



# Impact Story

ASEAN Farmers' Organisations Support Programme (AFOSP)



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# List of Abbreviations

<b>ACEDAC</b> ASEAN Centre for the development of Agricultural Cooperative	<b>FOs</b> Farmer Organisations
<b>AFOSP</b> ASEAN Farmers' Organisations Support Programme	<b>IFAD</b> International Fund for Agriculture Development
<b>ALRAC</b> ASEAN Learning Route	<b>KOC</b> Khmer Organic Cooperative
<b>ALSPEAC</b> ASEAN Learning Series and Policy Engagement on Agricultural Cooperative	<b>MCTP2</b> Medium-Term Cooperation Programme
<b>AMAF</b> Asean Ministerial Meeting on Agriculture & Fisheries	<b>NIA</b> National Implementing Agency
<b>ASWGAC</b> ASEAN Sectoral Working Group Agricultural Cooperative	<b>PKSK</b> Pambansang Katipunan ng mga Samahansa Kanayuan
<b>EU</b> European Union	<b>RTD</b> Roundtable Discussion
<b>FNN</b> Farmer and Net Nature Association	<b>SPI</b> Indonesian Peasant Union
<b>FFP</b> Farmers Fighting Poverty	<b>VCO</b> Virgin Coconut Oil

*Disclaimer :*

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Chapter 1

# Why It Matters & About AFOSP

# About ASEAN Agriculture

 Rice 129 Million tons	 Corn 40 Million tons
 Sugarcane 171 Million tons	 Soybean 1.44 Million tons
 Cassava 70.34 Million tons	

ASEAN is one of the most productive agricultural baskets in the world. In 2012, the region produced 129 million tons of rice, 40 million tons of corn, 171 million tons of sugarcane, 1.44 million tons of soybean, and 70.34 million tons of cassava.

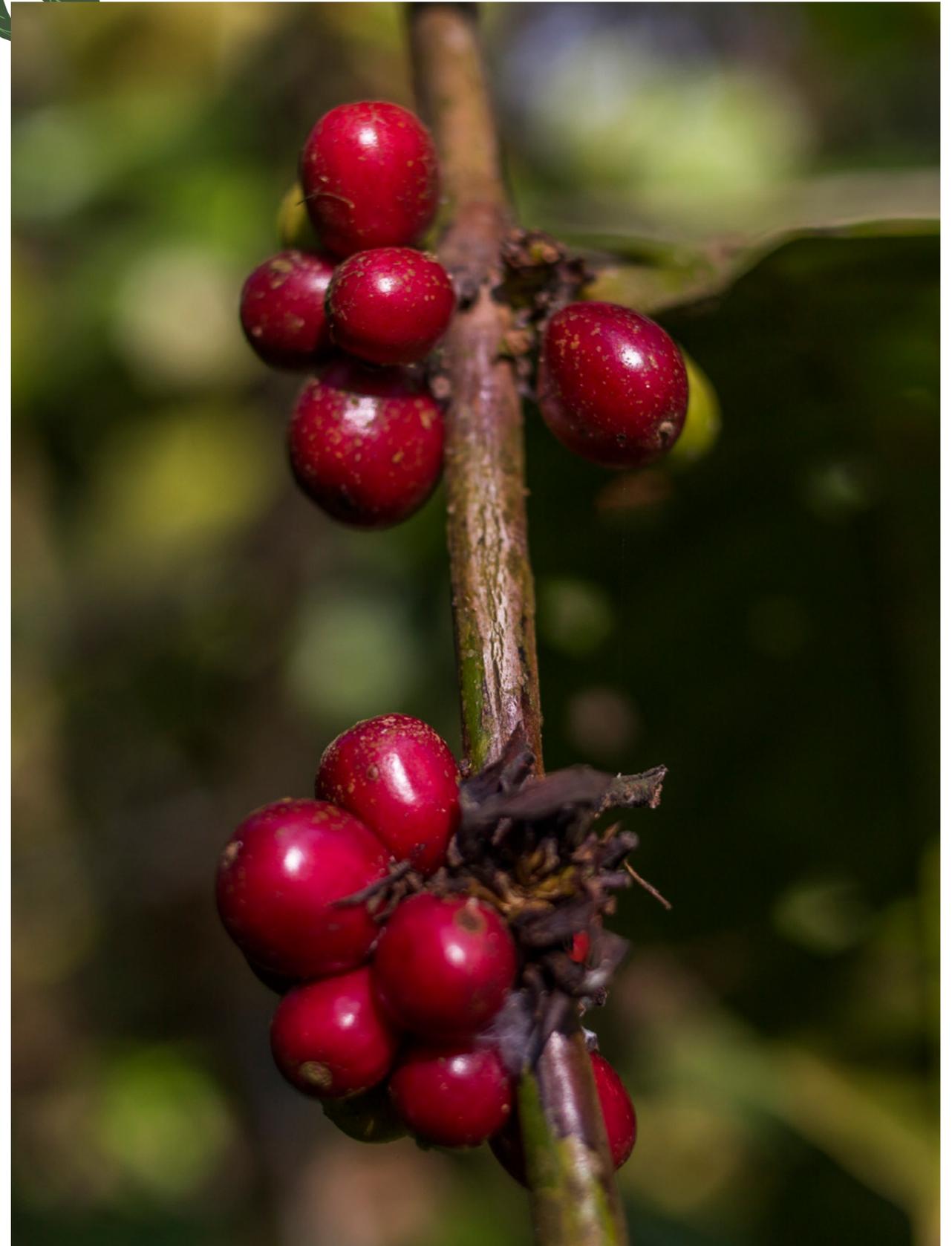
ASEAN is likely to increase exports to 18.28 million tons. While domestic utilization is projected to increase to 114.57 million from 113.04 million tons in 2012, self-sufficiency (production to domestic utilization) ratio is still assured at 116%.  
(<http://investasean.asean.org>)

