

REPORT



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Abbreviations and Acronyms

| | |
|--------|--|
| AC | Agricultural Cooperatives |
| AFOSP | ASEAN Farmers' Organization Strengthening Program |
| ASEAN | Association of South East Asian Nations |
| CARD | Council for Agricultural and Rural Development |
| CFA | Commune Farmers' Association |
| CFAP | Cambodian Farmers Association Federation of Agricultural Producers |
| COSOP | Country Strategic Opportunities Program |
| CPMT | Country Program Management Team |
| DAE | Department of Agricultural Extension |
| EU | European Union |
| FOs | Farmers' Organizations |
| GA | General Assembly |
| GDA | General Director of Agriculture |
| IFAD | International Fund for Agricultural Development |
| MoE | Ministry of Environment |
| MAFF | Ministry of Agriculture Forestry and Fisheries |
| MTCP2 | Medium Term Cooperation Program Phase ii |
| NAC | National Advisory Committee |
| NBC | National Bank of Cambodia |
| NFFC | National Farmers Forum Consultation |
| NIA | National Implementing Agency |
| NWG | National Working Group |
| PADEE | Project for Agricultural Development and Economic Empowerment |
| PDA | Provincial Department of Agriculture |
| POs | People Organizations |
| RF | Rabobank Foundation |
| RA | Responsible Agency |
| RGC | Royal Government of Cambodia |
| RIA | Regional Implementing Agency |
| SNV | Dutch Development Organizations |
| SDC | Swiss Agency for Development & Cooperation |
| SRIA | Sub-Regional Implementing Agency |
| TWG-AW | Technical Working Group on Agriculture and Water |
| WFO | World Farmers' Organization |

1. EXECUTIVE SUMMARY

CFAP-Cambodia (Cambodian Farmers Association Federation of Agricultural Producers) was renewed its policy from the NGO based style in Svay Rieng found since 1996. CFAP-Cambodia then adopted its new official founding as the National Federation of farmers' associations and cooperatives, a membership base organization in January 1st 2002 and reformulated/transited its working policy/governing structure (2002-2006). The federation works to represent small scale farmer producers where most of them live in rural Cambodia. The Federation had also reformulated the annual General Assembly (GA) mandate from once every two year to once a year. The GA participates by registered members, relevant stakeholders and observers. CFAP-Cambodia has a tree-tiered structure: specialized producing groups (saving groups, rice producer groups, vegetable/crops growing groups, poultries/animal rearing groups, and fishes raising groups, small scale businesses group as well as small scale entrepreneur groups), structured under Farmers Associations (FA) and Agricultural Cooperatives (AC) at commune/district, provincial and national level.

CFAP has a total active member of 6482 households come from 115 villages and 888 producer groups. Through these households members CFAP currently targets 40,202 household members, which 20,905 female (52%). The organization focuses mainly on small scale farmers who are active in farming and earn a living in agriculture, related agricultural businesses and small scale enterprises. Females participated actively in CFAP's activities where they take over important roles such as group leaders, committee members, extension service providers and oversight of group activities.

CFAP has become a member of the Technical Working Groups (TWGs) established by the Royal Government of Cambodia (RGC) in 2004 to serve as coordinating bodies and dialogue mechanisms. With the support of a Secretariat, they bring together Government, development partners and civil society representatives to support the attainment of national development goals set out in the Rectangular Strategy, NSDP and associated sector, thematic and reform program of the Government. CFAP did not get any funding from a member of this group yet.

The organization has also developed such programs that could help farmers and FOs as member access to economic initiatives and policy. Due food consumption and nutritious needs have increased time to time in current and future market demands as foreseen by other researches, the organization has developed strong and sustainable strategy to train FOs' staff members and lead-farmers to become specialized in services delivering, training, knowledge extension, businesses and application of received knowledge at FOs level for profitability now and in the future. The organization contributed actively to minimize gap between farmers and relevant stakeholders. The specific training program called "CFAP on-site training model" helps farmers growing crops and raising animals technically and qualitatively that could cope with current climate changes in response to both low and high market demands, especially of the pulses. So far, we promote so many crops such as rice, peas, beans, string beans, tomatoes, taros, radish, ginger, maize, egg plants, winter melon, bitter gourd, green water (kangkong), pokchoy, spinach and many other crops with processing/packaging training program as we realized that they are badly needed for human health and nutritious food needs, now and in the future.

SNV, in partnership with CFAP provides various occasions with capacity development and have attempted to connect CFAP to other sources of technical assistance, local capacity builders (LCBs). SNV has a smallholder cash crop strategy in place and has been providing both local and international experts to improve income, employment and market access for the poor by addressing concerns such as input markets for seeds, fertilizers, pesticides; agricultural knowledge services for primary producers; market connections, network; and to get aware of the consumers, there are 71 piloted demo plots included 2 wind pumps since there was a collaboration between CFAP and SNV (2010-2015), the results experienced CFAP well for scaling up and replication in the future, however, the demos are very limited due to large

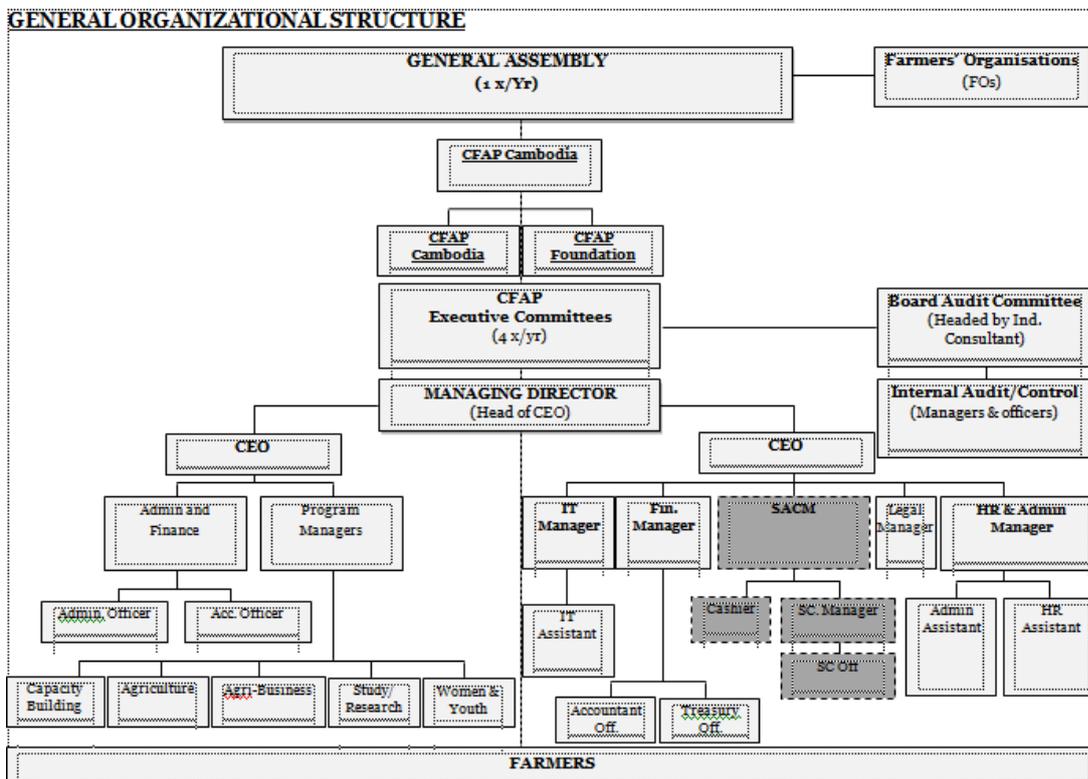
working areas of CFAP with smallholder members. CFAP and FOs as members expected to scale up from around 250 active specialized group members to 800 producer groups in 2018 which focus on vegetable production, animal production, rice productions, small scale businesses and savings/use of a revolving fund.

Rabobank Foundation (RF) in partnership with CFAP since 2010, RF supports both loan and TA to ensure that CFAP is in the right track forward profitability with long term sustainability that could extend services effectively and qualitatively for members. Our current services/programs are to strengthen members' income generation, improvement of vegetable production, rice production, poultry/animals production, enterprising of local produces to markets, strengthening of small scale enterprises and network. There were 15 collection sites established so far and under structuring network from producers to markets.

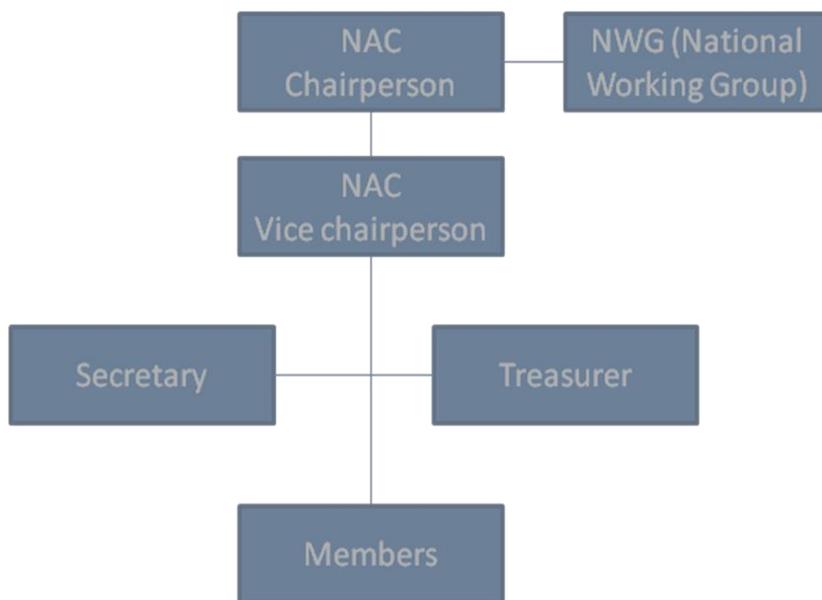
The Medium Term Cooperation Program Phase ii (MTCP2) primarily continued from the results of MTCP Phase i which participated by national farmers' organizations in South East Asia, South Asia and the Pacific to set up the platform for regional and sub-regional level. In particular, MTCP2 in Cambodia executed by CFAP-Cambodia has involved 38 FOs in 11 provinces/municipalities across the country. Engagement of National Farmers' Organizations (associations & cooperatives) participation to set up the FOs platform at the country level, therefore the voice of farmer members heard to the public through various activities of MTCP such as National Farmers' Forum Consultation (NFFC), National Policy Workshop (NPW) and capacity building program from grass root to sub(national) and international level.

The MTCP2 has focused on networking of FOs, engagement of FOs involve in other national programs of the government and development agencies, policy dialogue, capacity building and strengthening the capacity of FOs to become the professional service providers in the future. Strategic networking and profiling of FOs is made to ensure that FOs in Cambodia grow in the right track. The business strategic planning (BSP) and organizational strengthening strategy have developed and expected to scale up with those sun(national) FOs in network to reach the healthy and sustainable development of FOs which CFAP as the NIA insisted to have.

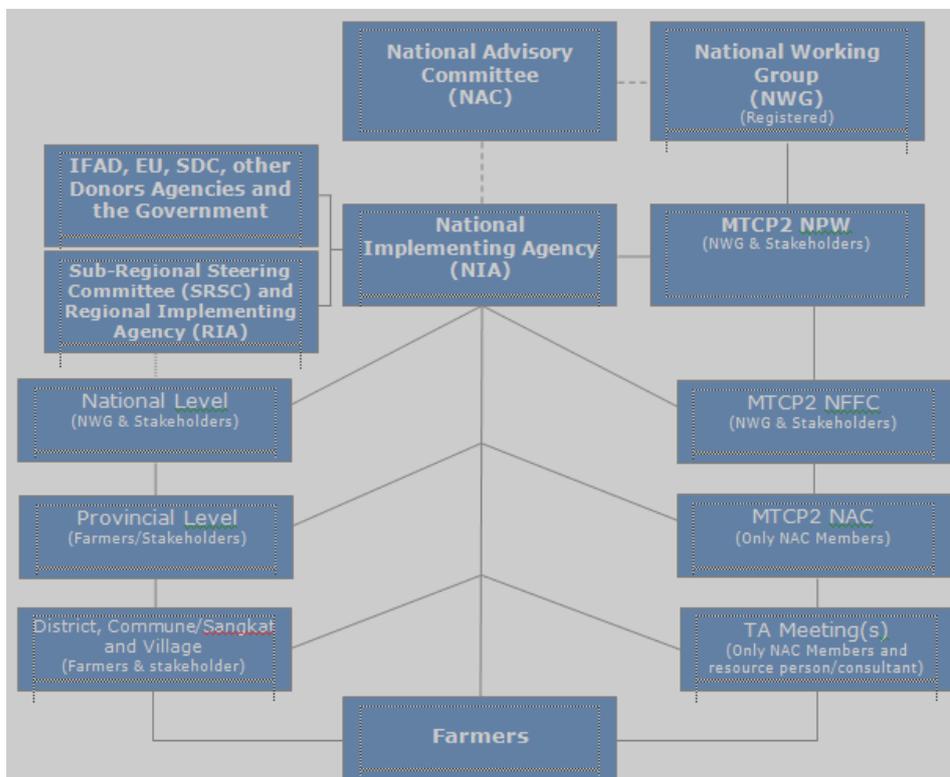
a. CFAP's General Organizational Structure



b. National Advisory Committee (Project MTCP2)



c. MTCP2 Governance Structure



Meeting with PDA in Takeo

On 1st of January 2015, our teamwork met with a deputy director of the Provincial Department of Agriculture (PDA) in Takeo, Ms. Nget Sophea a deputy director to disseminate about the project “Medium Term Cooperation Program” MTCP2 to seek for further collaboration between MTCP2 and PDA in Takeo and extending of MTCP2’s National Working Group Members in Takeo in the future. Our teamwork also got opportunity to discuss on PADEE project funded by IFAD in collaboration with the RGC to see whether PADEE supports FOs in MTCP2 network.

Meeting with Federation of Cambodian Farmer Organizations for Development (FCFD)

On 4th of January 2015, we discussed with farmer leader Mr. Keo Sokha to update FAEC’s activities, services to farmer members and organizational relationship such as organizational management, governing structure, reporting and bookkeeping etc. Business plan (AGRI-Business Development), economic initiatives at FOs level was also discussed; therefore MTCP2 NIA could share common experiences amongst FOs in network broadly. Discuss on their FOs networking with other projects like MTCP2 and,

On 7th of January 2015, during our business travel in Phnom Penh, we have extended our travel business to meet with a representative of FCFD in Phnom Penh, Mr. Tep SopheakMingkoul, a technical assistant; we shared with him about the MTCP2 project in network with national farmers’ organisations in Asia (SEA Plus China, South Asia and the Pacific). We had also extended MTCP2’s purposes to register new National Working Group members (NWG) in 2015, especially the national farmers’ organizations in this network. Networking of national farmers’ organisations in IFAD country is one of the objectives within MTCP2.

Meeting with PDA in Svay Rieng

On 6th of January 2015, our teamwork also met with a director of the Provincial Department of Agriculture (PDA) in Svay Rieng, Mr. Thach Ratana. During a meeting, we were discussing about progress of Project for Agricultural Development and Economic Empowerment (PADEE) to see whether there are FOs in MTCP2 network can involve in PADEE and whether there is any opportunity for FOs in MTCP2 network participates in the future, if so, when and where?. As a result, a director of PDA welcomed to MTCP2 in this province. He expected that MTCP2 supports small scale farmers and play a role to improve agricultural production and network of farmers’ forward sustainable agriculture and access to market collectively in the future.

Discussion with Ministry of Agriculture Forestry and Fisheries (MAFF)

On 8th of January 2015 (morning), CFAP as a NIA to conduct a mission to meet with the Secretary of State, H.E Prof. Ty Sakun to seek for further support and collaboration opportunities among FOs-led with MAFF and IFAD programs in Cambodia, although in-kind.

Discussion with IFAD

On 8th of January 2015 (afternoon), CFAP as a NIA met with IFAD country representative, Mr. Meng Sakpouseh to review on collaboration opportunities among FOs in network with IFAD country programme to focus on capacity building (*To see whether FOs in network involved in IFAD country programme*).

Meeting with PDA in Siem Reap

On 10-11th of January 2015, our teamwork met with a deputy director of the Provincial Department of Agriculture (PDA) in Siem Reap, Mrs. Sar Rinei to disseminate about the project “Medium Term Cooperation Program” MTCP2 and to seek for collaboration between MTCP2 and PDA in Siem Reap and also extending of MTCP2’s National Working Group Members in Siem Reap in the future. As a result, the PDA representative got interested in this project, she said she would extend information to all district offices of agriculture and encourage FOs and Coops in Siem Reap to network with MTCP2 in Cambodia if they wanted.

