members.

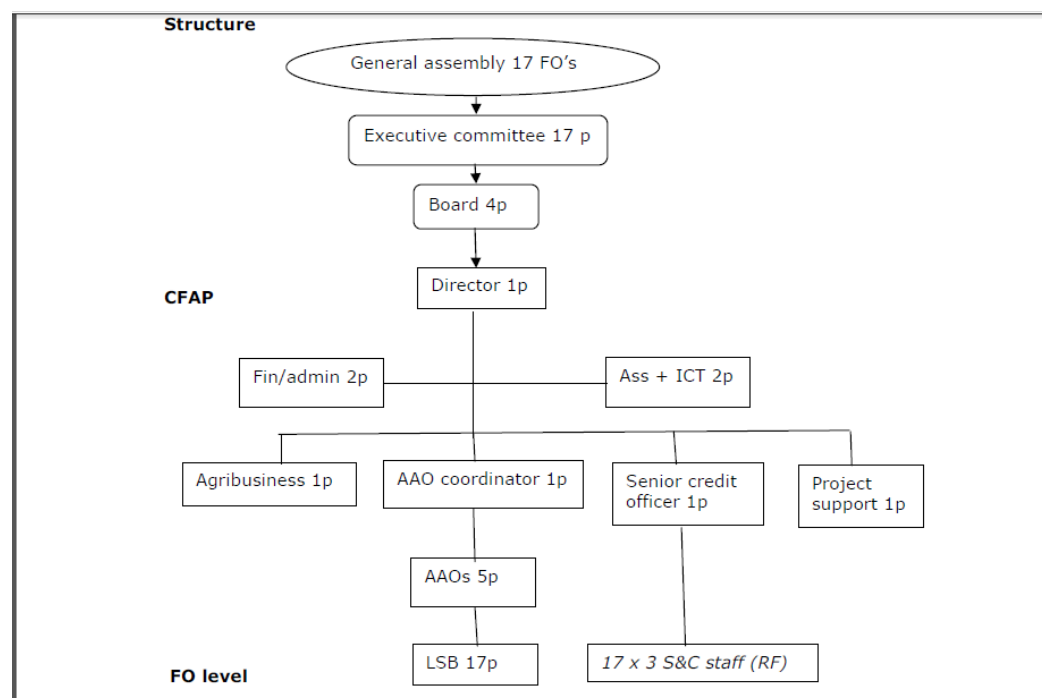
CFAP is attempting to reach a self-financing while the organisation still needs external support during this reformulating period to develop such working documents, policy and building the capacity of staff members to become professional services providers to FOs as members with strong knowledge management that could enable the organisation to run its services sustainably, therefore 2014 is the year that CFAP not only focused on activities at ground level with members' organisations and farmer members, meetings with policy makers and relevant national policy decision makers but also building strong working documents and policies included organisational governing structure, and organisational sustainable strategy as well at CFAP level. To reach these desired outcomes and a quick win of CFAP for self-organisational sustainability and financial sustainability, therefore sufficient fund is needed to shift the programmes by reducing non-commercial programmes to increasing commercial activities.

According to the findings in report of this mission made by Mr. Carl Jansen, LO of Agriterra, different aspects were presented i.e. comparisons of agricultural production with arisen technical applies of 60%, knowledge of farmers in marketing increased 60%-70%, there were 12 FOs have trained on the law of agricultural cooperatives, among the 12FOs, 6 were on processing to register while the rest of 6 others had facilitated to integrate with existing coops in the areas, however all these 12FOs had strengthened by CFAP at the same time. 5 collection points (FEDA, CFA-BASAC, CFA-THLORK, CFA-SVAY CHRUM and SACKS) were functioning during this reporting period.

The LO also made funding source analysis and they were evaluated that most funding sources referred to non-commercial programmes such as Agriterra, We Effect, Rabobank Foundation, SNV and CFAP self-funding included cooperation with the WFO and LTO North.

Various results of the field visits made, the areas included increasing of farmer members for a period of three years, marketing status of the organisations, expectations of members' organisations to CFAP,

sale volumes of FOs where there is collection point. New structure design and its relevance was drawn based on current situation of CFAP and FOs, the structure shaped as follow:



Structure designed by Agriterra LO during his mission to CFAP

With this new design structure, CFAP comes out with ideas for improvement of the current governing structure that could meet organisational sustainability while the organisation is under development of the working documents, policies and organisational sustainable strategy.