Agricultural sector Brunei Cambodia Indonesia Lao PDR Malaysia Myanmar Philippines Singapore Thailand Viet Nam is a contributor to employment in Lao PDR and Cambodia at Male Female 71.7% and 54.9%, respectively, followed by Myanmar (48.8%) and Viet Nam (41.9%). Agriculture remains a key contributor to employment in other AMS, notably in Thailand (35.8%), Indonesia (30.5%), and the Philippines 12% (28.3%) despite the to manufacture and services sectors.

“To invest, uplift farming families, improve lives and attain social and economic progress working with ASEAN Agricultural cooperatives and its members.”

*ASEAN Farmers*

Agriculture also remains a key contributor to employment in ASEAN Member States, notably in Thailand (35.8%), Indonesia (30.5%), and the Philippines 12% (28.3%) despite the to manufacture and services sectors. (ASEAN Key Figure, 2019)





Illustrations Designed by pikisuperstar

## Why It Matters

Agriculture is a way of life in ASEAN. Eight out of 10 countries in ASEAN are agriculture-reliant, with a high proportion of practitioners being smallholder farmers. The sector offers real opportunities. Improving and targeting smallholder farmer practitioners is the people-centred pathway to social and economic progress that will transform the agricultural landscape and promote rural development. We work towards this with the goal of achieving a resilient and inclusive ASEAN, integrated with the global economy.

*Our Commitment: to invest, uplift farming families, improve lives, and attain social and economic progress working with ASEAN agricultural cooperatives and their members*

The ASEAN Farmers' Organisations Support Programme (AFOSP) is a programme funded by the European Union (EU) and the International Fund for Agriculture Development (IFAD), which focuses on the improvement of smallholder farmers' living standard and food security. It aims to establish a new dimension for farmers' organisations (FOs) across this region with the ability to strengthen and influence policy as well as corporate development processes related to agriculture.

As one of its key implementors, the ASEAN Foundation is tasked with developing the key link between rural FOs in ASEAN region through policy dialogue processes. All stakeholders need to actively engage themselves with the ASEAN Blueprints particularly in those under the ASEAN Socio-Cultural Community Pillar. To achieve the goals of this initiative, AFOSP emphasises two key programmatic areas: (1) the Medium-Term Cooperation Programme with FOs in

Asia and the Pacific (MTCP2), and (2) the Farmers Fighting Poverty (FFP). MTCP2 focuses on organisational development, strengthening processes and policy advocacy while FFP works/ focuses on strengthening and empowering the development of FOs in their involvement in the supply chain through advisory services.

## What are We Doing ?

- Dialogue with Stakeholders
- Leveraging Farmer's Cooperatives
- Understanding the Gender Perspectives

*Read more about What are We Doing on the next page*

# What are We Doing ?



Photo of the 8th ASEAN Cooperative Business Forum, 26 February 2019



Photo of Field Visit to Nongpho Cooperative In



Photo of ASEAN EU Youth Forum.

## Dialogue with Stakeholders

We pay special attention to building relations and we are the bridge that connects. The focus is to promote policy dialogues and interaction between farmer organisations and ASEAN level institutions and ensure engagement of all levels in the spirit of partnership and pragmatism, aligning local, international groups and governments to ensure community buy-ins and for projects to reach scale. We do all this to improve livelihoods through more responsible and inclusive value chain working with cooperatives.