Meeting with other farmers’ organizations in network and non-network to study about them

Since January 2015 till reporting period, there were various visits to farmers’ organizations in 11 provinces/municipalities (Svay Rieng, Prey Veng, Kandal, Takeo, Kampot, Kampong Thom, Siem Reap, Banteay Meanchey, Kampong Cham, Kampong Chhnang and Phnom Penh). The objectives of visits are to:-

1. Strengthen existing FOs in network and stakeholders.
2. Explore new national FOs to participate in the MTCP2.
3. Review FOs services to farmer members and challenges faced by FOs and farmers and vice versa at respective areas.
4. Dissemination of the MTCP2 programme to all committee members and farmer members
5. To review the capacity of FOs in network, their legal status (registration) at which level etc,
6. Follow up the activities of all involved FOs in the project (MTCP2).

In the visits, we would study the possibilities of FOs and their services to farmer members, we also wanted to know their opportunity to get access to other projects, especially where there are IFAD projects, so we can identify challenges and opportunities prior to further discussion with relevant institutions, especially IFAD, thus to seek for their intervention and support in the future.

Make profiling of new FOs NWG members, Review and Update existing profiling of FOs in network in Cambodia under the Medium Term Cooperation Programme MTCP Phase 2 (MTCP2). The objectives of the profiling are as follow:-

1. To make profiling of new FOs expected to be networked in 2015.
2. To review overall situation and challenges of existing FOs for improvement.
3. To review and study on organizational governing structure, services, programmes, network and discussion on organizational strategy forward self financial sustainability in the future.
4. Strategy forward improvement in next missions.

CFAP Cambodia as the NIA in collaboration with the NWG members hosted the 3rd MTCP2 Sub-Regional Steering Committee Meeting for Southeast Asia (SRSC-SEA) in Phnom Penh, Cambodia from 26-30 October 2015. The 1st SRSC-SEA held in Hanoi, Vietnam and the 2nd SRSC-SEA held in Jakarta, Indonesia.

SNV: Because there is cooperation between SNV and CFAP for a short term period (July to Nov 2015) to execute the project on Climate Smart Agriculture (CSA) with six farmers’ organizations as members of CFAP in Svay Rieng, SNV’s advisors always visited both the federation and field to see the progresses of the project with farmers. The project focused mainly on capacity building on raise bed gardening, drip irrigation system, produces processing/packaging, database collection and knowledge sharing through villages and provincial workshop participated by farmers, local authorities, FOs in network and relevant stakeholders.

National Bank of Cambodia (NBC): CFAP as the federation of farmers’ organizations, we always look for opportunity to help farmers and enable producer farmers and farmers’ organizations get access profitability, finance and sustainability. On 10 February 2015, we met with the representative of NBC (department of certification) to discuss on the registration process and procedures for the farmers’ organization with the NBC. We also informed them about the status of

FOs in Cambodia which required high consideration and policy support from the government and particularly the NBC to enable them access to long run. Again, on 13 March 2015 CFAP submitted the full application for registration with the NBC. On 8th July 2015, we hosted a mission of the National Bank of Cambodia delegates for their on-site inspection to see CFAP as a membership based association in Cambodia. The on-site inspection mission focused mainly on CFAP's activities, services delivering to farmers' associations and farmers/members and how CFAP is working as the association led in Cambodia.

The mission conducted following a request of CFAP to register with the national bank of Cambodia to work on savings and credit (use of a revolving fund) with farmers/members as clients and FOs as members.

Rabobank Foundation: Since there is a start of cooperation between RF and CFAP, RF sometimes visited CFAP to provided advisory support to strengthen the capacity of staff members as well as institutional strengthening. In particular, on 1st April 2015, CFAP hosted a visit of RF's manager for Asia Mr. Rogier Rombouts during his mission to Cambodia. Mr. Rogier visited farmer groups at field and discussion work with CFAP's management team and FO's leaders as members of CFAP on savings and credit services to farmer members, knowledge and experiences sharing and the success story of the Rabobank Foundation to serve the interests of farmers.

MicroSave: CFAP always focuses on capacity building first to staff members at CFAP, therefore the federation can extend to FOs as members, so specific technical training on credit management to all involved staff members conducted. CFAP believes that its staff members can extend training and giving advisory services to farmers' organizations as members professionally and effectively in the future. All existing working manuals have reviewed, strengthened and coached for effective uses within the organization. MicroSave, a market-led solution for financial service provided this specific technical training, funded by Rabobank Foundation of the Netherlands. This specific technical training organized at CFAP's central office from 13-24 July 2015. (For more activities, please visit our website: www.cfap-cambodia.org and Face book: cfapcambodia.

1.1 Background

Since 2002, CFAP-Cambodia has executed many projects and services to assist and help strengthening farmers' organizations (associations/cooperatives) and farmers live in rural areas, particularly the rural poor farmers in order to encourage them getting access to food security and better land use through the capacity building program, income generation program, agricultural production program, small scale business, small agro-enterprises, savings, creation of collective sales and purchases (collection points), gender and advocacy to serve the interests of farmer members and farmers' organizations in an economic initiatives model and engagement with specific technical trainings. CFAP has identified long term strategic development with farmers and farmers' organizations as members, the strategic business plan is prepared once every five year.

Rabobank Foundation (RF) entered into cooperation with CFAP since 2011, RF supports CFAP in both loan/grant to strengthen productivity of small scale farmers/producers, not only institutional strengthening in finance, but also enabling farmers getting access to products improvement and market. Funding for the proposed action would fast track this process and builds the capacity of FOs. Further, RF focused strongly on organizational financial sustainability of the organization. Up to date, sufficient working tools on savings and use of a revolving fund is prepared in a professional manner and they are in place.

The Medium Term Cooperation Program Phase ii (MTCP2) primarily continued from the results of MTCP Phase i participated by national farmers' organisations in Asia (South East Asia plus China and South Asia), joined together to set up the platform for the regional and sub-regional level, two sub-regional previously, now three included the Pacific (SEA, SA and the Pacific). Engagement of National Farmers' Organizations participation to set up the platform at the national, sub-regional and regional level in Asia, Once every two year the organization is also invited to participate and share common issues of small scale farmers at the Global Farmers' Forum (FAFO) to find solution for farmers participated by farmer leaders from around the world, therefore the voice of farmer members, particularly smallholder farmers heard to the public through various activities of the program such as National Farmers' Forum Consultation (NFFC), National Policy Workshop (NPW) and the FAFO, linkages of FOs-led access to national policy dialogues and other related international workshops which representatives of FOs, Government officials, Research Institute, National and International Development Agencies, Private sector, Media and other relevant stakeholders met, discussed and shared common issues relate to their interests. Moreover, MTCP was disseminated to IFAD country program, Ministry of Agriculture, Forestry and Fisheries (MAFF), Ministry of Environment, the Council for Agricultural and Rural Development (CARD), FAO country director, SNV and Provincial Department of Agriculture (PDAs) in most IFAD operational areas. The MTCP2 has focused on networking of FOs, policy dialogue, capacity building and strengthening the capacity of FOs to become a professional service provider forward self-sustainability in the future. Strategic networking and profiling of FOs is made accordingly. The business strategic planning (BSP) and organizational strengthening strategy had been discussed and identified as parts of the MTCP2's intervention to reach the healthy and sustainable development of FOs in the future, particularly in Cambodia which CFAP as the NIA in network with other FOs has focused strongly.

During this reporting period, there are 38 FOs in network of MTCP2, not all FOs as members of CFAP involved in this network as CFAP already represents them. CFAP as the National Implementing Agency (NIA) has disseminated information of the program to many other farmers' organizations (associations & cooperatives), aiming to involve more FOs' participation in the future. Based on our previous experiences in MTCP phase i, CFAP is given a role by the national working group (NWG) to continue execution of the project " MTCP2" from January 2014 to December 2016), then start a rotation mandate of two years each amongst the FOs led in network. As the national implementing agency (NIA), CFAP has mobilized FOs at the country level, especially those who represent farmer members at national and sub-national level to participate in

the program, thus to achieve the planned goal that could serve direct benefits to farmer members and producers' organizations where most of them live in rural areas.

1.2 General context of the challenges and opportunities related to project implementation in the country

Challenges: Many farmers' organizations in Cambodia are small scale-farmers and they are excessive dependence on external funding and they really need times to reach self-sustainability through a so called "Transition Period" in a mean time, in short, they are not mature in term of membership base style, therefore they really need external support on organizational strengthening in a sustainable development strategy that could enable them access to long run in the future. Most farmers' organizations could not achieve economies of scale, staff with limited knowledge, experiences, many FOs have no own office(s), there is very limited/zero understanding on Good Agricultural Practice Standard and GI (Geographical Indication) standard while among ASEAN countries expected to integrate ASEAN Economic Community (AEC) by 2015, networking is there, but still gap in practice, the roles of FOs and NGOs are still confused by the public, sometimes it leads to a competition in between FOs/Coops and NGOs as there is limited common understanding and cooperation. Through various studies, we could analyzed that IFAD country program wishes to work independently and solely with its target groups as they have their own desired outcomes and M&E system that's why they are reluctant to engage FOs (associations/coops) within their projects and it was required lots of discussion in advance if FOs wanted to get their FOs involved in IFAD projects, this happened because there might have misunderstood something as IFAD normally works only with those FOs created by the government so far.

There was difficulty to continue activities with farmers during the postponement of fund transference from SRIA/RIA to the NIA and limited funding with ambitious planned activities of the projects to work with large number of farmer members/beneficiaries. Contributions of FOs fund to the projects generate another obstacle for financial sustainability of the farmers' organizations in this growing period.

The insufficiencies of business planning, business management and strategic business plan of most FOs at sub(national) levels, limited savings/capital share amount at FOs level, understanding the added value of FO is limited, there is still gap between FOs and FOs, FOs and development agencies, FOs and research institutes, FOs and Financial Institutions and FOs and the relevant governmental institutions, thus it is required to strengthen more involvement and discussion amongst relevant stakeholders and national policy and or information should have been structured well and effectively from national to sub national and relevant stakeholders such as FOs, especially the government both at sub(national) levels to minimize the gap and access to common and mutual understanding. The Government has very limited policy to support farmers and farmers' organizations, market is not driven by producer farmers, and instead it is depending on middlemen. Yet, the FOs could access to loan/grant from the financial institutions like Banks and MFIs in Cambodia, again it caused from the very limited policy of the government to support farmers and their organizations and needed to improve in the future.

Requirements of registration of FOs with the NBC is too early and or not in the right tract yet to the current situation of farmers' organizations in Cambodia while they are not strong in term of organizational management and financial sustainability, and much depending on external supports. This needed to have a policy to support farmers and farmers' organizations in a long term basis and wait until it is mature to do so.

Most FOs at sub(national) level also lack of good business plan and marketing plan include cost calculation and capacity to manage the businesses on a larger scale outside financial service, lack of agricultural technologies, lack of knowledge to prepare the ToT and extension services to farmer members, lack of knowledge on processing and packaging, lack of knowledge on enterprising

produces to meet high market demands such as super markets and new markets with new clients as well as market chain. Advisory and training services to poor farmer members are also insufficiency, no regular marketing services for sale of their produces from farm gates to markets collectively which all these are very needed by farmers and farmers' organizations. Many farmers' organisations in Cambodia are small scale farmer' organisations, they work to represent farmer members at villages, commune/Sangkat and district level mostly. Most farmers now are aging, therefore encouragement of young farmers is something needed to consider highly, and it's time to profit agriculture.

Opportunity: Depend on article 42 of the national constitution and new laws on NGOs& Association and Agricultural Cooperatives, farmers' organizations (FOs) in Cambodia got opportunity to cooperate with other stakeholders, development agencies and the government, as FOs/NGOs are independent organizations, they are non-political organization. Even though, there is limited policy to support farmers and farmers' organizations, but the government has prioritized agriculture sector and give in-kind support on social action development activities as well as social business of the FOs in a "doing and improving methodology or amendment of the laws if needed" said the Deputy Prime Minister and Minister of Ministry of Interior. Most FOs registered legally at both sub(national) level. Organizational structures established with clear roles, mandate and responsibility. Specialized groups established, Farmers and stakeholders participated, the Added values of FOs disseminated to farmer members, Economic initiatives are being structured at all FOs in place. Annual meeting mentioned in policy/organizational statute, Monthly meeting mentioned in policy/organizational statute. FOs as members have profiled to make sure that their organizational background and or history is keeping updated. CFAP has networked with national and international development agencies/partners such as the Rabobank Foundation, IFAD, SDC, EU, WFO and Agriterra moreover involvement of the government like Ministry of Agriculture, Forestry and Fisheries (MAFF), Ministry of Environment (MoE), Research Institute and the Council for Agricultural and Rural Development (CARD) office under the prime minister office and Provincial Department of Agriculture (PDAs) at sub-national level in operational provinces/municipalities where at most IFAD operational areas and there is good cooperation and in-kind support from the Royal Government of Cambodia, in general.

1.3 Key annual achievement of the projects

I. Strengthening of FO and their network:

Institutional and operational capacities of the FOs have strengthened in correspondence with their roles, functions in policy process with respect to their respective organizational programs and services to the members.

Activities 1:

1.1. Institutional Review

1.1.1. All FOs as members and in existing network have reviewed and follow up their organizational services delivering to farmer members and challenges faced by FOs in network. There are 47 farmers' organizations in network in Cambodia, they are categorized as follow:-

Group 1:

- 1) SVAY CHRUM Agricultural Cooperatives, Svay Rieng
- 2) BASAC Agricultural Cooperatives, Svay Rieng
- 3) Family Economic Development Association, Svay Rieng
- 4) KROUS Commune Development Association, Svay Rieng
- 5) SVAY ANG Agricultural Cooperative, Svay Rieng
- 6) CHEK Agricultural Cooperatives, Svay Rieng

- 7) THNORT Commune Farmer's Association (Svay Rieng),
- 8) SVAY TAYEAN Agricultural Cooperatives (Svay Rieng),
- 9) PHUM KANTREAN Agricultural Development Community, Prey Veng
- 10) MONGKUL MEANCHEY Agricultural Development Cooperative, Prey Veng
- 11) PONLEU KAKSEKOR THMEY Association, Kandal
- 12) KAKSEKOR Livelihood Improvement Association, Kandal
- 13) Agricultural Development Cooperative of Trapang Russei, Kampong Thom
- 14) Melon Association Siem Reap Meanchey, Siem Reap
- 15) KAMPOT Pepper Promotion Association (KPPA), Kampot
- 16) PHUM YOUEUNG Agricultural Development Cooperatives, Prey Veng
- 17) Federation of Farmers' Association Promoting Family Agriculture Enterprise in Cambodia, Phnom Penh,
- 18) Federation of Cambodian Farmers' Organization for Development, Phnom Penh
- 19) THMEY SAMAKEE Agricultural Development Association, Kampong Speu
- 20) Agricultural Development Cooperative of Trapeang Russei, Kampong Thom
- 21) Commune Development Association, Svay Rieng
- 22) Porthreach Agricultural Cooperative, Svay Rieng
- 23) Thlork Commune Farmers' Association, Svay Rieng
- 24) Kampong Chamlang Commune Farmers' Association, Svay Rieng
- 25) Koytrabaek Commune Farmers' Association, Svay Rieng
- 26) THKOV Agricultural Development Cooperative, Prey Veng
- 27) RITHY TA AUNG Agricultural Development Cooperative, Prey Veng
- 28) Cambodian Farmers Association Federation of Agricultural Producers (CFAP), Svay Rieng.

Group 2:

- 29) Ratanak Polrath Samakee Agricultural Cooperative, Kampot
- 30) Angkor Dorng Thung Agricultural Cooperative, Kampot
- 31) Ponhea Angkor Chamroeun Chey Agricultural Cooperative, Kampot
- 32) Beng Leach Bo Sambophal Development Agriculture Cooperative, K.Chhnang
- 33) Thlok Vien Mean Chey Development Agriculture Cooperative, K.Chhnang
- 34) Kaksekor Ning Thomcheat Development Agriculture Cooperative, K.Cham
- 35) Agriculture Community of Phnom Domrey Romeal, Takeo
- 36) Steung SlaKou Cooperative, Takeo
- 37) Srok Samros Tapen Agriculture Develop Cooperative, Takeo
- 38) Sensok TekThla Cooperative, Takeo
- 39) Trapang Srangae Agricultural Cooperative, Takeo
- 40) Sdok Sdam Agricultural Cooperative, Takeo
- 41) Kdey Sangkhoem Agricultural Cooperative, Prey Veng
- 42) Reakreay Agricultural Cooperative, Prey Veng
- 43) Sambophal Russey Sanh Agriculture Cooperative, Prey Veng
- 44) Chrey Chhouk Development Cooperative, Banteaymeanchey
- 45) Kaksekor Samakee Rung roeung Agricultural Cooperative, Kampot
- 46) Stung Chinit's Farmer Water User Community, Kampong Thom
- 47) Farmer and Nature Net (FNN), Phnom Penh

1.2. Operational Strengthening

1.2.1 Review current status of FOs in network and their services to farmer members.

As FOs led organization and the national implementing agency (NIA) of the involved project (MTCP2), CFAP has discussed with all FOs as members and in network during the visits and also FOs not in network to study/review their on-going activities and services deliver to farmer members. We learned that most FOs in network have existing savings activities, use of a revolving fund and small capital shares within the organizations. Most farmers' organizations think of enterprising their produces regularly to market in the future. There is very little of services access to farmer members due to very limited resources (both funding and human) of FOs to cover large demands of poor farmer members at respective target areas, therefore external support is needed urgently. In general, FOs in Cambodia needs more capacity building on organizational management, organizational leadership, business planning, technology, communication, facilitation, and financial management as well as reporting skill. The added value of FOs as a membership base organization is very limited understanding by the public.

