

■ Support to the Commercialization of Cambodian Rice Project  
[AFD Grant - CKH-1077-01-S and CKH-1077-02-T]



Supreme National Economic Council (SNEC)

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**SUPPORT TO THE COMMERCIALIZATION OF CAMBODIAN RICE PROJECT**

# **ANNUAL REPORT #4 – YEAR 2016**

**AND PERSPECTIVES FOR 2017**

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## ACRONYMS

AC	Agricultural Cooperative
ACBN	Agricultural Cooperative Business Network
ACDF	Agricultural Cooperatives Development Fund
ACM	Assistant for Coordination and Management (in SCCRP project management team)
ACMES	Ayeyawady Chao Phraya Mekong Economic Cooperation Strategy
ACT	Agriculture Certification Thailand
ACTAE	Towards Agroecology Transition in the Mekong Region Project
ADB	Asian Development Bank
ADC	Agricultural Development Communities
ADF	Agriculture Development Fund (= ASDF)
ADG	Aide au Développement - Gembloux
AEA	Agro-Ecosystem Analysis
AEC	ASEAN Economic Community
AFD	<i>Agence Française de Développement</i> / French Agency for Development
AFDI	<i>Agriculteurs Français et Développement International</i>
AFO	Accounting and Finance Officer (in SCCRP project management team)
AFTA	ASEAN Free Trade Agreement
AIMS	Accelerating Inclusive Markets for Smallholders Project (IFAD project)
ALCO	Asset Liability Committee (banking)
ALiSEA	Agroecology Learning Alliance in South East Asia
AMIS	Agriculture Market Information System
AMK	Angkor Mikroheranhvatho (Kampuchea)
AML/CFT	Anti-Money Laundering / Combatting the Financing of Terrorism procedures (banking)
AMO	Agriculture Marketing Office
AQIP	Agriculture Quality Improvement Project
ARIZ	<i>Accompagnement du Risque de financement de l'Investissement privé en Zone d'intervention de l'AFD</i>
AROS	Asia Regional Organic Standard
ARPEC	Alliance of Rice Producers & Exporters of Cambodia
ASDF	Agriculture Support and Development Fund (same as ADF)
ASEAN	Association of South-East Asian Nations
ASIrri	<i>Projet d'Appui aux Irrigants et aux Services aux Irrigants</i>
ASPIRE	Agriculture Services Program for Innovation, Resilience and Extension (IFAD project)
ASYCUDA	Automated System for Customs Data
AusAID	Australian Agency for International Development
AVSF	<i>Agronomes et Vétérinaires Sans Frontières</i>
BFS ExCo	Banking and Finance Solutions Executive Committee (of CRF)
BRC	British Retail Consortium
BritCham	British Cambodian Chamber of Commerce
C2A	<i>Commission Agriculture et Alimentation de Coordination Sud (French development NGO platform)</i>
CAC	<i>Crédit Agricole Consultants</i>
CACA	Cambodian Agricultural Cooperative Alliance
CAMFEBA	Cambodia Federation of Employers and Business Associations
CAVAC	Cambodia Agriculture Value Chain Program (AusAID)
CARD	Council for Agriculture and Rural Development
CARDI	Cambodian Agriculture Research and Development Institute