## Leveraging Farmer's Cooperatives

The objective is to enhance participation of ASEAN agricultural cooperatives in the agricultural global value chains, understand the enabling and inhibiting factors to achieve positive results from smallholder inclusion in large agricultural value chains. The issue of regional standards on food produce (e.g. organic produce, Good Agricultural Practices), value chain participation, income generation and business expansion are among the issues we address.

## Understanding the Gender Perspectives

The ASEAN Foundation set a target to have at least 40 percent women out of total registered participants at all AFOSP activities and events. This is to recognise that women play a crucial role within the smallholder system and the agricultural labour force. It is also a recognition that producers and operations that are inclusive have become industry leaders or have maintained their market.



Chapter 2

# AFOSP Journey

## 2015

- The AFOSP component under the ASEAN Foundation was initiated on 15 October

## 2016

- “ASEAN Learning Route on Agricultural Cooperatives to Address the Challenges and Opportunities of the ASEAN Economic Community for the Benefit of the Smallholders Farmers” was conducted in Thailand and Philippines, 28 March to 3 April.
- Roundtable Discussion (RTD) on “Improving social dialogue and programme cooperation between EU-ASEAN FO/CSO on strengthening Agricultural Cooperatives and Attracting Youth in Agriculture”, November 2016, Jakarta, Indonesia.

## 2017

- “ASEAN Learning Series and Policy Engagement on Agricultural Cooperative (ALSPEAC) inclusive Agricultural Value Chain on Coffee”, 19-21 July, Yogyakarta, Indonesia.
- ASEAN-EU Youth Forum for Youth Engagement in Food Production and Value Chains”, 25-26 October, Jakarta. (In this event, we brought youths from ASEAN Member States for a forum which aimed to attract young people to agricultural and sustainable agribusiness and inclusive value-chain).



## 2018

- AFOSP joined the 7th ASEAN Cooperative Business Forum by holding Coffee Corner, 16-18 January, in Manila, the Philippines
- “ASEAN Learning Series on Quality Management along Agri-Value Chain”, 29-31 May, in Bangkok, Thailand.
- ASEAN Exchange Visit 2018, “Strengthening the Role of Agricultural Cooperatives in the Coconut Value Chain Management and Job Creations in Rural Areas”, 24-25 October, in Yogyakarta, Indonesia
- AMAF Endorsement received, October 2018 “ASEAN Roadmap for ASEAN Agriculture Cooperative Development 2025” that focuses on “Enhanced Participation of ASEAN Agriculture Cooperatives in the Global Value Chain by 2025”



## 2019

- The 8th ASEAN Cooperative Business Forum “Enhancing Competitiveness of Cooperative Products in the Market and Cooperation among Cooperatives in ASEAN Countries”, 26-27 February, in Bangkok, Thailand
- ASEAN ROADMAP WORKSHOP: Multi-Stakeholder Partnership “To Enhance the Role of Agricultural Cooperatives in the Agricultural Global Value Chain” 28 February in Bangkok, Thailand
- The 2nd Regional Roadmap Workshop on Developing the Action Plan of the ASEAN Roadmap for Enhancing the Role of Agricultural Cooperatives in the Agricultural Global Value Chain, 25 September in ASEAN Secretariat, Jakarta
- ASEAN Exchange Visit 2019, “Empowering the Coffee Cooperatives in Value Chain Management and GI Certification”, 12-13 November, Pakse, Lao PDR

AFOSP is now heading to our planned goal to achieve vision of “ASEAN Cooperation in Food, Agriculture, and Forestry towards 2025”





77  
Partners

CSO, Agri-agencies, Private Sector, development partner participated in the AFOSP regional events

Years	Number of Partners
2016	4
2017	9
2018	31
2019	33

A total of 104 Cooperatives members and farmers attended the ASEAN Sectoral Working Group Activities, 2016-2019



## 4 ASEAN Learning Series

The ASEAN Learning Series is a series of workshop that helps to equip small-holder farmers with the knowledge to plan, implement, advance, scale their production, processing and marketing activities through the cross-sectoral collaboration between cooperatives, experts, university partners, together with the engagement of the government and the private sector.



1

“ASEAN Learning Series and Policy Engagement on Agricultural Cooperative (ALSPEAC) inclusive Agricultural Value Chain on Coffee”, 19-21 July 2017, in Yogyakarta, Indonesia.