1.3. Networking

Communication with all FOs in network (strategic networking and coordination) **(Follow up the activities of all involved FOs as members and in the project by mean of travelling, telephone, Skype and E-mail).**

Because there is limited funding from donors, CFAP's active members sometimes works in a volunteering basis to continue activities with farmers while some budget has advanced from other project(s) to support the project staff members continue working with FOs in network. CFAP has extended network with national and international development agencies such CIRD, ACTED, ADG, ADDA as well as international consultant related to agriculture and climate change such as SNV, Mekong Institute (MI) in Khonkaen Thailand, the Secretariat of the United Nations Framework Convention on Climate Change (UNFCCC) invited CFAP to participate in the COP21 held in Paris, France from 30 November to 11 December 2015 which facilitated by the WFO.

During our discussion, especially with FOs in network, we have updated developed news of the involved projects to our FOs as members and in network, for instance the results of the M&E training workshop held in Jakarta, Indonesia 19-24 January 2015, budget status for 2015, current network of FOs in Cambodia and oversea, the extension of FOs in Asia for the project MTCP2.

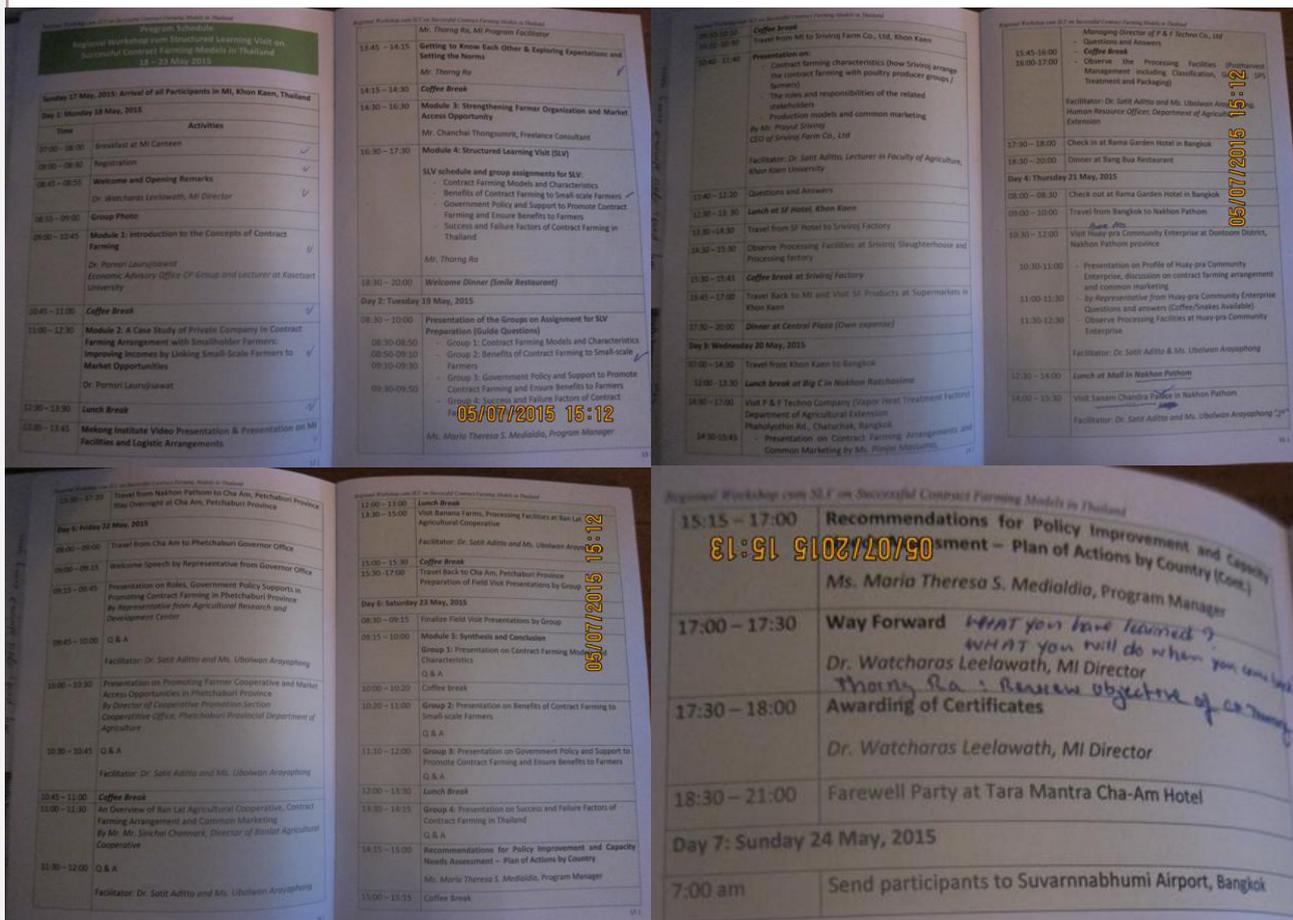
Minimizing gap is still the subject which required to consider highly by CFAP as the farmers' led organization to continue strengthening while most FOs could not get access to proper support from the donors and government. The farmers' organizations are required to recognize by the public as a key actor to produce and feed the community and the world, therefore FOs deserved proper support from the public, not only in-kind, but also in practices. Various missions/visits made since January 2015 till reporting period to meet with FOs in network and government officials both at sub-national and national level.

II. Participation of FOs in policy processes:

CFAP involves in the COSOP as a member of the CPMT, a member of the National Technical Working Group on Water and Agriculture (TWG-WA) and the National Implementing Agency (NIA) of the Medium Term Cooperation Program Phase ii (MTCPP2), we represent smallholder farmers' interests in Cambodia, we always invited by the Government (Cabinet of the Ministers, Ministry of Commerce, Ministry of Economic and Finance and Ministry of Agriculture Forestry and Fisheries, Ministry of Environment...etc) at national level to participate in other national workshops, national policy related to agriculture and trade.

2.1 Regional Workshop cum Structured Learning Visit in Bangkok, Thailand.

2.1.1 : The regional workshop focused on successful contract farming of farmers in Thailand to produce for supply to high market both local and export market.



National workshop, Draft Law on Food Safety

2.2.1. The national workshop focused on inputs collection from all stakeholders, the program initiated by Ministry of Commerce in collaboration with FAO in Cambodia.

2.2 Results Based Country Strategic Opportunities Programme (RB-COSOP) 2014 Review Workshop

2.3.1. The objective is to review the progress of COSOP's impact on development effectiveness, the appropriateness of the strategies and approaches for achieving strategic objectives, the relevant of strategic objectives to the current policy context and situation, alignment with key donor agencies and partners and the institutional support framework and implementation arrangement for the COSOP.

2.3 National Consultation Workshop on Contract Farming and Cross-border Contract Farming in Cambodia

2.4.1. The objective is to study the situation and policy on agricultural production through contract farming and cross-border contract farming, and looking for solutions that can help access to agricultural production in linkage to contract farming in Cambodia.

2.4 3rd Meeting of Technical Meeting Group on Agriculture and Water (TWG-AW)

2.5.1. The purpose of the meeting was to review, discuss and approve the ToR for TWG-AW Secretariat and some involved matters such as de-briefing on Agriculture Service Program for Innovation, Resilience and Extension (ASPIRE), Agricultural Extension Policy, Water Development for Agriculture Sector as well as drought situation and future prediction.

2.5 Start-Up Workshop of the Agriculture Service Programme for Innovation, Resilience and Extension (ASPIRE)

2.5.1 The purpose of the workshop was to further discussion with relevant stakeholders such government, researches institutes, inter(national) development agencies, private sector and civil society on MAFF's policy on agriculture extension and Climate Change Action Plan of the MAFF for seven years (2018-2024). This project target 120,000 poor and vulnerable small holder farmers to develop profitable and resilient farm businesses in Cambodia.

2.6 Consultation meeting organized by MAFF, MoC and Grow Asia

2.6.1 The objective is to share the details of Grow Asia Model and proposed partnership for Cambodia, Consult stakeholders, and Agree priority focuses areas. The meeting also discussed for the establishment of the Cambodian Sustainable Agriculture Partnership (CSAP).

III. FO Services and involvement in Agricultural Development Programs:

Strengthened FOs providing effective pro-poor services and actively participating in agriculture and rural development, in complement with Agriculture development programs' interventions where applicable

3.1. Development of cooperation with FOs and other development agencies

3.1.1 : Missions to review on collaboration opportunities among FOs in network with IFAD country program to focus on capacity building (To see whether FOs in network involved in IFAD programme).

As the federation of farmers' organizations and National Implementing Agency (NIA) of MTCP2, CFAP expected to mobilize more national FOs at the countrywide as mentioned earlier to participate in MTCP2 to achieve the planned goal that could serve direct benefits to farmer members in return, to enable FOs participation in the project implementation actively to reach common goal of farmers' organizations based forward sustainability. Parts of tasks and responsibilities (responsible agency) expected share among FOs in network in the future. In order to minimize the gap between relevant parties, in particular FOs and FOs, CFAP has conducted various communications with FOs and dissemination of the organizational policy to both in network and not in network include the Government officials like Ministry of Agriculture Forestry and Fisheries, Provincial Governors and Provincial Department of Agriculture (PDAs), therefore the organization has fully supported from the stakeholders and the government in Cambodia. So far, there were several inter(national) development agencies, private sector have networked such as IFAD, SDC, EU, SNV, AVSF, CIRD, Media (Delight Co.ltd), SOMA Co.LTD, Natural Garden Co.LTD, Aoen Supper Market, and many others.

During a meeting with **H.E Pro. Ty Sokhun** on 8th January 2015, he expressed his appreciation to CFAP to execute programs/activities, he encouraged strongly to the growth of farmers' organisations in Cambodia as he was optimistic to the economic initiatives from the bottom up approach that could response to the sustainable development, self sustainability of farmers and farmers' organisations, it is more effective when FOs-led started from bottom approach and the government started had started from top down approach, thus it can reach the common goal in development. He added that engagement of the project with climate change would be helpful to small scale farmers directly, especially the household ponds. All PDAs visited by CFAP, they welcomed to our programs/activities with farmers' organizations in their respective provinces they will disseminate information, in particular MTCP2 to FOs in their provinces to participate in this project.

During our visits to all targeted areas, especially those provinces geographically along Tonle Sap Lake and five provinces (Svay Rieng, Prey Veng, Kandal, Takeo and Kampot) where there is the Project for Agricultural Development and Economic Empowerment (PADEE) to see whether there are FOs in MTCP2 network involved in the project funded by IFAD. If so, how many? If not, whether there is any opportunity for FOs in MTCP2 network participates in the future, when and where?. According to our understanding during a meeting with IFAD country representative Mr. **Meng Sakphouseth** on 8th of January 2015, FOs in MTCP2 network can involve in IFAD country program unless we have involved since a start of projects initiatives together between FOs and IFAD and the supervision mission is made under IFAD, this way might the only doors access to support from IFAD in the future. Again, we met him on 23rd December 2015 to further discuss about possible support of IFAD in Cambodia to MTCP2. As a result, we have identified key outcomes as follow:-

1. Strengthen the voice of the farmer

- Participate with policy forum such as TWGAW. CFAP is already a member of this TWG, next plan is to include another FO.
- More public awareness campaign which includes leaflet, news, radio, TV, website, and facebook.
- Formalize and enlarge the National Farmer Forum to become the dialogue forum between Farmers and Government.
- Organize thematic discussion on specific policy issue between sector ministry and farmers.
- Organize courtesy visit of farmer to ministers in relevant ministries

2. Improve servicing the farmer

- Development the service provider list and mapping of model farmer
- Continue to strengthen the farmer organization through capacity building exercise.
- Linking farmer organization to market.

A country representative of IFAD, Meng Sakphouseth requested strongly to Mr. Beniot Thierry, the country programme manager of IFAD for Cambodia to support MTCP2 to implement the above action plan for 2016, CFAP as the NIA prepared the Action Plan and AWPB and submitted to the country programme manager of IFAD for Cambodia later on.

The means of communication conducted through visits and phone call to the target provinces/municipalities as follow:

Government:

1. Council for Agricultural and Rural Development
2. Ministry of agriculture, forestry and fisheries (MAFF), Secretary of state (Vice minister)
3. Ministry of Environment
4. Provincial department of agriculture, Prey Veng
5. Provincial department of agriculture, Kandal
6. Provincial department of agriculture, Kampong Chhnang
7. Provincial department of agriculture, Kampot
8. Provincial department of agriculture, Takeo
9. Provincial department of agriculture, Siem Reap
10. Provincial department of agriculture, Svay Rieng

EU:

1. EU delegate to Cambodia.

IFAD:

2. IFAD country representative, Phnom Penh.

SDC:

1. SDC country representative, Phnom Penh.

SNV:

1. SNV country representative, Phnom Penh.

Mekong Institute:

1. Mekong Institute during workshop organized by GDA-MAFF funded by New Zealand aid programme.

ACTED:

1. ACTED, Phnom Penh

CIRD:

1. CIRD, Phnom Penh

ADDA:

1. ADDA, Siem Reap

3.2. Collaboration with IFAD country programme and or Ministry of Economy and Finance (MoEF).

- 3.2.1. : Participation in agriculture development programmes in IFAD country actions (Like meeting to review on COSOP progress report 2014 held last 12th February 2015)
- 3.2.2. : Participation in implementation support and in implementing activities, subcomponents or components in IFAD-assisted projects where applicable, and in the other agriculture development programmes where appropriate

As a member of the Country Programme Management Team (CPMT) of the COSOP, however CFAP was invited to participate in few meetings since the draft programme in 2007 and 2009, then the last invitation was in February 2015.

3.3. Collaboration with SNV in Cambodia

3.3.1. : SNV entered into cooperation with CFAP in 2010 to build the capacity of staff members on organizational management, business planning, cash crops programme, leadership and agricultural technical training.

In 2015, there was a project on climate smart agriculture (CSA) focused on the following objectives:-

- Objective 1: Enhanced farmers' adaptive capacity through improved understanding and application of climate smart agriculture (CSA).
- Objective 2: CSA integrated into local development plans
- Objective 3: Strengthened economic empowerment for women to fight against climate change impact
- Objective 4: Improved participatory field research, validation and documentation on appropriate CSA practices (e.g. raise vegetable garden and soil testing tool use)

3.4. Collaboration with Rabobank Foundation

3.4.1 : Since 2011 the Rabobank Foundation (RF) in Netherlands has cooperated with CFAP in Cambodia following by several visits to the federation and farmers' organizations as members include field visits. There were several visits conducted by the Programme manager Asia Ms. Iris van der Velden and Ms. Anieka van Leeuwarden from 23-26 October 2011. Later on there was a special teamwork visit of Ms. Caroline Mol, Business manager Ms. Maria Colijn and Ms. Lieke Verhofstad, responsible for the link of projects to local Rabobank foundation from 3-11 January 2014, the visit of Mr. Rogier Robouts, Programme manager Asia held on 30th March till 1st April 2015 and the last visit under Rabobank Foundation's supervision conducted by Mr. Arpan Sahni from 1-6 February 2016 and Mr. Ad Geerts from 5-12 February 2016. 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 had already developed and put into functioning in a scaling up strategy following by coaching advisory support. Because CFAPMF Entity is new, therefore it takes proper times build the capacity of staff members as well as internal CFAP's KM, expected by end 2018 CFAPMF Entity is professional in term of financial service delivering/training to members and FOs.