There were numbers of roles had taken into account for future consideration following by specific indicators such as point, now, future, FO and CFAP. The identified roles are loan, marketing, technical advices, business plan, inputs provision and management trainings. Moreover, the self-financing was also drawn up following by explanation and analysis in table2. See below of the table.

Mission no.6661 held on 28 July to 3 August 2014 focused on business planning and strategy development for self-sustainability of the organisation. Most of the concrete comments were taken into account and for development of a new business project proposal of CFAP for 2015-2017 to reach the target plan of self-sustainability of CFAP by 2017.

(Details, see a separate report)

Self-financing

As a next step we tried to define which activities could generate funds or had the opportunity to become self-financing and which could not. We distinguished the services in 3 groups (table 2): the services that can easily be profitable (column 2, MF), services that have the potential to be profitable if well-defined and used (column 3-5), and services that are difficult to become profitable or self-financing (column 6-8).

Table 2

Models	conditions	Profitable Micro-finance	Potentially profitable			Difficult to be profitable		
			Marketing	Processing	Input	Training, advise in Business planning	Management	Technical
Highly commercial	only profitable actions		Idem	Idem	Larger orders, product defines	Linked to MF or fee based	Fee based	Fee based
Staff		+++	++	++	++	+		+
Partly commercial	Selective incl. pot. profitable actions		Larger orders, pre-funding	Idem	selective	Linked to MF	selective	selective
Non-commercial	Depends only on capacity		on demand	Idem	Idem	free	free	free
Staff		+	+		+	++	++	+++

MF can be done well only if it's is profitable and self-sustaining. Other activities can be in a fully commercial model: only undertaken if the activities are fully profitable: orders have to be large enough and a margin should be possible: this varies per product and season. Distance to producers influences it. In a partly commercial model it can be decided to take on a service, offer it, if there is a future opportunity that it can become profitable.

Advisory structure designed by Agriterra LO during his mission to CFAP

viii. PLANNING OF NEXT PERIOD

The following activities are planning to conduct in *next reporting period*:

SECTION 1.1.:

1. 4.5. Annual workshop (CFAP, stakeholders, producer groups, traders/big buyers, local authorities in network).
2. 5.3. Workshop to review on strategy and business plan development for self-sustainability of CFAP
3. 5.4. Workshop to review on strategy and action plan for strengthening of FOs to independent organisation

ix. ATTACHMENTS/ANNEXES

Annex 1. Board and management

Annex 2: Database of members

Annex 3: Work Plan

Annex 4: Log-Frame (see in a separated report)

Annex 5: A story of farmer

Annex 5B: Progress results on deliverables (see in a separate report)

Note: Some activities are required to execute after the project completion.