CB	Certification Body
CBAPC	Contract Based Agriculture Promotion Committee
CC	Commune Councils
CCA	Climate Change Adaptation
CCC	Chamber of Commerce of Cambodia
CCD	Cambodian Certification Department
CCFC	<i>Chambre de Commerce Franco-Cambodienne</i> / Franco-Cambodian Chamber of Commerce
CDC	Council for the Development of Cambodia
CDRI	Cambodia Development Resource Institute
CEDAC	<i>Centre d'Etude et de Développement Agricole du Cambodge</i>
CEDEP	Cambodia Export Development and Expansion Program
CEFP	Committee for Economic and Financial Policy
CEO	Chief Executive Officer
CF	Contract Farming
CFAP	Cambodian Farmers' Association Federation of Agricultural Producers
CIDA	Canadian International Development Agency
CIRAD	<i>Centre International de Recherche Agronomique pour le Développement</i>
CIRD	Cambodian Institute for Research and Rural Development
CO	Certificate of Origin
CoC	Code of Conduct
COrAA	Cambodian Organic Agriculture Association
COSTEA	<i>Comité Scientifique et Technique de l'Eau Agricole</i>
CREA	Cambodia Rice Exports Association
CRX	Cambodia Rice Exporter Meeting (facilitated by IFC)
CSR	Corporate Social Responsibility
DACP	Department of Agricultural Cooperatives Promotion
DAE	Department of Agricultural Extension
DAI	Department of Agro-Industry
DAL	Department of Agriculture Legislation
DANIDA	Danish International Development Agency
DDM	Demand Driven Model
DFID	Department for International Development (UK)
DGRV	<i>Deutscher Genossenschafts- und Raiffeisenverband e. V. (German Cooperative &amp; Raiffeisen Confederation)</i>
Dis.	District
DMC	Direct-seeding Mulch-based Cropping system
DP	Development Partners
DPM	Deputy Prime Minister
DPS	Department of Planning and Statistics (of MAFF)
DRC	Department of Rice Crops
EA	Executing Agency
EBA	Everything but Arms
EC	European Commission
EC	Executive Committee
ED	Executive Director
EIF	Enhanced Integrated Framework
EoI	Expression of Interest
EPWG	Export Promotion Working Group (informal group of rice exporters supported by IFC)
ESP	Environmental and Social Policy
ESR	<i>Équitable, Solidaire, Responsable</i> (Fairness, Solidarity, Responsibility) – Ecocert owned standard



EU	European Union
ExCo	Executive Committee
FAEC	Federation of farmer associations promoting family Agriculture Enterprises in Cambodia
FAO	Food and Agriculture Organization of the United Nations
FASMEC	Federation of Association for Small and Medium Enterprises of Cambodia
FCFD	Federation of Cambodian Farmer Organizations for Development
FCRE	Federation of Cambodian Rice Exporters
FCRMA	Federation of Cambodian Rice Millers Associations
FFS	Farmer Field School
FI	Financial Institution
FNN	Farmer and Nature Network
FMP ExCo	Farming and Milling Productivity Executive Committee (of CRF)
FO	Farmer Organisations
FOO	Farmer Organisations Office of the DAE
FSMS	Food Safety Management System
FWN	Farmer and Water Network
FWUC	Farmer Water User Community
GAFSP	Global Agriculture and Food Security Program
GDA	General Directorate of Agriculture
GDCE	General Department of Customs and Excise
GDP	Gross Domestic Product
GF	Guarantee Fund
GI	Geographical Indication
GIFT	Global Institute for Tomorrow
GIZ	<i>Deutsche Gesellschaft für Internationale Zusammenarbeit</i> / German Development Cooperation
GMP	Good Manufacturing Practice
GMP ExCo	Global Market Promotion Executive Committee (of CRF)
GMS	Greater Mekong Subregion
G-PSF	Government – Private Sector Forum
GRET	Groupe de Recherche et d'Echanges Technologiques
GS	General Secretary
HACCP	Hazard Analysis and Critical Control Points
HARVEST	Helping Address Rural Vulnerability and Ecosystem Stability (USAID project)
HH	Household
HKL	Hattha Kaksekar Limited
HR	Human Resources
ICS	Internal Control System
IFAD	International Fund for Agricultural Development
IFC	International Finance Corporation
IFOAM	International Federation of Organic Agriculture Movements
IP	Intellectual Property
IPD	Intellectual Property Department of the Ministry of Commerce
IPM	Integrated Pest Management
IRAM	<i>Institut de Recherche et d'Application des Méthodes de Développement</i>
IRRI	International Rice Research Institute
ISC	Institute of Standards of Cambodia
ISC	Irrigation Service Center
ISF	Irrigation Service Fee
IT	Information Technologies