It is the fact that agri-credit needs at least 3-6 months repayment i.e. at the harvest season, it depends on the cycle and 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, the 4.8.12 repayment methodology, however it was suggested for consideration from FOs to farmer members. Base on the context of economic situation and farmers favourable loan in Cambodia, most FO leaders requested long term loan they proposed that repayment from FOs to CFAP should be made at least once every 6-12 months and or more is favourable. CFAP in partnership with Rabobank Foundation is to continue developing concrete services to members to show the added value of CFAP-Cambodia as farmers' organization. The general objectives are as follow:-

- **Main activities under objective 1:** organisational strengthening is: the facilitation of CFAP staff to apply for a registration of MFI with NBC. This will enable CFAP to attract more resources from commercial institutions, thus the MFI can accept deposits from members as well.
- **Main activities under objective 2:** capacity building is: various trainings relate to microfinance provided to staff members of CFAP and FOs as members, moreover the MIS system is expected to train to all relevant staff. A manager with prior experiences and knowledge on microfinance is hired. Training conducted by external experts.
- **Main activities under objective 3:** systems for credit and savings services are: related manuals such as operation and credit, all key supporting function to main and up to date information, agri-enterprise development and infrastructure to sustain an automated MIS at both CFAP and FOs level.
- **Main activities under objective 4:** diversify funding sources are: Ensure grants to carry non-financial activities of CFAP with FOs as members. This will extend larger members in the future with close collaboration between CFAP and FOs at national level. The added value of FO base style is known to the public, thus all members pay for an annual membership fee to the farmers' organisations for non-financial services.
- **Main activities under objective 5:** increase FOs membership base: number of farmers register at FOs level, the FOs also registered with CFAP as planned.

3.5. Collaboration with MicroSave

3.5.1. : MicroSave is the market-led solutions for financial services entered into a partner of CFAP in 2013 under support from Rabobank Foundation in the Netherlands. Additionally to the operational manuals development, MicroSave also give advisory support and coaching on financial matters and uses of the manuals to financial staff members of CFAP to ensure that financial reports and manuals are used effectively in a professional manner now and in the future.

3.6. Collaboration with Agriterra

3.6.1. : Agriterra is specialised in development and strengthening of farmers' organizations worldwide. Agriterra entered into a partner of CFAP in 2007 to strengthen on a membership base organization, financial management, projects development, business planning, agricultural technical services delivering, marketing planning included costs calculation and programs delivering services to FOs and farmers as members. In 2015, Agriterra support only cost for annual audit of CFAP for the year end 2015.

3.7. Collaboration with others

3.7.1. : There are many national and international development agencies included UN agencies, relevant government institutions and farmers' organizations represent at regional and global levels collaborated. *Please see those relevant in cfap's website: www.cfap-cambodia.org and fb: cfap Cambodia.*

2. ACTIVITIES CONDUCTED

Achieved results

2.1. Meeting to review on collaboration opportunity with provincial department of agriculture(s) PDAs.



Various meetings conducted by CFAP as the FO-led for farmers' organizations and the national implementing agency of MTCP2 to review on collaboration opportunity with PDA(s) in:-

- Svay Rieng,
- Prey Veng,
- Kandal,
- Kompot,
- Kampong Chhnang,
- Takeo,

- Kampong Thom and
- Siem Reap

For those five provinces (Svay Rieng, Prey Veng, Kandal, Takeo and Kampot) where there are IFAD projects, in particular PADEE, we got opportunity to discuss on PADEE project funded by IFAD in collaboration with the RGC to see whether PADEE can support FOs in MTCP2 network.

2.2. Meeting to review on-going activities of FOs and collaboration opportunity with other projects, especially IFAD projects in the areas.



Various meetings conducted by CFAP to review on-going activities of FOs in network and collaboration opportunity with other projects in 8 provinces, in particular in 5 provinces where there is PADEE project. We have shared general overview of the project "PADEE" to FOs in network, especially in the five provinces where the project supported. We encouraged farmer leaders to find opportunity to meet with PDA's director in each province to see whether PADEE project can involve our farmer members within the project. This will help farmers and FOs as

members and in network to explore more opportunity to serve the interests of farmer members in the future.

2.3. Capacity building "Training workshop on M&E and Financial Management" held on 20-23 January 2015 in Jakarta, Indonesia.



Objectives:

The re-orientation and training workshop hopes to:

1. Generate deeper appreciation and clearer understanding of the tools related to MTCP2 monitoring and evaluation, knowledge management and financial management.
2. Improve skill in actual use of MTCP2 tools for narrative and financial reporting at all levels – national, sub-regional and regional.
3. Enhance coordination among implementing agencies based on clearer understanding of

roles and functions and use of harmonized project tools and system.

Expected Outputs:

At the end of the re-orientation and training workshop, the following outputs are expected:

1. Finalized 5 year Qualitative Target based on MTCP2 log-frame
2. Finalized 2015 action plan and budget incorporating the agreed thrust, SIS mission recommendations and action points from two regional trainings on seeds and rural women.
3. Improved letter of agreement (LOA) with clear specification of roles and responsibilities
4. Drafted Annual Procurement plan
5. Clarified guidelines and standard operating procedures related to coordination of activities at all levels – national, sub-regional, regional
6. All key project staff members from NIA, SRIA and RIA with facebook account and demonstrated capacity to do uploading of reports, drafting news and featured stories in MTCP2 website, facebook and other social media tools.
7. All key project staff members from NIA, SRIA and RIA able to properly comply with all MTCP2 financial related forms.

Activities during training workshop:

All participants have opportunity to discuss the topics in each session/item following by doing exercises accordingly to ensure they got on the topics. Experiences both positive and negative of FOs with farmers from participated countries had shared amongst the participants.

Participants:

Representatives of FOs in MTCP2 network for South East Asia Plus China participated in the workshop, those are Cambodia, Indonesia, LaoPDR, Myanmar, Philippine and Vietnam Plus China.

2.4. Advisory Mission(s)



CFAP had mobilized many national FOs at the countrywide to participate in MTCP2 and increasing of FOs members to achieve the planned goal that could serve direct benefits of farmer members and to profit farmers. To enable FOs participation in the project implementation actively, parts of tasks and responsibilities were shared among FOs in network.

The mission visited to 11 provinces/municipalities, the mission conducted by CFAP in collaboration with all staff members and FOs relate to the visits.

Objective(s)

General objectives

1. To review on collaboration opportunities among FOs in network with IFAD country programme to focus on capacity building.
2. To see whether FOs in network involved in IFAD country programme.
3. To see how can MTCP2 engage with IFAD target groups/FOs to diversify benefits for farmers,
4. To seek for more participation of FOs in MTCP2 network, especially national FOs.
5. To share experiences of MTCP2 with stakeholders.

Specific objectives

1. Giving advisory support and facilitate to strengthen FOs in MTCP2 network in order them to get access to proper capacity and self sustainability in the future, we aim to strengthen their capacity as follow:-
 - 1.1. Associative functioning of the FOs,
 - 1.2. Governing structure in FO base style,
 - 1.3. Positioning of the staff members and committee,
 - 1.4. Organizational management in FOs base style,
 - 1.5. Added value of FOs and mutual interaction between FOs and members,
 - 1.6. Legal registration of FOs with public service providers (state),
 - 1.7. Independency of FOs as a membership based organization

a. **Meeting to review on collaboration opportunity with Ministry of Agriculture Forestry and Fisheries (MAFF)**



H.E Pro. Ty Sokhun, Secretary of State of MAFF expressed his appreciation to CFAP as FOs-led organization and the National Implementing Agency (NIA) to execute MTCP2 in Cambodia, he encouraged strongly to the growth of farmers' organisations in Cambodia as he was optimistic to the economic initiatives that could response to the sustainable development in Cambodia, self-sustainability of small scale farmers and

farmers' organisations, according to him, it is more effective when FOs-led started from bottom up approach and the government had started from top down approach, thus it can reach the common goal, in particular for farmers in development in the future. He added that engagement of the project with climate change would be helpful to small scale farmers directly in Cambodia, especially household ponds as parts of the solution in agriculture. He also encouraged us having further discussion with the representative of IFAD country programme in Cambodia and PDAs to find the ways forward cooperation in the future.

All PDAs, we visited they welcomed to CFAP and they got interested in MTCP2 in their respective provincial departments; we had a good discussion with them to understand common issues of farmers and they agreed with us to disseminate information through their meetings to FOs within their provinces to participate in this project in a volunteering basis.

b. **Meeting to review on collaboration opportunity with IFAD country programme in Cambodia**

During our missions to all targeted areas, especially those provinces geographically along Tonle Sap Lake and five the provinces (Svay Rieng, Prey Veng, Kandal, Takeo and Kampot) where there is the ***Project for Agricultural Development and Economic Empowerment (PADEE)*** to see whether there are FOs in MTCP2 network involved in the project funded by IFAD. If so, how many? If not, whether there is any opportunity for FOs to participates in the future, when and where?. According to our understanding during a meeting with Mr. **Meng Sakphouseth**, IFAD country program representative on 8th of January 2015. According to him, FOs can involve IFAD country program unless they have involved since a start of projects initiatives together between FOs and IFAD and the supervision mission is made under IFAD, this way might the only doors access to support from IFAD in the future.

2.5. Policy Dialogue on the Role of Technology Transfer in Agriculture for Sustainable Development Outcomes, 10-11 February 2015 in Bogor, Indonesia

On 10-11 February 2015 in Bogor, Indonesia, there was a 3rd SATNET Policy Dialogue on the 'Role of Technology Transfer in Agriculture for Sustainable Development Outcomes' workshop brought into renewed focus the importance of technology transfer within the post 2015 agenda. The dialogue workshop participated by over seventy senior-level representatives of government, researches, extension institutions, farmers' organizations, international organizations, academia and private sector in the Asia-Pacific region. In behalf of farmers in Cambodia, CFAP was invited by the Economic and Social Commission for Asia and the Pacific (ESCAP) of the United Nations to make a presentation to share common challenges, impacts of agricultural technology transfer through working with communities/farmers' organizations based approaches, experiences, technology transfer, lessons learned and solutions faced by small scale farmers in Cambodia.

One of the specific objectives of the meeting was to showcase efforts by different stakeholders to promote innovation and technology transfer in agriculture, particularly with a focus on smallholder farmers. Participatory approaches that actively engage all relevant stakeholders in the planning and execution of technology transfer initiatives, including the farmer communities who are their intended beneficiaries, are critical for ensuring the successful adoption of the technologies. Such participatory approaches provide an important feedback mechanism to address local farmer needs and facilitate broad-based stakeholder buy-in which supports sustainable outcomes.

2.6. Training on Leadership Enhancement Action Programme_Bangkok, Thailand 3-8 May 2015 and in Siem Reap, Cambodia 29 September to 3 October 2015.

The SNV Leadership Enhancement and Action Programme (LEAP) would take 6 months training period to cross stakeholders for South East Asia Country (Cambodia, Indonesia and Vietnam), they come from Civil Society, Private Sector and the Government. The first training workshop is being started from Monday 4th of May to Friday 8th of May 2015 in Bangkok, Thailand and the second training workshop started from 29 September till 3 October 2015 in Siem Reap,



Cambodia. Various training modules have presented during this stage i.e. Getting started, Blended Value, Personal leadership, Characteristics of a social business and skills clinic, Business management and social business action plan, societal leadership included scanning of the environment and value chain development, and the Business consulting process and roles as well as Social Business Action Plan. The CANVAS Business Model were conducted.

The second training session focused on skills clinic about listening and providing feedback, Peer review of the personal social action plans, Business Plan, Revisiting the major concepts Planned Value, SB, BCM, VCD and Mission Drift, Social Inclusion Gender Asia Cohort, Communication Marketing and Branding, Change Management in our own organization Asia Cohort, Social Impact Assessment and Personal Action Plan Asia Cohort.

2.7. Contract Farming, Mekong Institute, Khon Kaen University, Thailand, 18-23 May 2015



The objective of the workshop is to improve knowledge, capacity and skills of the trainees on contract farming management as well as to deepen understanding on policy and practice forward economic development at the national and regional level.

After the participating in the regional workshop cum structured learning visit on successful contract farming model, we expected that best practice of agriculture for household consumption and market supply have

learned largely from the contract farming there in Thailand. The participant(s) got awareness of the contract farming, its impacts and policy implication to small scale farmers, thus to find advance and proper solution for them effectively in collaboration with stakeholders (Government, private sector, media and development agencies etc). We think, we could learn more from CF, and the ways it works with relevant stakeholders effectively with low risks. Why it is important for small scale farmers? How can it overcome challenges over competitive market? I hope, I can learn about how can farmers access of their products to market regularly? The best practice, lessons learned and experiences from the study visit to CF in Thailand have shared to farmers and relevant stakeholders in Cambodia for their understanding and learning of weak points, strong points and areas for improvement. Because CFAP is the FO-led for small scale farmers in Cambodia, therefore the organisation could share knowledge and experience on CF to other FOs as members, non-members and relevant stakeholders for great understanding of the CF. Knowledge management has produced for others to study/research through our report.

Through this valuable experiences and knowledge got from the study visit, CFAP would translate it well with respect to the context of Cambodia to ensure that the CF is beneficial to farmers, especially small scale farmers to reach a self-sustainability of farmers in farming activities and also the self-sustainability of their FOs as well in the future.

2.8. Stakeholder Meeting, 15 May 2015 in Svay Rieng



On 15th of May 2015, CFAP's managing director participated in the stakeholder meeting to discuss on market chain held at Cambodian Red Cross Guest House in Svay Rieng. The purpose is to find the way to help local producers and how to connect producers to markets and big buyers. Participants come from stakeholders such as PDA, PDoWA, Natural Garden Co.LTD, AEON super market, SAC, PADEE project, IVY, SNV, CFAP and some other FOs and NGOs. As a result, we all have inputs for the ACTION PLAN for this first initiative meeting facilitated by SNV, the Dutch development organization in Cambodia.

2.9. 2nd MTCP2 National Advisory Committee Meeting



The 2nd MTCP2 National Advisory Committee (NAC) held on 19th June 2015, at Tonle Basac ii, Phnom Penh. The meeting was facilitated by CFAP as the National Implementing Agency (NIA) in collaboration with FO-partners and participated by all National Advisory Committee members come from the five different organizations.

The 2nd MTCP2 NAC had adopted the agenda as follow:

- | | |
|-----------|--|
| 0900-1000 | Registration of the participants |
| 1000-1015 | Introductions of the participants |
| 1015-1030 | Opening remarks by Mr. Soeur Rany, chairman of the NAC. |
| 1030-1045 | Coffee break |
| 1045-1100 | MTCP2 Annual Narrative Report 2014. |
| 1100-1145 | Presentations by Mr. Sok Sotha, managing director of CFAP on MTCP2 status in behalf of the NIA “Annual Work Plan and Budget, Annual Procurement Plan, New members of the National Working Group following suggestion of IFAD during 1 st MTCP2 NAC and up to date news of MTCP2”. |
| 1145-1215 | Discussion |
| 1215-1230 | Closing remarks by Ms. An Sarun, vice chairwoman of MTCP2’s NAC. |
| 1230- | Lunch Break |

The participants:

-10 participants, 5 persons are members of the National Advisory Committee (NAC), 2 persons come from a partner organization and 3 persons come from CFAP as MTCP NIA to facilitate the meeting program.

The results of the 2nd NAC meeting are as follow:

1. Brief presentation of the MTCP2 background, FOs participation, profiling of FOs, study/research on marketing and new MTCP2 national working group members as suggested by IFAD during our first MTCP2 National Advisory Committee (NAC) held last June 2014.
2. Annual narrative report 2014 was presented to all NAC members and the participants for their information of what had been achieved, what had not been achieved and what to do next and why?. CFAP as NIA had also explained about planned activities, budget and financial difficulties while sometimes it required the NIA to advance funding from other projects to implement the planned activities. To do this, sometimes affected to financial policy of other projects.
3. Reviewed of MTCP2 Cambodia annual work plan, budget and annual procurement plan following by active discussion amongst all participants and NAC members.
4. NAC members and the NIA agreed to keep previous budget request for 2015 submitted to SRSC/RSC the amount of USD230,221.00 (two hundred thirty thousand, two hundred and twenty one US dollars only). However, CFAP has also

presented the provided budget amount of USD160,861.00 sent by SRSC/RSC to CFAP as NIA so far. With this regard, all participants agreed to leave this on final decision making made by the project relevant decision maker(s) both at IFAD and SRSC/RSC.

5. When there is any change in term of grant amount, the participants agreed solely to adjust the budget base on actual changes by each item/category. The NIA is responsible to work on this adjustment to suit actual budget.
6. CFAP had also presented that expenses should not be more than 10% of provided budget by each item base on financial guidelines of MTCP2, if there is any increasing in term of actual market prices, and then the executor(s) must consult with relevant accountants to find solution. All participants agreed on this guideline.
7. The participants agreed solely that each executor's organization must be responsible for their own Annual Procurement Plan (APP) in item of Responsible Agency following by their own financial manual/guidelines or policy.
8. The role of National Advisory Committee has to advise and finally agree to the achieved results of all executors' organizations as they have already agreed by the board of their own organizations following MTCP2 budget guidelines as well. If they have any unclear points, then they reserved the right to always consult with accountant of the NIA.
9. The participants agreed that at least two National Farmers' Organizations will be registered as the National Working Group Members in 2015.
10. CFAP as the NIA extended information on organization of the SRSC-SEA Meeting, expected to be held on 28-30 July 2015 in Siem Reap and help facilitating of a study visit from Lao PDR, the visit could be before or after the SRSC-SEA meeting. CFAP and FOs partners in NAC are expected to have further technical meeting to facilitate the coming events. Exact date of the meeting would be set up later.