ANNEX 1.: BOARD AND MANAGEMENT TEAM

a. Board

Board and Management Unit			
i. Board			
Board of Director	Name	Registered since	In charge since
Chairman	Mr. CHHUON Sarin		2012
Vice chair person	Ms. AN Sarun		2012
Vice chair person	Mr. KONG Savoeun		2009
Vice chair person	Mr. KOY Sithán		2012
Members			
BASAC COMMUNE FARMERS' ASSOCIATION (CFA-BS)	Mr. KONG Savoeun	2009	2009
CHEK COMMUNE FARMERS' ASSOCIATION (CFA-CH)	Mr. PEN Phanna	2007	2011
COMMUNE DEVELOPMENT ASSOCIATION (CDA)	Ms. IM Vanney	2007	2012
KAMPONG CHAMLANG COMMUNE FARMERS' ASSOCIATION (CFA-KCH)	Mr. VOR Sam	2007	2012
KANTREAN AGRICUTURAL DEVELOPMENT COOPERATIVE (KADC)	Mr. NHOEK Sorn	2008	2008
KOYTRABAEK COMMUNE FARMERS' ASSOCIATION (CFA-KTB)	Mr. SOM Mong	2007	2009
MONGKULMEANCHEY AGRICULTURAL DEVELOPMENT COOPERATIVE (MADC)	Mr. LOU Heap	2008	2008
PORTHIREACH COMMUNE FARMERS' ASSOCIATION (CFA-PTR)	Mr. KONG Sabo	2007	2007
THMEY SAMAKEE AGRICULTURAL DEVELOPMENT COOPERATIVE (TADC)	Mr. SOUS Mao	2008	2008
SAMAKUM PONLEU KAKSEKOR THMEY (PKT)	Mr. YIN Kemli	2008	2008
SAMAKUM APIVAT CHAMROS KHUM SVAY ANG (SACKS)	Mr. CHHUON Sarin	2010	2012
SAMAKUM LEUKSTOUY CHIVAPHEAP KASEKOR (LCK)	Mr. PREAM Samol	2010	2010
SVAY CHRUM COMMUNE FARMERS' ASSOCIATION (CFA-SCH)	Ms. AN Sarun	2007	2012
SVAY TAYEAN COMMUNE FARMERS' ASSOCIATION (CFA-STY)	Mr. Sek Choeun	2007	2012
THE FAMILY ECONOMIC DEVELOPMENT ASSOCIATION (FEDA)	Mr. KEN Yaim	2008	2008
THLORK COMMUNE FARMERS' ASSOCIATION (CFA-THL)	Mr. SUOS Vannhun	2007	2011
THNOT COMMUNE FARMERS' ASSOCIATION (CFA-THN)	Mr. PAO Suy	2007	2007
PHUM YOEUING AGRICULTURAL DEVELOPMENT COOPERATIVE (PYADC)	Mr. Prak Leak	2014	2014
AGRICULTURALDEVELOPMENT COOPERATIVE OF TRAPEANG RUSSEI (ADCTPR)	Mr. Lim Nou	2014	2014

ii. Management			
1. Managing director	Mr. SOK Sotha	-	2003
Administration and Finance			
2. Administration and Finance	Ms. HEM Sovannaleak	-	2010
3. Head of IT and communication	Mr. MEAS Noun	-	2007
4. Accounting Assistant	Ms. Chum Vithyary	-	2014
Programme Officers			
5. Head of AGRI-Business officer	Mr. MORN Vanlyda	-	2011
6. Head of saving & use of a revolving fund manager	Ms. TITH Dany	-	2014
7. Head of agriculture and Advisory officer	Mr. Yap Thoeurn	-	2012
Agriculture and Advisory Officer (AAO) (reformulated end 2012)			
8. Agriculture and Advisory officer	Mr. NGOUN Oeun	-	2010
9. Agriculture and Advisory officer	Mr. TEP Sovann	-	2006
10. Agriculture and Advisory officer	Mr. MEY Min	-	1996
11. Agriculture and Advisory officer	Mr. Thach Phallasambath	-	2014
12. Agriculture and Advisory officer	Ms. KONG Sreyleap	-	2014
13. Assistant to AAO unit	Mr. POV Lina	-	2010
14. Guard/office assistant	Mr. MOK Nokor	-	2014
15. Cleaner	Ms. Pheang Kosal	-	2014
iii. Local Staff Based (LSBs)			
1. Local Staff Based (LSB) (LCK)	Ms. YOEUEN Chanthorn	-	2014
2. Local Staff Based (LSB) (CFA-KTB)	Ms. SREY Raksmeay	-	2014
3. Local Staff Based (LSB) (CFA-THN)	Mr. THEM Sat	-	2014
4. Local Staff Based (LSB) (MADC)	Mr. MAO Sinath	-	2014
5. Local Staff Based (LSB) (KADC)	Mr. CHAN Mom	-	2014
6. Local Staff Based (LSB) (CFA-THL)	Ms. KONG Linna	-	2014
7. Local Staff Based (LSB) (PKT)	Ms. HENG Sreyneang	-	2014
8. Local Staff Based (LSB) (FEDA)	Mr. KHEM Sokha	-	2014
9. Local Staff Based (LSB) (CFA-CH)	Mr. MAO Piphup	-	2014
10. Local Staff Based (LSB) (SACKS)	Mr. PHAT Phalla	-	2014
11. Local Staff Based (LSB) (CFA-KCH)	Mr. PROK Thona	-	2014
12. Local Staff Based (LSB) (CDA)	Mr. KUCH Vey	-	2014
13. Local Staff Based (LSB) (CFA-BS)	Ms. PHOK Nimol	-	2014
14. Local Staff Based (LSB) (TADC)	Mr. CHUON Sopheap	-	2014
15. Local Staff Based (LSB) (CFA-STY)	Ms. MEAS Sopheap	-	2014
16. Local Staff Based (LSB) (CFA-SCH)	Mr. NUT Phanit	-	2014
17. Local Staff Based (LSB) (CFA-PTR)	Mr. KONG Saboeun	-	2014