IVY	International Volunteers of Yamagata
IWRM	Integrated Water Resources Management
JCC	Joint Coordination Committee (FCRE, SNEC, IFC, AFD)
JDI	Japan Development Institute
JICA	Japanese International Cooperation Agency
KAPCD	Khmer Angkor People Community for Development
KOICA	Korea International Cooperation Agency
KYC	Know Your Customer (banking)
LGWR	Long Grain White Rice
LRI	Live Rice Index
MAFF	Ministry of Agriculture, Forestry and Fisheries
MEF	Ministry of Economy and Finance
MFI	Micro-Finance Institution
MIH	Ministry of Industry and Handicraft
MIME	Ministry of Industry, Mines and Energy
MLMUPC	Ministry of Land Management Urban Planning and Construction
MOC	Ministry of Commerce
MOWRAM	Ministry of Water Resources and Meteorology
MPWT	Ministry of Public Works and Transport
MRC	Mekong River Commission
MRC	“Mini Rice Center”
MRD	Ministry of Rural Development
M&E	Monitoring and Evaluation
NBC	National Bank of Cambodia
NC	National Coordinator
NGO	Non-Governmental Organization
NKPSAC	Nikum Krao Preah Sihanouk Agricultural Cooperative
NOP	National Organic Program (USA organic standards)
NPACD	National Policy for Agricultural Cooperatives Development
NPD	National Project Director (in SCCRP project management team)
NSC	National Standard Council
NSDP	National Strategic Development Plan
NWISP	North-West Irrigation Sector Project (ADB/AFD)
OA	Organic Agriculture
OACP	Office of Agricultural Cooperatives Promotion
ODM	Offer Driven Model
OPM	Open Paddy Market
O&M	Operation and Maintenance (of irrigation schemes)
PAO	Project Administration Officer (in SCCRP project management team)
PADAC	<i>Programme d'Appui au Développement de l'Agriculture au Cambodge</i>
PADEE	Project for Agriculture Development and Economic Empowerment (IFAD/FAO project)
PBA	Program Based Approach
PC	Project Coordinator (in SCCRP project management team)
PDA	Provincial Department of Agriculture
PDOWRAM	Provincial Department of Water Resources and Meteorology
PDRD	Provincial Department of Rural Development
PIMD	Participatory Irrigation Management Development
PIP	Public Investment Program
PM	Prime Minister

PMA	Project Management Advisor (in SCCRP project management team)
PMUAC	Preah Vihear Meanchey Union of Agricultural Cooperatives
PPAP	Phnom Penh Autonomous Port
PPCR	Pilot Program for Climate Resilience
PPD	Public-Private Dialog
PPP	Project Procurement Plan
PPP	Public-Private Partnership
PPPPRE	Policy on the Promotion of Paddy Production and Rice Export
PR	Public Relations
PSC	Project Steering Committee
PSG	Paddy Selling Group
PTP	Paddy Trading Platform
RBA	Rice Bank Association
RDB	Rural Development Bank
RGC	Royal Government of Cambodia
Rice-SDP	Climate Resilient Rice Commercialization Sector Development Program (ADB)
RMA	Rice Millers Associations
RS	Rectangular Strategy
RSEO	Rice Sector Economic Observatory
RUA-CD	Royal University of Agriculture – Chamcar Daung
SAP	Sihanoukville Autonomous Port
SAW	Strategy on Agriculture and Water
SCCRP	Support to the Commercialization of Cambodian Rice Project
SCF	Strategic Climate Fund
SCM	Scoring Criteria Method
SCM	Supply Chain Management
SEA	South East Asia
SIAL	<i>Salon International de l'Agroalimentaire</i> (Paris)
SME	Small and Medium Enterprise
SMP	<i>Sansom Mluop Prey</i> NGO
SNEC	Supreme National Economic Council
SoA	Signatures of Asia
SOWS-REF	Secretariat of the One-Window Service for Rice Export Formality
SPS	Sanitary and Phyto-Sanitary
SRP	Sustainable Rice Platform
SWAp	Sector Wide Approach
TA	Technical Assistance
TBT	Technical Barriers to Trade
TDSP	Trade Development Support Program
TFP	Total Factor Productivity
ToR	Terms of Reference
ToT	Training of Trainers
TPC	Thaneakea Phum (Cambodia) Ltd.
TPD	Trade Promotion Department of the MOC
TREA	Thai Rice Exporters Association
TRT	The Rice Trader
TWG	Technical Working Group
TWGAW	Technical Working Group on Agriculture and Water
UK	United Kingdom

UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Program
UNEP	United Nation Environment Program
UNIDO	United Nations Industrial Development Organization
UNIDROIT	International Institute for the Unification of Private Law
USA	United States of America
USAID	United States Agency for International Development
USP	Unique Selling Proposition
VAHW	Village Animal Health Worker
VF	Vision Fund
VSO	Volunteer Services Overseas
WASP	Water and Agriculture Sector Project (financed by AFD)
WB	World Bank
WCS	Wildlife Conservation Society
WIPO	World Intellectual Property Organization
WRC	World Rice Conference
WRMSDP	Water Resource Management Sector Development Program (ADB)
WTO	World Trade Organization
WVI	World Vision International

## UNITS AND MEASURES

ha	Hectare
kg	kilogram
KHR	Cambodian Riel
km	kilometer
t	ton (metric ton)
t/h	ton per hour
teu	twenty foot equivalent unit (referring to freight of twenty foot containers)
USD	United States Dollars

## INTRODUCTION

The Support to the Commercialization of Cambodian Rice Project (SCCRP) is funded by the *Agence Française de Développement* (AFD – French Agency for Development) for an initial period of 3 years (January 2013 to December 2015), extended to 5 years, until December 2017. Its purpose is to contribute to support the implementation of the National Strategy of Promotion of Paddy Production and Rice Exports approved by the Council of Ministers in July 2010, with an objective of maximization of the added value and of the share of this added value reaching producers as a part of the overall goal of rural poverty alleviation.

The Supreme National Economic Council (SNEC) has been designated as the coordination agency for the implementation of this project, which involves various public and private stakeholders.

Four specific objectives are initially defined as follows in the financing agreement, corresponding to the four technical components of the project:

1. Contribute to the organization of the sector (inter-ministerial coordination, public/private partnership, professional and inter-professional organization) and to capacity building of all the actors (processors, producers, public services, banks...);
2. Establish quality standards in order to optimize the economic value of Cambodian rice in the markets;
3. Promote contract farming and the involvement of farmers organizations in the primary stage of commercialization of paddy;
4. Upgrade RDB capacities to answer the financial requirements of millers and farmers.

Project implementation phase has effectively started on January 22, 2013, when the Project Management Advisor took office.

This report is the 4<sup>th</sup> Annual Report of the project. It covers the calendar Year 2016. This report only provides an overview of the main facts or steps in project implementation for Year 2016, and major outcomes. For more details, one shall refer to the four Quarterly Executive Reports covering the same period or to other documents according to relevant references.

Last, this annual report also highlights some key stakes and elements of action plans for each component of the project, for year 2017.

## 1. KEY FEATURES IN CAMBODIAN RICE SECTOR IN 2016

### PRODUCTION

According to MAFF paddy production statistics for year 2016, the total volume of paddy produced is only 8.26 million tons, nearly one million ton below the production of 2015.