2

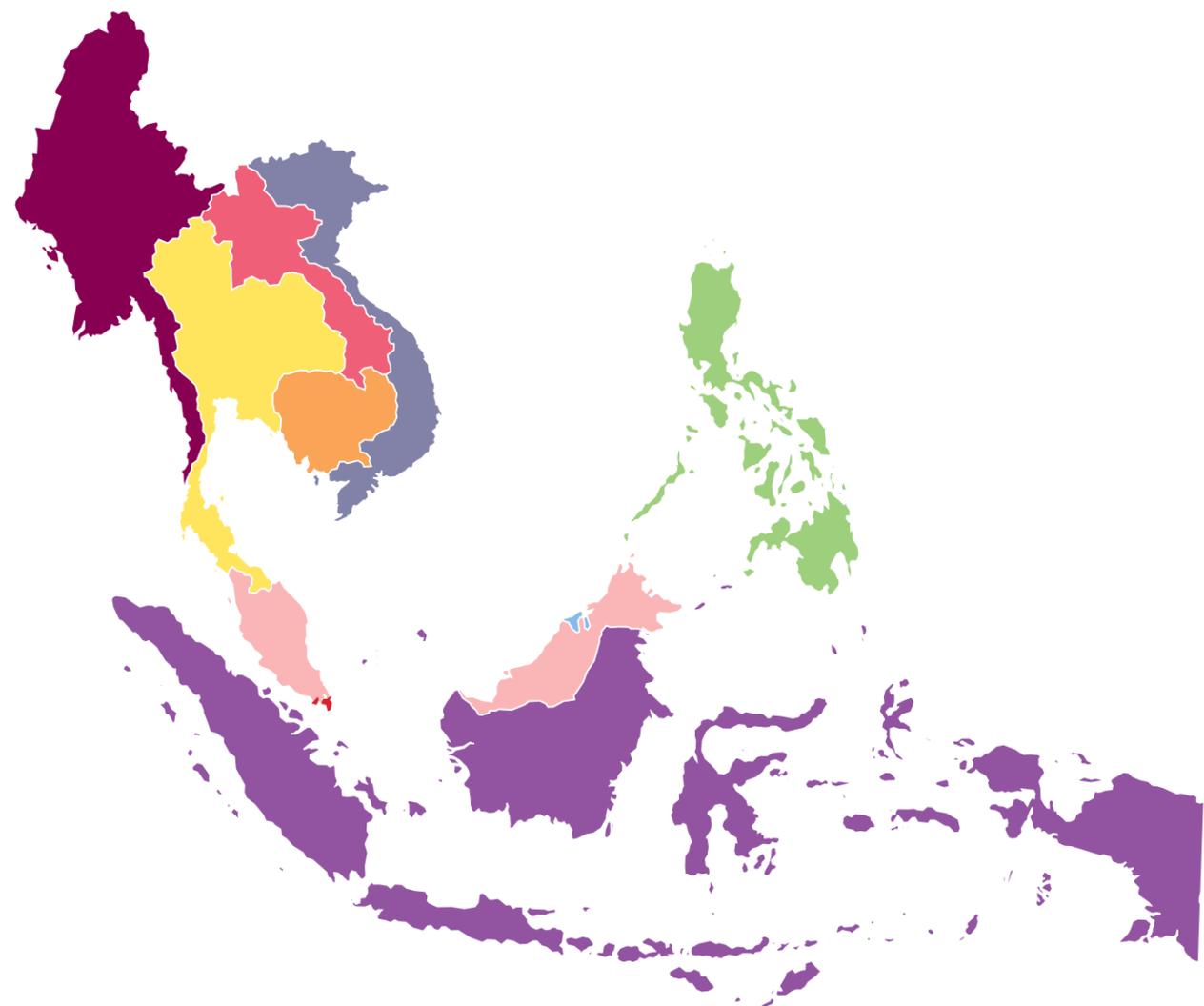
“ASEAN Learning Series Quality Management along Agri-Value Chains”, 29-31 May 2018 in Bangkok, Thailand.

3

ASEAN “Strengthening the Role of Agricultural Cooperatives in the Coconut Value Chain Management and Job Creations in Rural Areas”, 24-25 October 2018, in Yogyakarta, Indonesia.

4

ASEAN Exchange Visit on “Empowering the Coffee Cooperatives in Value Chain Management and GI Certification”, 12-13 November 2019, in Pakse, Lao PDR.