2.10. WFO 5th General Assembly in Milan Italy_24-27 June 2015

I was speaking at the plenary session of the World Farmers' Organisation (WFO) General Assembly under the theme "Smart Solutions for Facing Climate Evolution" during the WFO General Assembly held on 26th June 2015 in Milan, Italy. My key message during this session, I focused on the methodologies that can bring small scale farmers/producers access to market, proper profits with sustainability and collective sale, therefore the tripartite pillar is very important for sustainable development that is the collaboration between Civil Society, Private Sector and the Government to achieve common goals.

2.11. Strengthening Vegetable Production Planning and Enterprising their Produces to Market

There are six farmers' organizations (SVAY CHRUM AGRICULTURAL COOPERATIVE, CHEK AGRICULTURAL COOPERATIVE, FAMILY ECONOMIC DEVELOPMENT ASSOCIATION, BASAC AGRICULTURAL COOPERATIVE, PORTHIREACH AGRICULTURAL COOPERATIVE and THLORK COMMUNE FARMERS' ASSOCIATION) amongst the nineteen FOs as members of CFAP have strengthened their Veggies Production Planning access to enterprising of their produces to market. CFAP has collaborated with SNV to strengthen small scale farmers/producers in this program.



2.12. Consultation Workshop on Contract Farming and Cross-boarder Contract Farming, 2 July 2015, Phnom Penh



The National Consultation Workshop on Contract Farming and Cross-boarder Contract Farming in Cambodia organized by Mekong Institute (MI) and Department of Agricultural Engineering, GDA/MAFF. During the workshop, a managing director of CFAP, Sok Sotha was invited to speak on Strengthening farmer organizations and linking their products to market opportunity through contract farming. The workshop participated by FOs leaders/representatives, MAFF, MI and involved stakeholders. The workshop held on 2nd July 2015 in Phnom Penh, Cambodia.

2.13. First General Assembly of the Agricultural Cooperatives



CFAP in collaboration with PDAs in Svay Rieng and Prey Veng registered 8 Agricultural Cooperatives in the two provinces while 6 other FOs in Svay Rieng got access to organizational strengthening and capacity building in a cooperative model. From January to July 2015, CFAP facilitated to organize the first General Assembly for all eight ACs. The agricultural cooperative focused mainly on rice production, animal production, vegetable/crops production, agricultural inputs sale, AGRI-credit, agricultural technical skills and enterprising of local produces to markets. The AGRICULTURAL COOPERATIVES are as follow:-

1. SAHAKUM KASEKAM SAMAKEE RITHY TA AUNG
2. SAHAKUM KASEKAM SAMAKEE THKOV
3. SVAY CHRUM AGRICULTURAL COOPERATIVES
4. SVAY ANG

AGRICULTURAL COOPERATIVES

5. SVAY TAYEAN AGRICULTURAL COOPERATIVES
6. CHEK AGRICULTURAL COOPERATIVES
7. PORTHIREACH AGRICULTURAL COOPERATIVES
8. BASAC AGRICULTURAL COOPERATIVES

The first General Assembly of the agricultural cooperatives participated by CFAP, PDAs, Local Authorities and Farmers under their sovereign operational areas. There were 642 participants, 355 females participated in the first and founding General Assembly of all eight new agricultural cooperatives in the two provinces.

2.14. Hosted a mission of the National Bank of Cambodia, 8th July 2015



On 8th of July 2015, CFAP hosted a mission of the National Bank of Cambodia teamwork "NBC's office" during the NBC's on-site inspection to see CFAP as a membership base association and its savings and uses of a revolving fund program in place. The on-site inspection mission focused mainly on CFAP's activities, services delivering to farmers' associations and farmers/members and how CFAP is working as the association led in Cambodia.

The mission conducted following a request of CFAP to register with the national bank of Cambodia to operate AGRI-credit and next financial service to farmers/members, therefore the organization could protect farmers' interests, especially the savings and AGRI-Credit program of CFAP which is expected to separated into a new entity in the future. CFAP and FOs as members expected to get proper benefits from the National Bank of Cambodia as a public service provider/facilitator properly in the future.

2.15. Hosted a visit of the Fair Trade and IFC of the World Bank, 9 July 2015

On 9th of July 2015 CFAP hosted a meeting with Fair Trade representative and IFC of the World Bank group held at CFAP office and at Svay Chrum Agricultural Cooperative. Both parties have shared and updated common progress and business portfolio to support small farmers in Cambodia for fair prices, sustainability of farmers' organizations. The meeting focused on economic initiative and production improvement to meet high market demands now and in the future. Organic produces are the key point to discuss during the meetings. Our long term investment is to promote uses of organic and natural fertilizer and fertilizers technically, it depends.



2.16. 3rd Meeting of Technical Working Group (TWGs), 21 July 2015 at MAFF, Phnom Penh



On 21 July 2015, CFAP was invited by the Ministry of Agriculture Forestry and Fisheries (MAFF) to participate in the 3rd Meeting of Technical Working Groups on Agriculture and Water (TWGs-AW). The Technical Working Groups (TWGs) were established by the Royal Government of Cambodia (RGC) in 2004 to serve as coordinating bodies and dialogue mechanisms. They bring together Government, development partners and civil society representatives to support the attainment of national development

goals set out in the Rectangular Strategy, NSDP and associated sector, thematic and reform programmes of the Government.

The over-arching objective of the TWGs is to support Government efforts to: (a) implement sector plans and reforms; (b) mobilise and coordinate all resources; and (c) deliver development results in order to manage all resources to the attainment of priorities of national and sector strategies and plans. TWGs therefore play a supporting and facilitating role and are not intended to substitute for or to duplicate the functions of ministries and agencies. Rather, they are mechanisms for coordination, dialogue and support to implementation of sector programmes and priority reforms. The Technical Working Group on Agriculture and Water (TWG-AW) is one of 19 TWGs.

Each TWG is supported by a Secretariat established by the RGC Ministry/agency hosting the TWG. The overall objective and purpose of the TWG Secretariat is to support the administration of the TWG, to follow up on actions agreed at TWG meetings, to facilitate information management and to represent the TWG in the Partnership and Harmonisation TWG. CFAP as a member of the TWG does not get any funding from this TWG yet.

The meeting held at MAFF.

2.17. MicroSave, a market-led solutions for financial service to visit CFAP, 13-24 July 2015



Because majority of farmers' organizations (producer associations and cooperatives) in Cambodia have existing program "SAVINGS and USES OF A REVOLVING FUND" with small capitals shares in place, therefore the FOs exactly needed capacity building to ensure that they can manage resources properly and effectively in the future. CFAP (organization) in one part of its strategic capacity building program is to build its staff members first, then extension knowledge to FOs as

members. The organization provided specific technical training on credit management,

financial management to all staff members; therefore they could extend training and giving advisory services to farmers and farmers' organizations as members professionally and effectively later. All existing working manuals and related documents included financial reports have reviewed and strengthened for effective uses within the organization.

MicroSave, a market-led solutions for financial service provided this specific technical training, funding by Rabobank Foundation of the Netherlands. This specific technical training held at CFAP's central office from 13-24 July 2015. The manuals have developed so far funded by the Rabobank Foundation are as follow:-

1. RIA Institutional Assessment
2. Market Research for Products Development
3. Financial Strategic Business Plan
4. CFAP Loan Assessment
5. Accounting Manuals
6. Operational Manuals
7. HR Manuals
8. Internal Audit Manuals

All documents had already translated into Khmer Language and expected to train to all FOs as members in 2016 for uses effectively at FOs level.

2.18. Training Workshop to share knowledge on Raised Bed Vegetable Gardening, 26 July 2015



On 26th of July 2015, CFAP in collaboration with a consultant from SNV organized a training workshop on raised bed vegetable gardening. The objective is to promote farmers' capacity to understand about the raised bed vegetable gardening concept, and to build up farmers' capacity on vegetable cultivation techniques and practices to cultivate vegetable on raised bed garden.

The training achieved the results as follow:-

- 1). farmers learned about raised bed vegetable gardening concept and know how to build raised bed garden,
- 2). farmers can practice to grow some interested vegetables, caring, harvesting and selling to market,
- 3). documentation of good practices and sharing with other farmers in next reviewing sessions and,
- 4). cost profit of the venture have documented and
- 5). expected that 10 farmers will apply a new model on raised bed vegetable garden and,.

There were 30 farmers come from 6 communes participated in the training session excluded CFAP staff and SNV consultant. The meeting held at the meeting room of the provincial department of agriculture, Svay Rieng.

2.19. Consultation Workshop on Integration of Farmer Producer Groups and Agricultural Cooperatives



On 7th of August 2015, a managing director of CFAP was invited to participate in the consultation workshop on integration of farmer producer groups and agricultural cooperative in Kroul Ko commune, Svay Chrum district, Svay Rieng. The workshop aimed to share knowledge on the Law on Agricultural Cooperatives and working procedures in cooperative manner to new members of the cooperative and local authorities in the areas. The workshop also reviewed

internal working policy, business models, capital shares, savings and working procedures of the agricultural cooperatives. Sustainability of the cooperative is something members and elected leaders of the organization had to keep in mind for long term services delivering to farmer members, therefore getting access of the organization properly to organizational strengthening, capacity building, networking, finance, market and understanding of the added value of cooperative now need to function, said Sok Sotha.

There were about 100 participants, they were farmer members, villages chief, communes chief, farmers' organization-led like CFAP, local development agencies and Provincial Department of Agriculture in Svay Rieng.

2.20. Irrigation System Set Up for small scale farmers



Under the project Climate Smart Agriculture (CSA), CFAP in collaboration with SNV, a part of the program is to pilot through a setting up irrigation system for small scale farmers. This project conducted in 7 (seven) farmers' organizations (association/cooperative) in Svay Rieng. The successful results will be replicated in other operational areas of CFAP in the future. There were 10 smallholder farmer families received the irrigation system in this piloting project.

On 17th August 2015, our teamwork as the local capacity builder (LCB) equipped irrigation system at Svay Chrum Agricultural Cooperative, Porthreach Agricultural Cooperative, Chek Agricultural Cooperative, Thlork Agricultural Cooperative, Kampong Chamlang Commune Farmers' Association, Family Economic Development Association and Basac Agricultural Cooperatives as the second stage after raised bed preparation phase. Our purpose is to improve knowledge of small scale farmers on agricultural technical skills and also linking them access to regular sale/supply of local produces to market. Economic analysis would be made to make sure that farmers got profits from their small scale farming activities. The raised bed garden help protection threats from serious flood and make ease in soil quality improvement as well as water management and the yield was increased 3 times compared to normal practice.

2.21. Regional Consultation Workshop on Cross-Border Contract Farming, Khon Kaen Thailand 1-2 Sep 2015



Sok Sotha, a managing director of CFAP participated in the Regional Multi-stakeholder Policy Consultation Workshop on Cross-Border Contract Farming held from 1-2 September 2015 at Khon Kaen University, Thailand. The workshop organized by Mekong Institute under the Capacity Development Program for integrating Cambodia, Lao, Myanmar and Vietnam (CLMV) economies into the ASEAN Economic Community in 2015. This is one of those in the program to improve cross border agricultural trade policies

and practices. Multi-stakeholders come from the Governments, Provincial authorities, Agri-business firms, producers' organizations that are directly involved in contract farming and cross border agricultural trade in CLMV.

2.22. Training on processing and packaging to women farmers, 5-7 September 2015

CFAP in collaboration with our partner (SNV) organized a specific training on produce processing and packaging, this training focused on “cucumber pickle”, because women are not only active in agricultural activities, but also in food processing in common, therefore women were encouraged to join in the training, that could help improve existing knowledge of our farmer members with sufficient knowledge on produces processing and packaging that could keep the quality good and longer for better profits and a better start in the future. There are 90 women come from 7 farmers' organizations (producers associations/ cooperatives) have participated in this training, we grouped participants into 3 groups i.e. 30 participants each group. The training takes from 5-7 September 2015.



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2.23. Production Planning and Marketing Planning developed for farmers' organizations as Members in 2015



Small scale farmers now need to profit properly from agriculture, they contribute actively in response to current and future market demands, therefore the production planning and marketing are necessarily needed to develop to ensure farmer producers and their organizations have better plans to run business successfully in the right track. This initiative will help farmers continue producing regularly for household incomes and sale on market. The production planning and marketing planning will be piloted with six farmers'

organizations in Svay Rieng and expected to replicate in other operational areas/provinces of CFAP in Cambodia in the future.

2.24. Workshop on knowledge sharing and experienced dissemination on Climate Smart Agriculture (CSA)

CFAP Cambodia with our development partner (SNV) in collaboration with the provincial department of agriculture (PDA) in Svay Rieng organized knowledge and experiences sharing workshop on Climate Smart Agriculture (CSA) to producer farmers and relevant stakeholders. The workshop held at FOs and Agricultural Cooperative (Svay Chrum Agricultural Cooperative, Basac Agricultural Cooperative, Svay Ang Agricultural Cooperatives, Chek Agricultural Cooperatives, Porthreach Agricultural Cooperatives, Thlork Farmers' Association) as members of CFAP in Svay Rieng participated by farmer producers, village chief, project consultant(s), CFAP's senior staff members, PDA's agricultural cooperatives officer(s) and PDA's director. The workshop organized in 9 villages held from 20 till 24 September 2015. There were 244 participants, 143 females participated in the workshops.



2.25. Hosted an internship students come from the University of Applied Science of the Netherlands in collaboration with students from Svay Rieng University, April-July 2015



CFAP hosted the third internship students come from the University of Applied Sciences of the Netherlands in collaboration with the students come from Svay Rieng University, the studies/researches focused on "recharge, retention and reuses of the available water source". The studies/researches were under CFAP's supervision. The researches aim as follow:-

The major aim of the internship is to get a better insight into:

- Present problems related to water demand and supply in agriculture and drinking water supply in 1 selected village which is facing water scarcity
- Predicted impacts of climate change on future demand and supply
- Possible measures to improve the water supply conditions in a sustainable way

The results of the studies/researches were shared to all FOs as members of CFAP in the knowledge sharing workshop organized by CFAP-Cambodia. *(Details results of studies/researches see in a separate report).*

2.26. The Asia-Pacific Local Champions Exhibition



The Exhibition brought together local champions with the public sector, universities, NGOs and cooperation agencies. This groundbreaking event would be a unique opportunity to build personal contacts with outstanding rural women and men, promoting innovations in sustainable rural and agricultural development in the region(s), with special focus on the involvement of rural youth.

CFAP was invited to participate in this very important event held on 10-12 August 2015 in Phnom Penh, Cambodia with another FO partner.

2.27. The follow up visit of CFAP's managing director and teamwork



In September 2015, CFAP's managing director, Sok Sotha visited several the multiple agricultural farmer members to follow up the previous recommendations to improve vegetable production and crops production for smallholder farmers to grow both short term and long term varieties of rice, crops and veggies that could response to climate change and quick changes of the weather patterns. Among those recommendations, Moringa (MRUM) was introduced by CFAP to farmer members strongly as it can grow in current climate change condition, moreover MRUM is believed to help our health from threats of diseases as it contains some helped elements such as iron, calcium, vitamin C, protein, potassium and vitamin A based on some studies. Amongst those farmers, he met Ms. Sok Sarin, a farmer grows about 500 plants, the plants aged 3months and expected to harvest fully in next 3 months. Organic Moringa can be used as healthy veggies.

During his visits, many farmers had already harvested the first crop and they were under soil preparing for the second crops production of the year.

CFAP's managing director teamwork also visited the raised bed gardens model in Svay Chrum Agricultural Cooperatives, the program started in June 2015 in collaboration with SNV in Cambodia. As a result, the introduced organic crops/vegetables have grown very well. This raised bed garden model was expected to scale up by small holder farmers in the future.

2.28. The Meeting to strengthen collaboration with other farmers' organizations in Cambodia, 7 October 2015

In order to extend more network of farmers' organizations led in Cambodia, CFAP in collaboration with FAEC, FCFD and FWN to organize brief meeting facilitated by CIRD. The meeting held on 7th October 2015, CFAP's board members and a managing director met with FOs-led colleagues as leaders/representatives of farmers' organizations to extend network among FOs in 15 provinces in Cambodia. As a result, the FOs colleagues agreed to strengthen collaboration and looking for development of projects to support farmers' organizations in this network in the future. CIRD was willing to facilitate and seeking for funding to support the FOs. The meeting also participated by ADG.



2.29. Start Up Workshop Agriculture Services Programme For Innovation, Resilience and Extension (ASPIRE), 8-9 October 2015



On 8-9 Oct 2015, CFAP represented by a managing director participated in the Opening Ceremony Start Up Workshop Agriculture Services Programme For Innovation, Resilience and Extension (ASPIRE). H.E the Minister for MAFF opened the workshop. The workshop aimed to strengthen projects funded by IFAD and the RGC to support in agriculture and to mobilized resources to achieved the planned goal, hopefully farmer members of CFAP could get access to support from the project

“ASPIRE”. This is a seven year programme, 2015-2021 targeted 10 provinces in Cambodia. CFAP was also selected by ASPIRE as an interested partner to brief about the background, work experiences and services of the Federation to the national and international participants in the workshop.