ANNEX 2.: DATABASE OF FARMER MEMBERS

Data base of members and non-members in the operational working areas:
(As per December 2014, new database will be available on CFAP's website)

#	Province/City	Destrict/Khan	Commune/ Sangkat	Village	Names of FOs/ Cooperatives	Total registered members				Total population in target areas		
						Group	Male	Female	Total	HH	Total	Women
1	SvayRieng	1. Kampong Ro	1	11	CFA-THN	65	243	254	497	1818	8283	4066
			1	10	CFA-STY	58	170	302	472	3352	10614	5556
		2. SvayChrum	1	7	CFA-SCH	41	79	206	285	1268	5886	3048
			1	9	CFA-PTR	50	152	167	319	1812	8856	4496
			1	6	CFA-THL	28	135	103	238	1440	6392	3310
			1	7	CFA-CH	40	127	263	390	2136	10175	5271
			1	3	CFA-BS	21	120	92	212	2123	9274	4837
			1	7	CFA-KCL	42	165	149	314	2722	12596	6454
			1	11	CDA	88	540	207	747	3083	12961	6668
			1	9	SACKS	195	665	829	1494	1200	5678	2879
			1	7	FEDA	87	427	406	833	2722	12596	6454
		3. SvayRieng	1	2	CFA-KTB	11	55	30	85	732	3025	1552
Subtotal			12	89		726	2878	3008	5886	24408	106336	54591
2	Prey Veng	4. Bar Phnom	1	1	RongDomrey: PhumKantrean Agricultural Development Community (PKADC)	9	53	67	120	2325	10396	5471
			1	1	SpeuKor: Agricultural Development Cooperative of Mongkul Mean Chey (ADCM)	10	30	46	76	2497	9989	5048
		5. Kampong Trabaek	1	7	PhumYeung Agricultural Development Community (PYADC)	1	49	72	121	2516	11997	6184

Subtotal			3	9		20	132	185	317	7338	32382	16703
3	Kandal	6. Mukhompoul	1	7	PKT	79	761	825	1586	2561	10851	5582
			3	7	LCK	25	184	142	326	2695	12140	6281
Subtotal			4	14		104	945	967	1912	5256	22991	11863
4	KompongSpeu	7. Chbar Mon	1	1	THMEY SAMAKEE	36	95	140	235	1435	7953	4125
Subtotal			1	1		36	95	140	235	1435	7953	4125
5	Kampot*	8. Kampong Trach	1	7	KPPAC	1	54	20	74	1716	8036	4255
Subtotal			1	7		1	54	20	74	1716	8036	4255
6	Kompong Thom	9. Kampong Svay	1	2	TPRADC	2	27	40	67	3999	17936	9196
Subtotal			1	2		2	27	40	67	3999	17936	9196
Total	6 Provinces	9 Districts	22	122	20 FOs/Coops	889	4131	4360	8491	44152	195634	100733

Note: CFAP does conduct the membership database once a year, therefore annual database of farmer members and members' organisations will be available at the end of the year or earlier of next year.

* Member on process and need to further discussion prior to next GA.