- Brunei Darussalam
- Indonesia
- Malaysia
- The Philippines
- Thailand
- Cambodia
- Lao PDR
- Myanmar
- Singapore
- Viet Nam

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Chapter 3

# Photo of ASEAN - EU



▲ Roundtable Discussion on Strengthening Farmers' Organisations/ Agricultural Cooperatives and Attracting Youth in Agriculture, Jakarta, 7 November 2016 at the ASEAN Foundation



▲ ASEAN Learning Series 2018 (Field Visit to Tomato Farm) in Thailand



▲ ASEAN Learning Series and Policy Engagement on Agricultural Cooperatives (ALSPEAC), Yogyakarta, 19-21 July 2017



▲ ASEAN Learning Series and Policy Engagement on Agricultural Cooperatives (ALSPEAC), Yogyakarta, 19-21 July 2017



▲ ASEAN Learning Series 2018 (Field Visit to Solar Dryer Dom) in Thailand



▲ ASEAN Learning Series 2018 (attend the food expo "THAIFEX" in Thailand)



▲ 7th ASEAN Cooperative Business Forum, Manila, 15-18 January 2018



▲ ASEAN-EU Scholarship and Cooperation Day 2018 in ASEAN Secretariat



▲ NIA Indonesia and AFOSP Intern attend the ASEAN Youth Expo 2018 in Jakarta



▲ 8th ASEAN Cooperative Business Forum (Field Visit), 27 February 2019 in Bangkok, Thailand



▲ SIS Mission Visit to ACEDAC Secretariat in Jakarta



▲ AFOSP attend the 20th ASWGAC and the 25th ACEDAC Meeting, 23-26 July 2018 in Langkawi, Malaysia



▲ ASEAN Goes to UIN (State Islamic University Syarif Hidayatullah Jakarta) 2019



▲ Farmers and Cooperative Representative attend ASEAN-EU Scholarship and Cooperation Day 2019 in ASEAN Secretariat



▲ 8th ASEAN Cooperative Business Forum, 26 February 2019 in Bangkok, Thailand



▲ Photo of Farmers and Cooperative Representative with the representative of EU Mission to ASEAN



Chapter 4

# ASEAN Roadmap for Enhancing the Role of Agriculture Cooperative in the Global Value Chain 2018 - 2025

## Chapter 4

# ASEAN Roadmap for Enhancing the Role of Agriculture Cooperative in the Global Value Chain 2018-2025



An important outcome from the ASEAN Farmers' Organisations Support Programme is the development of the ASEAN Roadmap for Enhancing the Role of Agriculture Cooperative in the Global Value Chain 2018-2025, which was reviewed at the 20th Meeting of ASEAN Sectoral Working Group Agricultural Cooperative in 25 July 2018 In Langkawi, Malaysia and adopted at the 40th ASEAN Ministerial Meeting on Agriculture and Fisheries (AMAF) in October 2018 in Hanoi.

The Roadmap aims to :

- provide a direction for enhancing participation of the ASEAN agricultural cooperatives in the global value chain;
- assist resource-constrained small producers and SMEs to improve productivity, technology and product quality;
- meet global market standards and increase competitiveness; and
- be utilised as a reference to harmonise the agricultural cooperatives' legal frameworks and institutional arrangements in the respective ASEAN Member States.

AFOSP organised a workshop on "ASEAN Roadmap for Enhancing the Role of Agriculture Cooperatives in the Global Value Chain 2018-2025" in Bangkok on 28 February 2019. The workshop aimed to translate the Roadmap into a work plan that could harmonise the national cooperatives development with the Roadmap's four ASEAN Pillars, namely (1) institutional and capacity building, (2) competitiveness, (3) access to finance, and (4) access to market. The workshop was attended by representatives from the ASEAN Sectoral Working Group Agricultural Cooperative (ASWGAC), development agencies, the private sector, and representatives of farmers' organisations under AFOSP-MTCP2 supported by EU and IFAD. The proceedings of this workshop are available at the link given below.

Scan for Full Document



▲ Photo of the 20th Meeting of ASEAN Sectoral Working Group Agricultural Cooperative

"ASEAN Farmers' Organizations Support Program (AFOSP) plays a significant role in the development of the ASEAN (Roadmap for Enhancing the Role of Agriculture) Cooperative in the Global Value Chain (2018-2025). Coming up with a blueprint, we can accelerate and ensure the development of the

agricultural sector in the region towards the realization of a genuine economic development and social justice. We fervently hope that AFOSP will continue to live to its noble mandate and advocacies," said Mr. Salvador Valeroso, the Vice Chairperson of the 20th Meeting of ASEAN Sectoral Working Group Agricultural Cooperative.