2.30. IFA Crossroads Asia-Pacific Conference, 20-22 October 2015, Kuala Lumpur, Malaysia

CFAP was invited to participate in the annual IFA Crossroads Asia-Pacific Conference organized by the International Fertilizer Industry Association (IFA) in Kuala Lumpur, Malaysia. The conference organized every year a regional conference for its members involved in the Asia-Pacific market. This is a very popular IFA event, gathering approximately 400 delegates. The conference addresses a wide range of topics in relation to regional agricultural and trade policy, fertilizer supply and demand, agronomic matters and many other topics involved. One of the sessions in Kuala Lumpur in 2015 would be dedicated to national markets in Southeast Asia. In view of Cambodia's fast economic and agricultural development, CFAP's Representative Ms. Kong Sreyleap presented about CFAP as the FOs-led organization in general, programs, activities and services with farmers and FOs as members, General overviews of agriculture, Agricultural sector, Fertilizer and Policy on agriculture in Cambodia.

3rd MTCP2 Sub-Regional Steering Committee Meeting for South East Asia, 26-30

October 2015

CFAP as the National Implementing Agency (NIA) hosted the 3rd MTCP2 Sub-Regional Steering Committee Meeting for Southeast Asia (SRSC-SEA) in Phnom Penh, Cambodia in collaboration with FOs in network. The SRSC meeting held 26-30 October 2015. The 1st SRSC-SEA held in Hanoi, Vietnam and the 2nd SRSC-SEA held in Jakarta, Indonesia. The objective was to updated status of MTCP2, reviewed programme design, grant agreement, financial reporting system and Knowledge Management (KM). The meeting participated by FOs's representatives come from Cambodia, Vietnam, Indonesia, Myanmar, LaoPDR while China (visa issue) and Philippine (country meeting).



The meeting participated by FOs's representatives come from Cambodia, Vietnam, Indonesia, Myanmar, LaoPDR while China (visa issue) and Philippine (country meeting).

2.31. Ceremony to Deliver Certificates for Agricultural Cooperatives, 4 November 2015 at PDA in Svay Rieng



In 2014, CFAP helped facilitation to register 8 agricultural cooperatives in Svay Rieng and in Prey Veng while 6 other farmers' organizations were strengthened in a cooperative working model. The laws on agricultural cooperatives were shared and trained to all FOs as members and in network. On 4 November 2015, there was a workshop to disseminate the Laws on Agricultural Cooperatives in conjunction with the ceremony to deliver Certificates to Agricultural Cooperatives in Svay



Rieng as members of CFAP. The workshop participated by leaders/representatives of Department of Agricultural Cooperatives Promotion of the MAFF, Svay Rieng PDA, CFAP, District Agriculture Officers and FOs (Coops) in Svay Rieng. There are eight agricultural cooperatives received certificates, those are:-

1. SAHAKUM KASEKAM SAMAKEE RITHY TA AUNG (Prey Veng),
2. SAHAKUM KASEKAM SAMAKEE THKOV (Prey Veng)
3. SVAY CHRUM AGRICULTURAL COOPERATIVES (Svay Rieng)
4. SVAY ANG AGRICULTURAL COOPERATIVES (Svay Rieng)
5. SVAY TAYEAN AGRICULTUTAL COOPERATIVES (Svay Rieng)
6. CHEK AGRICULTURAL COOPERATIVES (Svay Rieng)
7. PORTHIREACH AGRICULTURAL COOPERATIVES (Svay Rieng)
8. BASAC AGRICULTURAL COOPERATIVES (Svay Rieng)

2.32. CFAP Participated in the COP21, Paris, France



Twenty First Session of the Conference of the Parties (COP21) and the Eleventh Session will be held in Paris, France from 30 November till 11 December 2015 participated by the Head of States and Government Leaders from 150 countries worldwide. Myself, represent the Cambodian Farmers Association Federation of Agricultural Producers (CFAP Cambodia) was invited to participate in this very important event. There were many different side events

organized by participating countries and International organizations.

On 2 December 2015, Sok Sotha, a managing director of CFAP spoke at WFO side event at COP21 "Partnership to improve agricultural resilience and productivity in a change climate". The event is held in the framework of the Farmers Day at COP21. This initiative aims to re-position farmers at the center of global agriculture processes as solution to the climate change.

On 04-Dec-2015, CFAP's representative, the WFO delegates and many other delegates from different countries participated in the side event on agriculture and climate. Farmer leaders, private sector, civil society, researches, scientists and the politicians participated in the event; the meeting was honored to deliver a speech by the French Prime Minister. In the same day, CFAP's managing director and the WFO delegates as well as other delegates come from different countries participated in

the side event "Joint Event with EU to launch report on CGIAR report" funded through IFAD. Farmer leaders, farmers, civil society, Scientists, government officials, politicians and many others participated. On 05 December 2015, CFAP's managing director, Sok Sotha participated in the side event organized by the Norwegian Ministry of Foreign Affairs at the French Pavilion "Seeing is believing" a message from the Arctic areas. The young generation requested the national and the world leaders to help young generation and earth by starting today, the event honored by the Secretary General of the United Nations, Ban Kimoon. In the same day, CFAP's managing director and delegates come from world farmers' organization also participated in the side event organized by the Federal of Germany.

2.33. CFAP TA Extra-ordinary meeting, 9 December 2015

TA meeting of CFAP:



On 9 December 2015, CFAP organized a meeting to review on-going activities programs launched so far, achieved results, financial status and termination of project staff members partly due project completion. In the mean time, the Executive Committees and Management team had also discussed on future activities such as technical training, strengthening the capacity of farmers' organizations (agricultural communities and producer associations), internal organizational

working policy, registration of a new financial entity “CFAP Foundation” with the National Bank of Cambodia (NBC), financial status of the organization, updating of the organizational profiles and organizational reviews within the Medium Term Cooperation Programme Phase ii (MTCP2) for Quarter 4 and in 2016. On the same day (afternoon), CFAP Cambodia organized a re-union meeting between former staff members and current staff members to share knowledge and experiences for effective work

implementation in the future.

2.34. CFAP is seeking for Loan from the Banks to get its FOs as members access to loan for Running their respective Businesses, 11 December 2015

On 11 December 2015 (afternoon), CFAP Cambodia hosted a meeting with ACLEDA Bank Plc staff members in order to study whether there is any productions/programmes for Agriculture.



2.35. Training Workshop On Financial System and Reporting to FOs under MTCP2



MTCP2 Cambodia organized the Specific Training Workshop on Financial System and Reporting to all FOs in network. The objective of training is to strengthen the capacity of FOs/Coops to prepare financial report well for their respective organization and in order to contribute and be ready prior to Asian Economic Community Integration in the coming days as well. There are, 45 participants, 13 females come from 36 farmers' organizations (producers' associations/coops) in 11 provinces/municipalities participated in the training workshop.



Specific objectives:

1. *Provide a technical training on Financial System to ensure that FOs/Coops staff members/committee members could understand of how to produce financial report.*
2. *FOs/Coops in MTCP2 network got access to advisory support on financial reporting in a professional manner.*
3. *Financial system and or financial format forms have developed for each FO/Coop in MTCP2 network*
4. *FOs/Coops got access to advisory*

support on financial audit and control.

2.36. 4th National Farmers' Forum Consultation Workshop (NFFC)

The 4th NFFC held on 24th December 2015 in Phnom Penh, Cambodia under the theme "Agriculture for Food Security, Nutrition and Economy.

General Objectives

Following the fund provided by IFAD, EU and SDC through AFA/LVC as the large grant recipient(s) to this intervention directly with farmers' organisations base in Asia and the Pacific. These are enhanced institutional and human capacities of farmers' organizations in Asia-Pacific to research, extension, education, economic initiatives, communications and to access knowledge sharing tools and innovations in agricultural development for sustainable natural resource management and food security.

Strengthening network between farmers' organizations and stakeholders (Government, Private sector and Civil society) will minimize gap between those institutions with the farming communities.

The national farmers' forum aims as follow:

1. Identification of key solution of small scale farmers for sustainable agriculture, regular income and capacity development in response to climate change (adaptation and resilience).
2. Minimize gap between farmers and farmers' organizations with stakeholders such as development agencies, research institutes, academy, media, private sector and the government in Cambodia.
3. Continue strengthening the involvement of FOs/Coops to participate in the implementation of the MTCP2 in Cambodia.
4. Finding strategies to make small producers and their producing organizations sustainable, thus the added value of FOs is known to the public.
5. Linkage agriculture access to policy support sufficiently.

Expected outputs

- (1) Small scale farmers have knowledge on adaptation and resilience in response to the changes of climate effectively; therefore they can continue producing with profits.
- (2) Farmers got opportunity to cooperate with stakeholders at all levels.
- (3) Small holder farmers and their organizations got opportunity to share common issues, challenges and solution with relevant stakeholders, therefore they could access to opportunity for collaboration.
- (4) The added value of the farmers' organizations will be recognized at the national and international level.
- (5) Farmers and FOs have identified strategies forward self sustainability in the future.
- (6) Farmers and FOs could get access to policy that can support farming activities.

Participants

-58 farmer leaders/representatives of farmers' organizations (producer association/cooperatives) from 11 provinces/municipalities in Cambodia and

Government:

- CARD
- MAFF (no representative)
- MoE
- PDAs

International Development Agency:

- IFAD
- EU

University:

- Svay Rieng University

Media:

TVs (Bayon, CNC, TVK), Radio (Romdul Svay Rieng)

- Others



Full report is available in a separate version.

2.37. 3rd MTCP2 National Advisory Committee Meeting



The 3rd MTCP2 National Advisory Committee (NAC) held on 30 December 2015, at Cambodian Red Cross Guest House Conference Hall, Svay Rieng. The meeting was facilitated by CFAP as the National Implementing Agency (NIA) in collaboration with FNN and participated by all National Advisory Committee members.

The 3rd MTCP2 NAC had adopted the agenda as follow:

| | |
|-------------|---|
| 09:00-09:30 | Registration of the participants |
| 09:30-09:45 | Introduction of the participants |
| 09:45-10:00 | Opening remarks by Mr. Chhuon Sarin, Chairman of CFAP |
| 10:00-10:15 | Group Photo |
| 10:15-10:30 | Break |
| 10:30-10:45 | Review on executed activities 2015 by Sok Sotha, managing director of CFAP |
| 10:45-11:00 | Review on APP, AWPB and AAP for 2016 |
| 11:00-11:15 | Presentation of profiling methodology and database collection for new profiling of FOs in MTCP2 network |
| 11:15-11:30 | Wrap up and conclusion of the 3 rd NAC |
| 11:30-11:45 | Closing remarks by Mr. Seur Rany, chairman of FNN |
| 11:45-13:30 | Lunch |

The participants:

12 participants, 4 female. are members of the National Advisory Committee (NAC), 3 persons come from a partner organization FNN and 9 persons come from CFAP as MTCP NIA to facilitate the meeting program.

The results of the 3rd NAC meeting are as follow:

1. Activities of MTCP2 Cambodia in 2015 were presented to all the participants during the 3rd NAC.
2. The results of FOs profiling were presented to all the participants during the 3rd NAC. The committee suggested that the profiling of FOs should be conducted every year to update information on time.
3. The MTCP2 Cambodia needs more capacity building involved in the sustainability of farmers' organizations.
4. FOs need getting access to finance (loan/grant) from Banks/MFIs.
5. FOs need getting access to financial sustainability through a sustainable saving and use of a revolving fund within their own organization in the future.

6. FOs need getting access to training on processing, packaging, transportation and enterprising of produces to market regularly.
7. The NIA and NAC members agreed to the registration of new 6 NWG members in 2015, so there are 38 FOs in MTCP2 Cambodia (9FOs come from Svay Rieng, 2FOs come from Kandal, 6FOs come from Prey Veng, 2FOs come from Kampong Thom, 5FOs come from Kampot, 2FOs come from Kampong Chhnang, 1FO come from Kampong Cham, 6FOs come from Takeo, 1FO come from Siem Reap, 1FO come from Banteay Meanchey and 3FOs come from Phnom Penh). MTCP2 Cambodia expected more national farmers' organizations to participate in the network in coming years.
8. Due challenges on technology, the 3rd NAC proposed that specific training on use of computer and computer is needed by the National Working Group members to enable better work at office of FOs.
9. The 3rd NAC proposed that FOs must be trained to become a professional service providers, thus to extend services directly to farmer members.

2.38. CFAP 4th General Assembly, 31 December 2015

General Assembly (GA) is the supreme body of the organization which participated by all FOs as members in particular; the stakeholders would be invited to participate in the plenary session of the GA which they could share knowledge, give comments, suggestions for improvement and also making the presentations it depends on the adopted schedules/programs of the meeting.

On 31 December 2015, Cambodian Farmers Association Federation of Agricultural Producers (CFAP Cambodia) organized the 4th General Assembly (GA) which participated by FOs leaders as members in 5 provinces, 42 farmer leaders, 11 females in Cambodia. Private sector (rice seed producers' association, organic fertilizer, chemical fertilizer, inputs suppliers and vegetable suppliers) were invited to participate and make their presentations respectively. The 4th General Assembly had approved the internal working policies, annual financial statement, and election of a new vice chairperson, new membership declaration, organizational progress reports and action plan to target new FOs as members North East, North West and the South in 2016-2018. The 4th GA had also discussed of new challenges faced by farmers such as no access of farmers and FOs to finance, limited knowledge on produces processing, limited knowledge on produces packaging and there was no regular market for sales of local produces at sub(national) markets. Farmers needed collective sales and purchases in a proper structuring system, but there was no well arrangement yet from grass root to sub(national) level while small scale farmers and their FOs have very limited capital (money) to meet such needed businesses. Many farmers could not get access to water sources for irrigation in a year round, there was limited knowledge and capital to harvest rained water in rainy season, therefore household and community ponds were requested by farmer leaders to CFAP in order to find proper solution for them as they needed to do farming in a year round and earn a living properly with profits from agriculture for sustainability.

According to Mr. Sok Sotha, a managing director of CFAP reported that the organization had achieved large results with limited budget in 2015, large contribution from active members to participate in social actions and development for farmers. He summarized the achievements in collaboration with partners such as Rabobank Foundation, SNV, Agriterra and the Medium Term Cooperation Programme Phase ii (MTCP2) with farmer producers and FOs as members and CFAP's representatives to participated in many meetings related to national and regional policies such as trading, agriculture, contract farming, food safety, ASEAN Economic Community Integration (AEC), TA supports to farmers and FOs that

could serve the interests of farmers now and in the future. The attempting to separate CFAP's programme on Savings and Use of a revolving fund named "CFAP Foundation" was under processing, said Sok Sotha to the farmer-leaders. CFAP plays very active roles to lobby the government agencies, Inter(national) development agencies, private sector and Media to support farmers and their organizations in a feasible manner.

Achieved results after the CFAP 3rd General Assembly was also shared to farmer leaders and the participants for their information and lessons learned. The organic fertilizer company, chemical fertilizer company, rice seed producer cooperatives and vegetable suppliers were invited to make a presentation of their respective products.

The programs of the 4th General Assembly are as follow:-

**CFAP 4TH GENERAL ASSEMBLY
31ST DECEMBER 2015
VENUE: CAMBODIA RED CROSS, SVAY RIENG**

List of participants

- | | |
|-------------|---|
| 07:30-08:30 | Registration of the participants |
| 08:30-08:45 | Announcement of the programme (Yan Lay) |
| 08:45-08:50 | National anthem |
| 08:50-09:05 | Opening Remarks by Mr. Chhuon Sarin, Chairman of CFAP |
| 09:05-09:20 | Annual Report 2015 by Mr. Sok Sotha, managing director of CFAP |
| | Q&A |
| 09:20-09:35 | Presentation on results after CFAP 3 rd General Assembly by Yap Thoeurn |
| | Q&A |
| 09:35-09:50 | Presentation of the Fertilizer Company by Chim Lyna, Marketing manager of LIM BUNHENG CO.LTD |
| | Q&A |
| 09:50-10:05 | Souvenir Photos |
| 10:05-10:20 | Coffee break |
| 10:20-10:35 | Presentation on Rice Seed Producing by Mr. Sun Ki, Controlling Chairman of Trapeang Russei Agricultural Cooperatives, Kampong Thom province |
| | Q&A |
| 10:35-10:50 | Presentation on annual financial reports 2014-2015 by Lay Vannamo, financial officer of CFAP |
| | Q&A |
| 10:50-11:05 | Presentation on Organic Fertilizer, Svay Rieng by Som Hoeng, Chairman of Svay Rieng Organic Fertilizer |
| | Q&A |

- 11:05-11:20 Presentation on Inputs & Veggies Supply by Tep Ratha, General Manager of SAC
Q&A
- 11:20-11:35 Conclusion and wrap up of the 4th General Assembly by Hong Sreyleak, assistant to Administration and HR of CFAP
- 11:35-11:50 Closing Remarks by Mr. Chhuon Sarin, Chairman of CFAP
- 11:50-13:30 Lunch

2.39. Achieved Results in Collaboration with Rabobank Foundation

It is the fact that all farmers' organizations (associations & cooperatives) as members have initiated economic programs in place i.e. savings, agri-credit and small scale businesses such selling of agri-inputs to farmer members and clients in their respective operational areas, even though the organizational capital is very limited, but they have this idea. Because the farmers' organization base in Cambodia is new, so they depend much on external support. When they registered as a member of CFAP, they also expected something from CFAP. CFAP as the farmers-led organization has clear mission, vision and goal to strengthen farmers' organizations as members forward sustainability in term of finance and services delivering to farmer members, therefore one of the organizational programs is to strengthen the capacity of farmers' organizations in term of financial management, small scale business strengthening, advisory support and getting access of FOs and farmer members to finance.