ANNEX 3.: WORK PLAN

Project no. 13cam-6048-14at-4746

No.	Code no.	Type of Activity	By whom	2014												Remarks
				Semester 1						Semester 2						
				Q1			Q2			Q3			Q4			
				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
1		Reflection of activities in 2013 for lesson learned and improvement. Presentation of next activities, internal working policies, working procedures and the way forward to all staff members of CFAP and future cooperatives for 2014	CFAP <u>Team leader: MD</u> Member: All staff members													<input checked="" type="checkbox"/>
2	1.4	Workshop to share knowledge on soil treatment, diseases prevention, crops protection and use of cropping calendar in a rotation system to 250 group leaders in four provinces	-CFAs/CBOs&Coops -LCBs <u>Team leader: AAO</u> Member: Office assistant LSBs FOs													<input checked="" type="checkbox"/>
3	1.5	Workshop to share knowledge on marketing, selling and CANVAS Model to 250 group leaders, together re-organisation of the group members into preferable producer groups to produce same crop for collective sale in the future (by LCBs) (50%)	-CFAs/CBOs&Coops -LCBs <u>Team leader: AGRI-Business</u> Member: Office Assistant LSBs													<input checked="" type="checkbox"/>
4	1.6	Training of Trainer (ToT) in developing business plan to farmer leaders and LSBs (34ps) (4days)	-CFAs/CBOs&Coops -LCBs <u>Team leader: AGRI-Business</u> Member: Office assistant AAO													<input checked="" type="checkbox"/>

			Office assistant LSBs														
10	3.3	Aggregate of production, income and expense data, and benchmarking results of groups at CFAP level	- CFAP -Agri-business manager leads <u>Team leader: AAO</u> Member: Office assistant AAOs and LSBs														☑
11	3.4	Disseminate the results of income, expense data, sale and benchmarking results within groups for further learning (why others do better? And why?) made by local staff based at CFAs/CBOs&Coops level	- CFAs/CBOs&Coops -AAOs lead to facilitate <u>Team leader: AAO</u> Member: LSBs FOs														☑
12	4.1	Monitor group leaders/LSBs' activities by AAOs of spreading knowledge to group members in collaboration with AAOs (17Ps), then LSBs to spread knowledge and advisory support to group members under supervision of AAO.	- CFAs/CBOs&Coops -AAOs lead to facilitate <u>Team leader: AAO</u> Member: Office assistant LSBs														☑
13	4.2	Set up 12 exposure farms to test/train new methods and growing techniques (soil leaching, irradiation, radish, taro, corn /termeric and ginger growing) at regional level. On site training methods are used to train all AAOs/LSBs and or group leaders. Land size at demo: 250sqm.	- CFAs/CBOs&Coops <u>Team leader: AAO</u> Member: Office assistant AAO LSBs														☑
14	4.4	Organize meetings at groups level to identify farmers who are willing to join forces and work together on selling and marketing collectively. Also give advise on how to treat crops and crop rotation scheme including explanation the uses of posters/leaflets	- CFAs/CBOs&Coops <u>Team leader: AAO</u> Member: Office assistant AAO LSBs FOs														☑

15	4.5	Annual workshop (CFAP, stakeholders, producer groups, traders/big buyers, local authorities in network)	<u>Team leader: MD</u> Member: ICT Office assistant All staff														Need to conduct after completion of annual activities and completion of annual report, planned to be held in March 2015.
16	5.1	Development of financial management system/financial reporting format in Quick Book programme development (bookkeeping system).	-CFAP, IT Co.LTD or External expert <u>Team leader:</u> <u>Adminsitartion and Finance</u> Member: Specialised staff														<input checked="" type="checkbox"/>
17	5.2	Development of project monitoring and evaluation system	-CFAP -LCB -Agriterra <u>Team leader: MD</u> Member: management unit														<input checked="" type="checkbox"/>
18	5.3	Strategy and business plan review/development for self-sustainability for CFAP	-Agriterra -CFAP -LCB <u>Team leader: MD</u> Member: management unit AGRI-Business														<input checked="" type="checkbox"/> (Developed by CFAP, need to conduct a workshop with all stakeholder to review on toolkit, planned to be held in March 2015)
19	5.4	strategy and action plan for strengthening of FOs to independent organisations	-CFAP -LCB -Agriterra <u>Team leader: MD</u> Member: management unit All specialised staff														<input checked="" type="checkbox"/> (Developed by CFAP, need to conduct a workshop with all stakeholder to review on toolkit, planned to be held in March 2015)
20		National travel by central staff to target areas to monitor activities with farmer organisations and group members (consolidated with climate change (CC) project)	-CFAP, -CFAs/CBOs&Coops <u>Team leader: MD</u> Member: All specialised staff AAOs														<input checked="" type="checkbox"/>