▲ Photo of 2nd Regional Workshop

## The Years of Implementation of ASEAN Roadmap for Agricultural Cooperatives

In 2019 ASEAN Roadmap workshop, AFOSP gathered agricultural experts to develop action plan of the ASEAN Roadmap 2019-2025 for enhancing the role of agricultural cooperatives in the agricultural global value chain. Participants have analyzed and acknowledge the lead country and possible partners to operationalise the action plan. The objective of this programme is to discuss the draft and reaffirm the recommended actions under ASEAN's Four Pillars, as well as identify the lead country and possible partners to operationalise the action plan.

At the 2019 ASEAN Roadmap workshop, AFOSP gathered agricultural experts to develop an action plan of "The ASEAN Roadmap 2019-2025 for Enhancing the Role of Agricultural Cooperative in the Agricultural Global Value Chain". The objective of this programme was to discuss the draft and reaffirm the recommended actions under ASEAN's Four Pillars, as well as identify the lead country and possible partners to operationalise the action plan. *"I do believe we can explore effective ways to strengthen agricultural cooperatives in implementing the action plan. ASEAN member states working in collaboration with all the stakeholders will be key to achieve this,"* said Mrs. Mya Myo Swe, the representative of ASWGAC Myanmar.



▲ ASEAN ROADMAP WORKSHOP: Multi-Stakeholder Partnership "To Enhance the Role of Agricultural Cooperatives in the Agricultural Global Value Chain" 28 February in Bangkok, Thailand



Chapter 5

# Our Farmers Our Story

# Our Farmers Our Story



With an immense spirit to develop the farming industry in ASEAN countries, farmers who are coming from 10 member states of ASEAN are driven together for the betterment of the farming industry in ASEAN. The foundation dedicated its effort and hard work to achieve such a goal along with EU - ASEAN cooperation. These farmers require as much support as possible from ASEAN and its partner, the EU. We are humbly announcing these stories of our beneficiaries throughout four years implementation of AFOSP and how their effort of improving their farming industry impacted the lives of many.



## Public-private partnership



### Opportunity of Learning about Agricultural Cooperatives Good Management and Cooperation

Irwan Hamid is the head of the cooperative department at the Indonesian Peasant Union (SPI), an Indonesia-based farmers organisation that focuses on the empowerment of farmers across the country. Having participated in 2016's ASEAN Learning Route (ALRAC) that was held in Thailand and The Philippines, he commended that the programme opened his eyes to the potential of farmers' cooperation. The cooperation between the private sector, government, and farmers must be done in a way that benefits all parties.

He hopes that in the future, farmers are not only the object of policy implementation but rather they can influence policy formulation. "We hope to build a collective agricultural enterprise in the cooperative institution that can position farmers not only as a supply chain but as potential business partners," he added.

Mr. Hamid thinks that there are many lessons that can be taken as a guideline for his organisation as the result of information exchange in Thailand and the Philippines. "We were able to interact with the farmers and understand how they run their farm, as well as how they sell their (what they) produce through cooperatives to ensure the availability of markets for their crops," Irwan said.

### Main lessons learnt of ALRAC:

A combination of long tradition with agricultural cooperatives, national frameworks and policies, cooperative research and academic support and favourable cooperative laws and regulations are essential for enhancing cooperatives and creating new cooperative business models along the value chain. Partnering with the private sectors opens new perspectives and shows big benefits for cooperatives especially with regard to positioning in a competitive market in the ASEAN Economic Community (EC). Organic production and contract farming have proven to be very effective especially for poor and marginalized farmers. Capacity building in cooperative management, new production techniques, controlling of product quality along the value chain and customer orientation are essential to build up strong cooperatives. Cooperatives with two level enterprise approach (cooperate enterprise and member level enterprises) ensures that small entrepreneurial households and poor farmers are included in the overall enterprise development and at the same time be strengthened as individual farmer or entrepreneur. This allows better economies of scale in production and bargaining power in marketing, which in turn enables the cooperative and the individual farmer to compete with larger enterprises and to tap existing profitable opportunities in the current ASEAN markets.

# Agricultural Initiative



## Coffee and Recreation

Hari Susanto is the chairman of the Ngrancah Coffee Cooperative in Indonesia, an organisation that strives for the economic empowerment of the of Ngranca coffee farmers in Magelang, Central Java, Indonesia. He joined the ASEAN Learning Series and Policy Engagement on Agricultural Cooperative (ALSPEAC) inclusive Agricultural Value Chain on Coffee in Yogyakarta, Indonesia In 19 - 21 July 2017. Throughout the program, he discovers market opportunity in the ASEAN

region. After the ALSPEAC event, Mr. Susanto came up with an idea to build a “coffee world” where recreational activities collaborated with conventional sales of coffee. The development of the program has reached a specific step, which is developing a coffee shop with a flagship program of creating a ready-to-serve coffee product.