In 2015, all working documents in particular the working manuals such as RIA, Market Research, SPB, Loan Assessment, Accounting Manual, Operational Manual, HR Manual, Audit Manual were applied in a learning and experiencing scale up process following by advisory support and coaching from Rabobank Foundation and MicroSave, they were also translated into the local language (Khmer) for internal uses within the organization. Although, we have good working documents in house, but we still face difficulties in financial service delivering to members as the organization is not strong enough in term of self-financing while there is very limited capital and or liquidity at CFAP and FOs as member while there was large number of farmer members needed loan. The on-going loan of the Rabobank Foundation to CFAP is US\$150,000 (one hundred and fifty thousand US dollars) with an interest rate of 2% per annum with the purpose to on-lend to CFAP members' organizations in order the organizations (CFAP and FOs) experience sufficiently on loan service delivering to members. This would also contribute in strengthening of CFAPMF Entity to reach a self sustainability of the organization in the future, at the same time, the farmers' organizations would also think of methodology and way forward to meet a revolving fund system within the organizations. 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 etc. The MIS is still under discussion for development to enable the MF Entity works effectively in a professional manner in services delivering to farmer members/clients in the future. Due financial difficulties while there was limited liquidity within the organization to give financial service to clients (farmers and farmers' organizations) and organizational financial status was foreseen that it would face inflation, therefore the Rabobank Foundation continued support staffing few months additionally.

Due registration process with the National Bank of Cambodia (NBC) is required more discussion technically while the policy of the NBC is so poor to support farmers' organizations in particular, therefore CFAP still uses the two-in-one model to sustain the organization, it means "CFAP Non-profit entity" and "CFAPMF Entity" go together. This helps while there was insufficiency of liquidity of the CFAPMF Entity to give financial service to members. At the same time, CFAP's management is trying their best to consult with people from the NBC and key consultants from Rabobank Foundation to find the way out to register "CFAP Foundation" with the NBC.

There were 19FOs as members in five provinces (Kampong Thom, Kampong Speu, Kandal, Prey Veng and Svay Rieng) got access to advisory support on savings and uses of a revolving fund to improve the basic financial management within the organizations. The

training on savings and credit principles as well as the financial system and reporting manual provided to farmer leaders and staff members which participated by 36 farmers' organizations come from 11 provinces/municipalities, there were 45 trainees, 10 females.

There were 1003HHs, 585 females (58%) participated in savings in 2014 while in 2015 there was 754HHs, 458 females (61%). Generally, majority farmers live in rural areas, they are poor and they do not have sufficient capital to do farming in a year round, the savings members cannot increase without sufficient liquidity to lend farmer members as they expected additional loan when they saved within the organizations. In 2015, liquidity was limited and expectation of members was insufficient, therefore there was no doubt, the number of savings was less about 25% compared to 2014 while CFAP has a total active household members of 6482HHs, 3485HHs females (54%) and only 580HHs members or (9%) of total HH farmer members come from 12FOs out of 19FOs got access to loan in 2015. (See figure below in details).

Credit analysis, see figure(s) below:

Figure 1:

▪ **Saving members' analysis (2014-2015)**

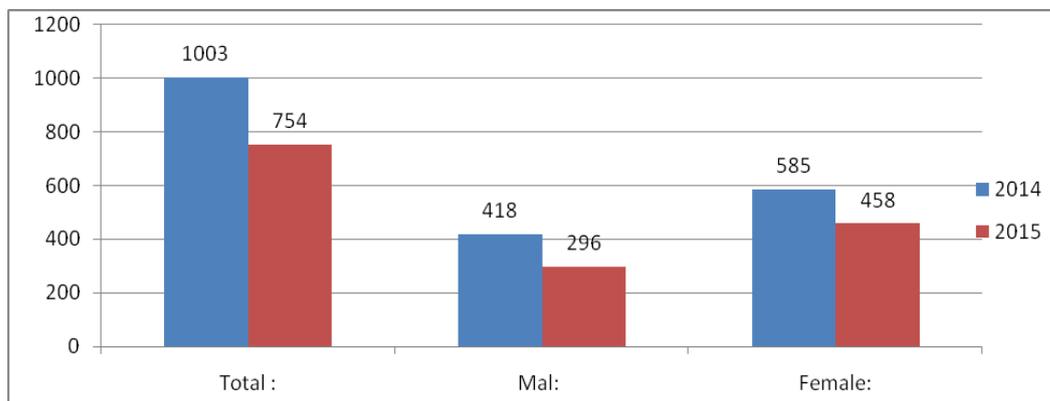


Figure 2:

▪ **Credit analysis at FOs (2014-2015)**

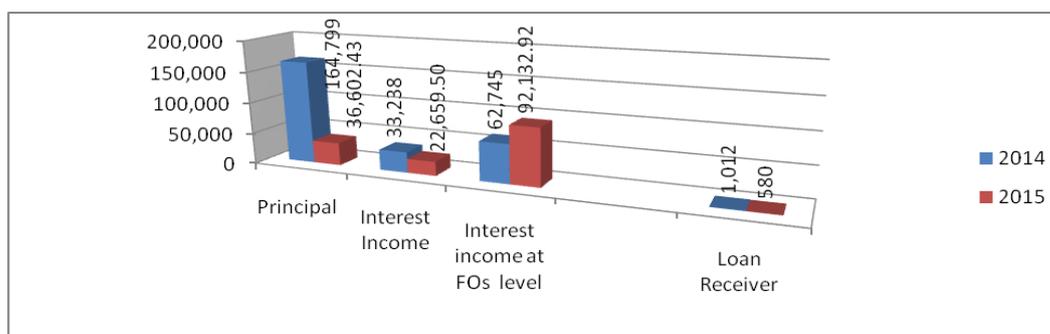
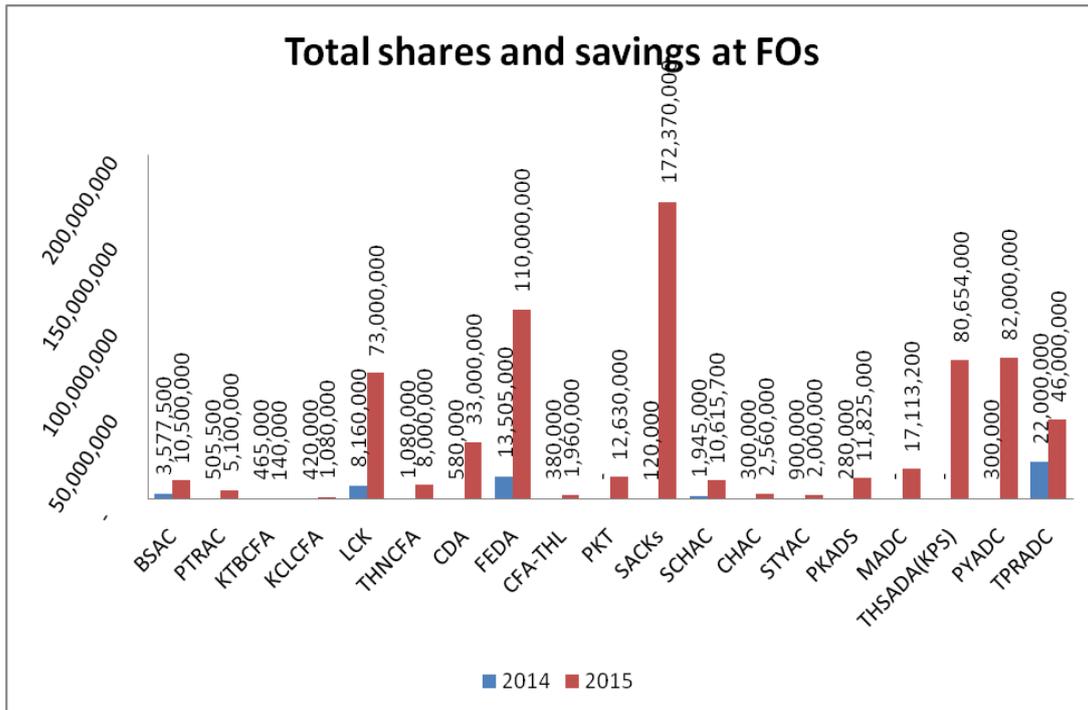


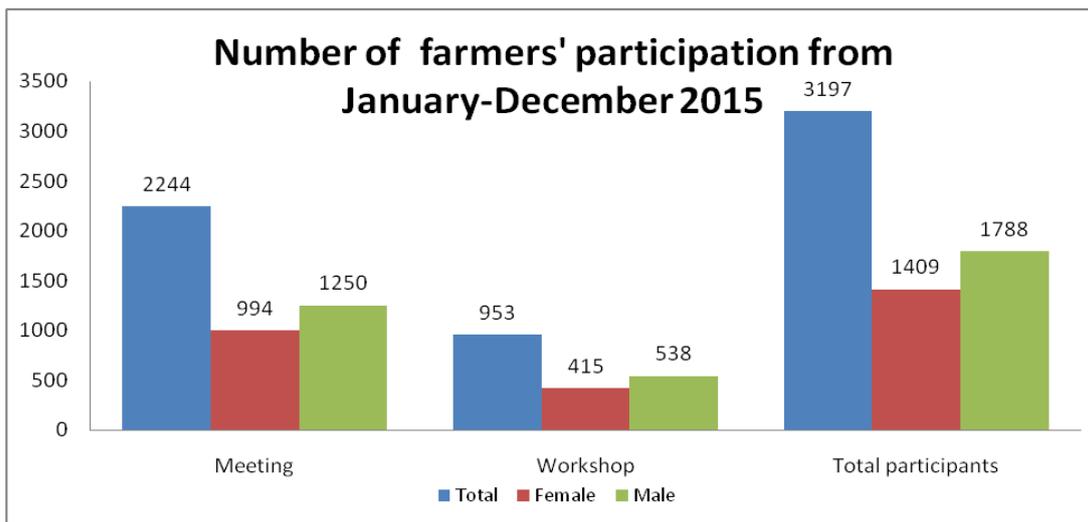
Figure 3:

▪ **Savings and shares amount at FOs level (2014-2015)**



2.40. Number of members' participation in 2015

Figure 4:



3. MAJOR ISSUES AND CONCERNS

3.1. *Added value of FOs and farmers' participation*

- 3.1.1. Most farmers' organizations in Cambodia are small scale, they represent at commune/Sangkat, district and at provincial level.
- 3.1.2. Understanding of FOs-based and added value of FOs in a membership base style is still limited and they still depend much on external support. Almost all NGOs give free things to beneficiaries.
- 3.1.3. Due unclear of the added value of FOs from the public, sometimes there is a competition between FOs and NGOs that lead to slowdown the growth of FOs in Cambodia.
- 3.1.4. Because there is not clear of NGOs workers on the added value of FOs, therefore there is very limited cooperation between NGOs and FOs in Cambodia, most of NGOs work directly with beneficiaries (farmers/small groups of producers), not FOs that's why we could not foresee of their long run. It means after the project finished, then they also finished.
- 3.1.5. Most farmers in Cambodia now are aging,
- 3.1.6. Farmers still expected something when we invited them to participate in other meetings or trainings, even in the villages as they are poor and they do not have regular income.

3.2. *Limited economic initiatives, enterprising of local produces and technical skills*

- 3.2.1. Limited production capacity due to lack of techniques, little access to water for farming activities mostly in rainy season while in dry season majority of farmers could not get access to water, weakness in pest and diseases control, no access to good seeds/fertilizer and agri-tools,
- 3.2.2. Limited marketing of local produces due to limited access to markets for sale in a regular basis of products of small rural producers,
- 3.2.3. Limited sale of local produces on markets,
- 3.2.4. Local produces are not known to traders and other new clients broadly,
- 3.2.5. No access to market information and market demands of produces daily, weekly, monthly and seasonally.
- 3.2.6. There is no sufficient research on internal agricultural produces demands nor external produces demands, no sufficient policy to support agriculture in Cambodia.
- 3.2.7. Knowledge and skills in marketing are very limited and need to train to FOs leaders for implementation in place,
- 3.2.8. Limited business development due to lack of entrepreneurial skill,
- 3.2.9. FOs have limited human resources (staff) to assist members/farmers due to large assistance requirements of farmer members,
- 3.2.10. Members do not pay annual membership fee regularly due to limited services of FOs to members and much expectation of members to external support,
- 3.2.11. Most committee members at sub-national FOs work in a volunteer basis due to lack of knowledge and innovation to generate income to reach self supporting of their organization in the future.
- 3.2.12. The laws on agricultural cooperatives seem restricted to the flexibility of the cooperatives themselves.
- 3.2.13. Farmers/producers lack of technical manual protocols to assist their producing activities such as technical rice growing, technical vegetable growing, and technical poultries rearing, and saving principles /using a revolving fund.

- 3.2.14. There is no good connection between MAFF, researchers and relevant institutions with FOs in Cambodia.
- 3.2.15. Limited knowledge in produces processing, packaging and transportation,
- 3.2.16. There is limited/no own shop sells regularly at FOs levels in a better structure system.
- 3.2.17. Limited/zero access to loan services from the MFI/Bank with low interest rate and the loan application is very complicated for farmers,
- 3.2.18. Weak organizational capacity at FOs level, due to no experts in marketing, business and organizational development.

3.3. Resources and Processing

- 3.3.1. There is limited/no budget (loan/grant) to continue activities as planned, in particular the SBP since January till October 2015,
- 3.3.2. Used budget from CFAPMF Entity to support administration and staffing costs would reduce own capital of the organization while there is small own capital.
- 3.3.3. CFAP has a heavy burden to continue working with many FOs as members while the organization is not strong in term of self finance and in the transition period.
- 3.3.4. CFAP communicated with several MFIs/Banks in Cambodia to seek even for loan, but there was only loan for creation of new businesses and or enlarging of existing businesses.

3.4. Human resource

- 3.4.1. Due limited salary support from the project, so it is not easy to reach resource persons to hold a position, therefore training and coaching staff members fall on the managing director as he normally focused more on organizational strategy.
- 3.4.2. All internal working documents completely designed and developed by a managing director, additionally he also involved in reviews, discussion, indication and training on documents and manuals produced by external consultants to CFAP staff members.

4. LESSONS LEARNED

4.1. Visited to producer groups/farmers

38FOs in network (both members and non-members) were visited by CFAP under the MTCP2, the visits aimed to strengthen the capacity of farmers' organizations and knowledge sharing. There were 87,500HH members, 53,721HH females (61%). MTCP2 Cambodia is planning to reach 150,000HHs, 55% female in operational area. Through our visits, we could realise that most farmers as members of the FOs got access to basic training on agricultural technical skills, basic economic initiative knowledge and organizational management skills, however they seem difficult to apply knowledge because there was limited resource within their organizations, majority of the committees of FOs acted as staff members and work in a volunteering basis with no regular salary. Moreover, most of farmers got very limited specific technical trainings that could not enable them to apply effectively on farms. Even though about 82% of total populations are farmers, small scale farmers, but they could not get income properly from agriculture, it means the profits are very low that could not allow them to stay in agriculture in the future, therefore migration is something they always think of. We also learned that farmers did not get access to collective work and sales yet that's why farmers could not set up the prices by themselves, instead the process are always set up by traders and business people.

We could also realised that farmers in Cambodia are now aging, therefore development of proper technologies that could help them are urgently needed to enable them continue doing their farming activities properly in the future. Think of more profits from agriculture that could attract young farmers to stay with agriculture.

During various studies/visits, we learned that farmers have changed a bit compared to last five year which they used old practices, but now they have changed to new and proper technical practice on farms in a slow movement and changes. However, small scale farmers still face lots of problems such as new pests threats, drought, flood and high temperature rising from 25 to 40 degree Celsius and effects from the climate changes.

They also get interested in growing new crops for high market demands such as bok-choy, radish, bitter-melon, melon, cabbage, lettuce, and ginger and some other new crops and fruit trees. We would also learn that soil quality is the major concerns after technical matters, and they could not get access to test the quality of their farm soil that's why lots of problems such as diseases, powdery mildew, root rotteness etc happened to their crops.