27		End project workshop	-CFAP -CFAs/CBOs& Coops -Stakeholders -Traders -Inputs suppliers -Local authorities -Government -All staff members <u>Team leader: MD</u> Member: All staff Management unit														<input checked="" type="checkbox"/> (Normally conducted after completion of the annual project activities and annual report, planned to be held in March 2015)
28		Annual Project Reports by head of management, (management unit)	-CFAP -Ma. director leads <u>Team leader: MD</u> Member: All specialised staff (Field managers) All staff and LSBs														<input checked="" type="checkbox"/>
29		Other business involved	CFAP <u>Team leader: All involved people</u> Member: All staff members/LSBs														N/A

ANNEX 4.: Log-frame (See in a separate report)

ANNEX 5.: A STORY OF FARMERS

Small Scale Farmers, not only producing for household consumption, but also for a coin!



Mey Sarum, aged 42 and her husband Prum Sara, farmers lives in Prey Domlong village, Portireach commune, Svay Chum district, Svay Rieng Province. She is a member of Porthireach Farmers' Association (CFA-PTR). She has three children (two boys and one girl). The oldest daughter, aged 21 while the youngest one aged 13. Because of the poor, their oldest daughter gave up school in grade 11 (high school), help parents growing vegetables/crops at home.

Her family became a member of CFAP since 2009, as a member of the CFA-PTR, she received various technical

trainings such as technical vegetable growing, technical chicken rearing and production cost calculation etc through CFAP's on-site technical trainings model. Before registration as a member of CFAP, they grow vegetables in a traditional practice with low yields (1166Kg/ha in Ave) and took longer time to grow. Now they have changed from old practice to new practice. They have applied new technical protocols "onsite-training model" of CFAP in vegetable production since 2011 till present. Prior to full application of a new technical practice, they started growing cucumber only with 450m² in front of their house as a pilot. As a result, the cucumber grew very well with higher yield (11650Kg/ha in Ave) compared to old practice. After the success on new practice, they decided to extend their farm land to 1800m². grows multiple crops/vegetables in their farm such as cucumber, longbean, eggplant, ridgegourd, water convolvulus, bitter gourd, lemon grass, chili and some other types of crops on their farm and the produces quality is higher. Even though, their farm is small, but they can grow in a year round, not only for their household consumption, but also for sale to support the family. Beside, long term production, they also grow beansprouts which take only four days to grow, she sell produces to clients in commune market "O'samdey", a local market in their area.

In average, they earns around 90,000KHR to 100,000KHR (US\$22.5 to US\$25) of net profit per day from their vegetable production each harvest season. This can help improving the living standard of their family better than before, moreover their family members do not migrate to find job outside. Mr. Sara added that his family also uses a bio-gas to give mutual and beneficial interaction with vegetables/crops growing as well while the slurry of bio-gas manual provided very much organic fertilizer for vegetable production. He said the organic produces sell well with higher prices compared to chemical produces. Mr. Sara added that his family, not only grow vegetables, but also do grow rice and raise fish. "Rice Fish System" so fish can catch small insects/pest in the rice field to feed themselves and the fish can also produce organic with qualitative fertilizer for rice as well. Doing this system, both rice and fish grow very well with mutual beneficial interaction.

Normally, farmers harvest fish once every 6-7 months, it costs about 20,000KHR/Kg (US\$5) for a natural fish in Cambodia. Last March 2014, the farmer spouse received a new pond (10m by 15 and 3m depth) from CFAP through the project on "Climate Adaptive Approach for Food Security" funded by Agriterria, this is very much effective complementary between different project with different support to rural poor and small scale farmers as they are weak, but expressed strong commitment to

sustain their farming activities for a main income to survive the family. The pond used for vegetables irrigation of at least 3-4 months in dry season, where there is no water. They said, they are very happy now with this new pond, this will enable their family to grow vegetables/ crops for a year round. They had already raised 1,000 heads of catfish in this new pond, they expected to get some additional incomes beside vegetable production.

They are happy as they have knowledge and skill on vegetable production, moreover the household pond enable them to continue growing of multiple productions in their small scale farm in a year round. Mr. Sara said that his wife is good at selling vegetables. They can purchase agricultural inputs from the organization (CFA-PTR) locates in the area close to their house. So it doesn't cost them for long travel to far away market. They can also purchase inputs from their organization in credit, and they have to pay at the harvest season.