“ALSPEAC helped to increase the awareness and knowledge of farmers. It also helped us to improve the quality of the coffee, and this has supported us in opening access to a broader market,” he said.

## Lessons Learnt :

Hari Susanto has made the concept of the recreational park that focuses on education in the development of Ngrancah Coffee Cooperatives. It turns out that there are some hurdles due to regional policies. Even though it stuck in the current expansion, Ngrancah Coffee Cooperatives still held activities that may pave the way to get there, especially in terms of cooperatives development and market access throughout members that opened cafés around Magelang and Yogyakarta. Ngrancah Coffee Cooperatives current hurdle lies in the new regional government who does not fully support their programme therefore, the recreational park plan is put on hold.

“What is sure from ALSPEAC is that it brings a positive impact to our cooperatives so it can pave its way to a better cooperatives’ form. We hope that our members’ capabilities can is explored through a better sort of cooperation. During ALSPEAC, we saw that Kopi Merapi developed their cooperatives to extend their market and build their plan to create recreational activities that have economic value.” Mr. Susanto explained.



▲ ASEAN-EU Youth Forum 2017

## Improve the quality of organic products

In 2018 “The ASEAN Learning Series on Quality Management along the Agriculture Value Chains” was conducted in Bangkok from 29 to 31 May 2018. This event targeted farmers across the region who were willing to improve the quality of their organic agricultural products. Coinciding with 2018 Thaifex – World of Food Asia, the ASEAN Learning Series enables farmers to learn numerous ways to improve the quality of their agriculture products. Him Noeun, one of the participants from Cambodia, feels very motivated to share what he learned from his visit to Thaifex with other farmers, especially about how to improve the quality of organic products and how to do the post-harvest process by using a solar dryer dome.

“We will bring the idea and the knowledge from here to improve our farmer capacity regarding the packaging, processing, branding and linking product to the market,” said Him Noeun, a member of Cambodia’s Farmer and Net Nature Association (FNN). In his opinion, it is so important for the future of Cambodia to improve the post-harvest operation and technology even if they have a lot of local products. The organisation is looking forward to promoting mutual help, solidarity and cooperation among villagers, as well as coordinating and undertaking collective action in developing ecological agriculture, natural resources management, cooperative business practices and community development.

In addition, Noeun has a motivation to improve the general livelihood of farmers in Cambodia by having a good internal control. “We would like to focus on internal control; we want members to internally organise, so they can maximise their production,” he continued.

Him Noeun informed us that he has expanded FNN to a level that he expected because during the event, he engaged with several major agricultural cooperatives. “FNN engaged with AMRU Rice Company, Khmer Organic Cooperative (KOC) and Signature of Asia (SoA) to link organic paddy, vegetable and chicken to markets,” he said with great enthusiasm. “We even have the chance to facilitate 11 agricultural cooperatives to establish a collective natural product shop located in Phnom Penh.” Him Noeun genuinely felt that the ASEAN Learning Series Thaifex has taught him to build connections in terms of business development and agricultural cooperative initiative support.



## Eco-Friendly Packaging

In 2018, AFOSP organised a ASEAN Learning Series activity targeted at farmers in conjunction with the International Food Expo “Thaifex”. Farmers learned numerous ways to improve their products and packaging. One of the participants from Lao PDR, Ambae Oudomphone, was inspired to develop an eco-friendly packaging for Jhai coffee soap using wood waste found in her neighbourhood.

Ms Oudomphone is a product developer with Lao Farmers Network that is interested to create innovative products such as soaps made with coffee. She has joined the ASEAN Learning Series and Thaifex to learn product and packaging design. After looking around ASEAN countries, she got the idea to develop a brand-new packaging that is eco-friendly. Once she returned to her country she discussed with the young farmers about the innovative packaging which will also help reduce waste.

“At that event we learned about product and packaging design. We got the idea to develop our product with eco-friendly packaging by using the waste wood as the packaging” said Ms Oudomphone



▲ Coffee Soap

## Active Policy Dialogue on Coconut Value Chain



### Coconut Value Chain

Salvador V. Valeroso is from the Cooperative Development Authority of the Philippines, a government institution that assists small farmers in securing liberal credit, promoting effective groupings of farmers into cooperative associations, establishing an orderly and systematic marketing machinery for, and controlled by, the small farmers, and placing agriculture on a basis of economic equality with other industries. “One of the problems that we faced is maintaining areas overseas, and helping many people to produce coconuts because of the phase of industrialisation, especially developing areas with the large numbers of coconuts to subdivision and other residential areas,” Valeroso added.