Farmers in Cambodia depend much or almost completely on rain water, especially those live in rural areas when there is no rain on time, then they always lose their seeds, labour or they have to wait until there is rain to come, therefore they could not grow in a year round. In short, there is very limited of rural farmers/producers access to water source, rain harvest or irrigation system is expensive for rural poor farmers. Investments to buy pumps and dig ponds are not feasible for many farmers. To invest on household pond get very interested from rural farmers in Cambodia, because most of them are farmers and depend much on water, however it costs them.

Enterprising of local produces to market is not regular, sometimes they have produces more than a need on market, so their produces become broken or damaged as they do not have cooling tools or storage place to keep their produces for longer. There is no or very limited shops at FOs levels, therefore they could not process produces, packaging and supply regularly to target markets too. Generally, we learned that farmers have changed their mind from producing for household consumption to producing for sales and higher market supply, however in a small step forward and it is a start.

4.2. Visited to FOs

Most staff members at FOs level seem not skilful in technical agriculture, pests management, water management, bookkeeping, knowledge on advisory support and reporting, moreover we learned that most of them do not have salary regularly as well they work in a volunteering basis without proper income to survive themselves too, therefore they could not extend services effectively to farmer members and on time. They still depend much on external experts/consultants for help, normally services/intervention provided by LCBs, FOs-led, NGOs and in-kind support from the Government etc.

They have started small business at FOs level like savings program (use of a revolving fund), selling of AGRI-inputs to farmer members, rice mill and vegetable supply to target market/traders but the feasibility of self sustainability is far too see or not foreseeable due to business plan and marketing are not very strong yet with no access to sufficient credit from their FOs and or MFI/Banks. Still, majority of FOs, the leaders are also aging, and most of FOs does not have their own office as well. Leaders need more capacity on organizational management, leadership, agricultural technical skills, financial management, credit management (most of them exist savings and use of a revolving fund in place), bookkeeping and services delivering to farmer members in a professional manner. Clear strategic business plan, marketing plan and production plan should be prepared for FOs respectively that could enable them getting access to economic initiatives actively and in mind of farmer leaders, knowledge-base for sustainability of the FOs, therefore they can give direct services to

farmer members by themselves. Majority of FOs at sub-national level could not get access to internet, and they do not know how to use internet while some of the FOs-led at national level have very limited staff members.

Advisory support is needed to strengthen on small scale farmers' organizations on organizational governing structure, financial management, book-keeping, reporting and functioning the role and responsibility of staff members, committee members and leaders with best organizational structuring and functioning guidelines.

4.3. Meeting with PDAs

Previously, we had already visited all PDAs where there are national working group members in respective provinces; however we still travel around to visit them and updated them the progress of CFAP and projects involved like MTCP2 with farmers' organizations. Recently, 40FOs visited by CFAP in 11 provinces in Cambodia. We still learned that there are very limited farmers' organizations as members of CFAP and in MTCP2 network have involved in other projects funded by international development agencies such as IFAD and FAO, especially the PADEE project in five provinces (Svay Rieng, Prey Veng, Kandal, Takeo and Kampot). In Svay Rieng, there are few FOs as members of CFAP involved in PADEE project as we have strong cooperation with PDA in Svay Rieng, however yet FOs and FOs in MTCP2 got direct funding from IFAD project, only small group not FOs. Hopefully, IFAD can support FOs, not focusing on group in the future. Support directly to FOs will help them effectively to reach a sustainability of FOs in the future in a feasible manner.

4.4. Meeting with MAFF

H.E Pro. Ty Sokhun expressed his appreciation to CFAP as the NIA to operate MTCP2 in Cambodia, he encouraged strongly to the growth of farmers' organisations in Cambodia as he was optimistic to the economic initiatives from the bottom up that could response to the sustainable development, self sustainability of farmers and farmers' organisations, together with the top down approach is also important and finally, it could make things approached. He added that engagement of the projects with climate change would be helpful to small scale farmers directly in Cambodia, especially household ponds. According to him, we could realize that he wanted to see the growth of CFAP and FOs with local economic driven in Cambodia. So we will keep him informed of the developed news in 2015, therefore he could report directly to the high government officials and or the head of the government.

4.5. Meeting with IFAD country programme

IFAD country representative, FOs in MTCP2 network can involve in IFAD country programme unless we have discussed earlier together and start development of the project together between FOs-led like CFAP and IFAD prior enter into cooperation, and the supervision mission is made under IFAD. However, he still concerns about M&E as it must be conducted by IFAD when there is cooperation. When the project fund by IFAD, then others should not be involved in intervention to avoid overlapping of intervention. We will find the way to have mutual understanding in the future. During the review workshop held on 12th of February 2015 in Phnom Penh on "the Results Based Country Strategic Opportunities Programme (RB-COSOP) 2014", IFAD country representative, Mr. Meng Sakphouseth also raised the points forward cooperation with a new partner(s) like FOs-led in Cambodia that wished to get access to funding from IFAD in the future. Lastly, CFAP was invited by the IFAD country representative to further discuss on future collaboration between IFAD and FOs like CFAP in the future. (See page 16-17 above for details).

5. CONCLUSION AND THE WAY FORWARD INCLUDING ISSUES AND CONCERNS WHICH NEEDS TO BE ADDRESSED AT DIFFERENT LEVEL (National, sub-regional, regional)

5.1. National Level

Gap between FOs and FOs, FOs and Private sector, FOs and Public services providers (Government), FOs and Development agencies and relevant stakeholders have minimized gradually and on the way forward. Small scale farmers and their organizations get access to services directly from the project where there is CFAP and MTCP2 at operational and target areas. FOs-led have opportunities to share common interests, experiences, challenges and solutions with each other at the national level. National Platform has created through the so called “National Advisory Committee” which representatives of FOs-led involved in the committee, the added values of FOs in a membership based style is heard to the public through the forum and media, thus to learn other FOs which are working in the same model to understand that farmers’ organizations are the organization of themselves, working for themselves and for their own interests as members.

National Farmers’ Forum Consultation and National Policy Workshop brought lots of benefits for farmers to meet with stakeholders, development agencies and public services provider (the Government), so that they could discuss their directly with stakeholders to serve benefits and interests to farmer members. Meetings with Government officials and parliamentary members will bring more opportunity for farmers and FOs getting access to better understanding from the public service providers.

Capacity building is one of the most important things for farmers’ organizations in Cambodia as they are too new in term of FOs-based model as they have confused between the roles of farmers’ organizations and the roles of NGOs, this helped a lot to strengthen capacity and understanding of farmers, farmer leaders and the public to the roles of FOs as their own organization.

Even though, majority of FOs in Cambodia have very limited capacity, knowledge and experiences in economic initiative for self-sustainability of the organizations, they have started already small scale businesses and savings at their respective FOs. It is now need to build strong business plan, production plan and strategic business plan at their organizations.

FOs-led in Cambodia should have been strengthening to ensure that they are capable to extend services effectively with high quality to farmer members, to do so specific trainings to staff members and committee members needed.

The Royal Government of Cambodia (RGC) has continued and supported *in-kind* fully to the operation of farmers’ organizations, especially the Ministry of Agriculture, Forestry and Fisheries (MAFF), the Council for Agricultural and Rural Development (CARD), the Ministry of Environment (MoE), Provincial Department of Agriculture (PDAs) at sub-national level and many other public stakeholders have expressed their full support and interests to the project as this project support directly to farmers through their farmers’ organisations, the organizations of their own forward sustainability in the future.

5.2. Sub-regional and Regional Level

Balancing of activities and grant should have been considered highly to ensure that the activities have achieved with quality. Limited budget for staffing, financial management, audit, research/study, specific technical trainings, office and logistics support is something needed to consider highly for improvement in the future. Frequent cash advance from other project(s) of CFAP will bring financial difficulties to the organization as the FOs-led in Cambodia are not so strong yet in term of finance, therefore it always fall on bad contribution from the active members which the organizations should be avoid as they are staff members of the organization. Progress reports of the activities, however required to submit to the RIA/SRIA quarterly apart in MTCP2, this make complicated and difficult for the CFAP as the NIA as the budget transfer for project execution is sometimes too late to execute the activities as planned. However, CFAP in general required a semester report for other donor/partners that would be convenient for the organization-led to collect and analyse databases for reporting.

More complicated documents and working tools required by the Sub-regional and Regional Implementing Agencies (SRIA/RIA) under MTCP2, those FOs-led which is not strong in term of financial management, reporting and organizational management skills can face difficulties to meet the requirements.

Generally, we can conclude that the project like MTCPs is responsive to the real needs of small scale farmers in developing countries like in Cambodia for instant and responsive to the context of FOs in the country, more farmers' organizations get access to network, capacity building, strengthening of FOs to become the Local Capacity Builder (LCBs) access to farmers to policy development.

CFAPMF Entity is new, therefore TA support is needed during this transition period, at the same time Liquidity/Loan should be sufficient to give services to farmers, involved clients and FOs as members to meet the SBP of the organization by 2018 as planned. The financial institutions, in particular Rabobank Foundation should consider highly to support CFAP to get access to the planned goal.

6. GENDER DISAGGREGATED SUMMARY OF ACTIVITIES

(See details in Annexure)

7. FINANCIAL REPORT

7.1. Statement of Expenditures

Schedule 4a *(See details in Annexure)*

8. RECOMMENDATIONS/FINDINGS

8.1. The recommendation of the last supervision mission in Cambodia (MTCP2) Advantages and Disadvantages Analysis between FOs created by government and FOs and or NGOs in Cambodia

| FOs created by FOs-led | FOs created by Government |
|---|---|
| Make a comparative study of the performance between FOs organised by the government and other existing FOs | |
| <p><u>General overview:</u></p> <p>-The statute and policy is established to serve the interests of farmer members and the contexts of their communities. Capital, profit and dividend are made following the agreed decision making within the farmer members, founding members and committee and is reserved to amend as needed.</p> <p>-More confidentiality and independence to run services to farmer members and networking with other relevant institutions and development agencies.</p> <p>-Much depending on external support, e.g. when register as a member of any FOs-led, and then they expected something from them. Even though, we explained the FO belongs to them as farmer members.</p> <p>-Competition with NGOs/Government that give donation directly to beneficiaries for free of charges without collaboration with FOs in operational areas.</p> <p>-Due limited capacity of majority FOs themselves, some NGOs wanted to use them as a sister/daughter organization, therefore they are not independent. The added value of FOs must be strengthened.</p> | <p><u>General overview:</u></p> <p>-The statute and policy is established following the same guidelines administratively. Capital, profit and dividend are made following the existing guidelines, no amendment by farmer members or committee of the FOs is recommended.</p> <p>-Have limited confidentiality and less independent to run services to farmer members when there is request to collaborate with other relevant institutions and development agencies, then they have to consult and or ask for permission first from PDA or MAFF.</p> <p>-Much depending on government support, e.g. when they were created by government, and then they expected something from the government. They feel that everything is belonging to the state “Angkar”.</p> <p>-What they have expected of free gifts without charge become true. When there is no funding, or the project end they will also finish.</p> <p>-Due limited capacity of majority FOs themselves, the Government needs to strengthen them, that’s why they feel depending much on government and keep consulting mostly of what related to the organizations and before their decision making within their organizations. The added value of FOs must be strengthened.</p> |

| Title(s) | Description |
|---|--|
| <p>-Continue the national level training on the training needs. Continue Farmer-to-farmer learning exchange.</p> | <p>-The trainings provided as needed by FOs which is very relevant to their services to farmer members/producers.</p> <p>-Farmer-to-farmer learning exchange model is made accordingly by means of study visits and or face to face knowledge/experiences sharing conducted during national training workshop.</p> |
| <p>The FOs should submit simple development plan to get funding support (from MTCP2) to participate to the trainings.</p> | <p>-Training on fund raising to FOs staff members/committee members and or leaders is needed prior asking them to develop a simple proposal and submit to get support from MTCP2 fund as most MTCP2 NWG members are still weak in fund raising, execution and follow up.</p> <p>-Training on project proposal development is needed as FOs should also not depending on only MTCP2, but also other IFAD related programmes/projects support like PADEE, PROCASUR and ASPIRE.</p> |
| <p>Consolidate farmers on specific commodities to address the market requirements in terms of volume and quality.</p> | <p>-Specialized producer groups and FOs is required to re-strengthen and group.</p> <p>-This will enable them access to collective sale and supply to market with big volume demands.</p> |
| <p>Revise the policy dialogue and prioritize policy agenda for the platform to make it more sustainable.</p> | <p>-Existing recommendations on policy raised in previous national policy workshops is needed to review and prioritize.</p> <p>-FOs leaders should have one voice in term of policy prioritization for the coming platform organization.</p> |
| <p>Organise regular meetings between CFAP and FNN and identify action points.</p> | <p>-The FOs led in Cambodia will be cooperated such as FCFD, FAEC, FWN and CCSF, next have regular meetings.</p> |
| <p>Work on modeling successful good practices for future replication in the country and abroad.</p> | <p>-Strengthen existing structure (farming practice). Use strategy to scale up in other operational areas and in the region.</p> |

8.2. General specific recommendations and findings

CFAP-Cambodia has continued its activities with FOs as members, FOs as non-members and relevant stakeholders from grass-root to sub-national and national level. In general, the membership-based organization in Cambodia is too new; therefore the capacity building on added value of FOs-based style is one of the most important things that CFAP and partners have to consider highly. Based on our studied visits to all FOs as members and in network recently, we could realize that most farmer leaders need specific capacity building on income generation program (economic initiatives), organizational management capacity, functioning existing services to members, value chain, market linkage, strategic working and coordination, researches/studies, M&E and participation of farmers/FOs in policy development at all levels (grass root to provincial, national and international). Farmers in Cambodia tend to do farming individually rather than collective farming, however collectively sale and collective buying is something favorable for smallholder farmers that the projects should have considered highly supporting them.

Smallholder farmers now need to become specialized in farming activities (specialized producers) that could generate proper income or profits from agricultural activities properly; this would help protection of young farmers leaving from agriculture in the future. Secondly, processing, packaging, transportation and enterprising of local produces to market are in the most needed at the moment. Farmers are reluctant to continue producing when they produced more over a need on markets and they could not keep their produces longer as they do not have storage equipments to keep produces qualitative for long consumptions.

Most smallholder farmers could not get access to inputs with good quality, sufficient finance/credit and regular market. FOs normally could not get access to finance/loan and or grant from Banks/MFIs in Cambodia, this is caused by the so poor policy to support farmers in reality, however in-kind support is here and it depends. So, collection point preparation at FOs based is the most responsive to current situation of smallholder farmers in Cambodia, but it really needs external support to get them organized structurally. This collection point will play a role as inputs sales to farmer members and also buying produces collectively from farmers/producers for regular supply to target markets. GAP is now needed by small scale farmers in response to current market demands which required clean produces qualitatively, especially for sale at high market demands.

CFAP however is trying her best to involve farmers and farmers' organizations getting access to direct benefits from the intervention of the projects without any bureaucracy and complication because it is executed by farmers' organization(s) for farmers and to serve the interests of farmer members themselves directly. However, the budget is too small to run activities with large numbers of farmer members to achieve the planned goal and expected outcomes, it was too ambitious thus we would recommend that partners like MTCP2 (IFAD, EU, SDC), other donors/partners and the Rabobank Foundation should increase appropriate grant/loan to enable organization to execute the projects/programs effectively with qualitative achieved results that could lead to long term sustainability of farmers and farmers' organizations in Cambodia in the future.

Because there are few organizations have developed business plans for uses within their organizations while all organizations as members of CFAP and in MTCP2 network have existing organizational governing structures, mentioning roles and responsibilities, however they lack of functioning effectively of what they have mentioned therein. Therefore, functioning of those existing tools/structures at FOs level is much needed. Base on our experiences with farmers and farmers' organizations, the sustainability of farmers' organizations are achievable unless there is strong strategic business plan (SBP) within the organizations and enabling them access to finance sufficiently in the future.

Because CFAP has broaden network with stakeholders both at national and international levels, therefore the organization could enable FOs getting access to close collaboration with other relevant stakeholders such as Private sector, Government and Development agencies to bring more benefits for farmers, especially small scale farmers in Cambodia. CFAP-Cambodia should be flexible in term of separation of the savings and credit program into a new MF Entity while there is too limited liquidity and or own capital within the organization, at this moment the two-in-one model should be used when there is limited policy of the NBC and or Ministry of Economy and Finance to support farmers and farmers' organizations. The Rabobank Foundation should continue to support CFAP in this transition period to enable the organization to continue giving services to members as they are very needed to improve agricultural production, small scale businesses and enterprising of their products to market more regularly.

9. ANNEXTURES

- 1. GENDER DISAGGREGATED SUMMARY OF ACTIVITIES**
- 2. FINANCIAL REPORT**