By joining ASEAN Exchange Visit 2018 on Coconut Value Chain, Mr Valeroso mentioned that he gained knowledge and experiences to use as a baseline in his organisation to develop a coconut agricultural cooperative programme. *“I will use the knowledge that I gathered from this programme to aid international coconut community, farmers organisations, the government, and the Philippines Coconut Authority, considering the economic instability they face despite our high production of coconuts”* he said.

## Furthering Partnership Between Coconut Cooperative and Private Sector



In ASEAN Exchange Visit 2018 “Strengthening the Role of Agricultural Cooperatives in the Coconut Value Chain Management and Job Creation in Rural Areas,” on 24 - 25 October 2018, the member of National Implementing Agency Indonesia “Furthering Partnership Between Coconut Cooperative and Private Sector”, the participants were able to conduct a dialogue with the government on supporting their initiatives. The two beneficiaries of this programme, Mandiri Cooperative and PT. Krambil Ijo Jogja, agreed to initiate a collaborative project under a new company named Mitra Agri bisnis. This partnership gave birth to a new invention, some semi-finished products such as VCO (Virgin Coconut Oil), soaps and other products. This new partnership received acknowledgement by the local government in Poliwangi Mandar, Indonesia where its collaborative memorandum of understanding (MOU) was signed. This step ensures that their partnership is getting the necessary support from the local government to achieve their long-term goal, which is to have a technology-driven export business.



“Our partnership didn’t stop there. We also engaged the local government of Poliwangi Mandar through a collaborative memorandum of understanding (MOU). This step ensures that their partnership is getting the necessary support from the local government to achieve their long-term goal, which is to have a technology-driven export business. Series of meetings with the coconut cooperative member were held to follow up the cooperation with PT. Krambil Ijo Jogja. Both entities also came up with initiative to organise business canvas model training for other coconut cooperatives. More recently, coconut-related cooperatives held a workshop by partnering with PT. Krambil Ijo Jogja and the Ministry of Cooperative and SMEs of Indonesia. Through this workshop, 40 farmers were engaged and equipped with new skills that will help them to produce semi-finished oil. Mr. Hasani Amanah (Mandiri Cooperative Manager) said.

# Continuation of Effort to Promote ASEAN Coffee

The ASEAN Foundation with support from the ASEAN Centre for the Development of Agricultural Cooperatives Focal Point Lao PDR, under the Ministry of Agriculture and Forestry, held the ASEAN Exchange Visit 2019 themed “Empowering the Coffee Cooperatives in Value Chain Management and GI Certification” on 11-14 November 2019 in Pakse, Lao PDR.

At the event attending delegates shared their insightful experiences on and initiated discussions about key issues and challenges faced by coffee cooperatives, such as access to market, best practices and lessons learnt of specialty coffee and geographical indication. Further, they also brainstormed ideas for ASEAN coffee branding and cooperation. The brainstorming session resulted recommendations from ASEAN Working Group on Agricultural Cooperative (ASWGAC), farmers’ organisations and private sector to continue its regional cooperation and the recommendation will be submitted to the next working group meeting in Manila.

*“We recognise that the cooperative work plays an important role in stimulating the socio-economic development of many countries and is considered as the key to reduce poverty and ensure sustainability,”* said Mr. Kongkeo Vongpaseuth, Director General of DRDC, Ministry of Agriculture and Forestry of Lao PDR when asked about the benefit of the programme towards his assigned task. Considering Southeast Asia geographical condition that is ideal for coffee cultivation, we conducted an exchange visit with the purpose of mapping the key partners of the project and harmonising their goals under ASEAN 2025. Within this programme, we initiated discussions regarding key issues and challenges like market access, best practices and lessons learnt vis-à-vis specialty coffees, geographical indication (GI), and ideas for ASEAN branding and cooperation.





# Lesson Learnt

# Lesson Learnt

## Post Implementation

Post implementation survey / questionnaire given to members of farmer organizations are digital questionnaire to ease report that has to be made by the end of the program however, realize that it's a bit challenging to utilize digital questionnaires. Send the survey via email is not effective, less than 50% of participant sent back to the foundation. The field assessment could be an alternative to get the post implementation survey and human interest photos.

## Recommendation

AFOSP Regional Partner continues to strengthen the capacity of ACEDAC (ASEAN Centre for the development of Agricultural Cooperative) by having institutional partnership and continue to facilitate the institutionalisation of Agri-coop membership.

- NIA/FO should maintain the engagement with national focal point of ASEAN Sectoral Working Groups.



For Other  
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