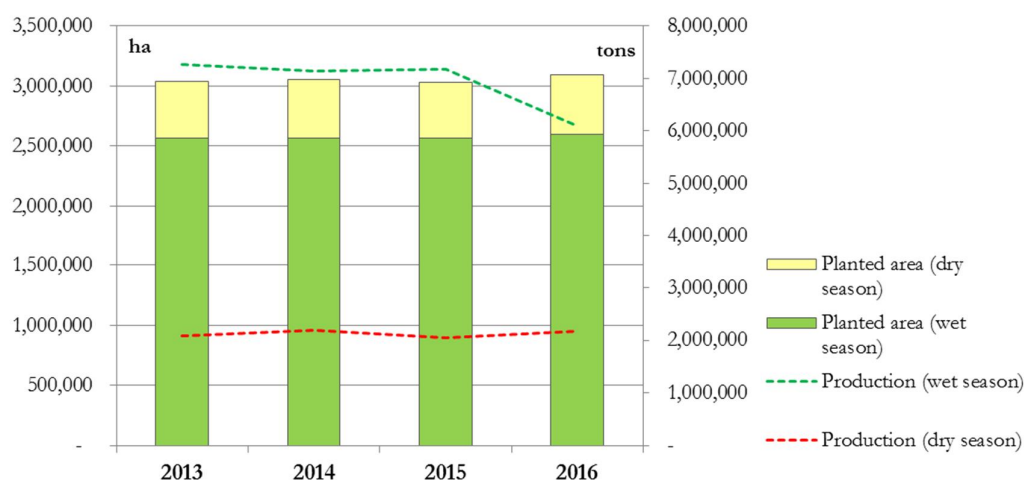
**Table 1: Cambodia paddy production in 2016**

	Wet Season	Dry Season	Total
Planted Area (ha)	2,599,586 ha	489,455 ha	3,089,041 ha
Harvested Area (ha)	2,083,245 ha	489,455 ha	2,572,700 ha
Average Yield (tons/ha)	2.929 t/ha	4.422 t/ha	3.213 t/ha
Production (tons)	6,101,282 t	2,164,600 t	8,265,882 t

Source: MAFF<sup>1</sup>

The difference with 2015 is mainly observed on wet season rice crop. Surfaces planted and average yields on surface harvested remain relatively similar to previous year, but, still according to MAFF data, the surface harvested in wet season 2016 was only 2,083,245 ha, out of 2,599,586 ha planted.

**Figure 1: Evolution of paddy planted area and production in Cambodian since 2013**



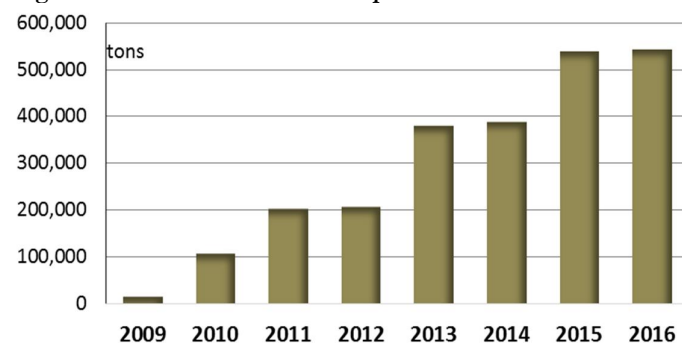
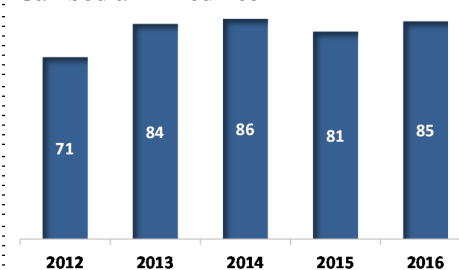
### EXPORTS

In 2016, Cambodia has exported to 542,144 tons of milled rice (See Figure 2 next page), a figure quite similar to previous year (only +0.7% increase), which, given the international market and prices context, can rather be seen as a fairly good performance. As shown on Figure 3 (next page), the number of exporters has slightly increased again, after a slight draw back in 2015 (85 exporters active in 2016).

Continuing on a trend already started in 2015, international prices of rice have kept going down drastically, in particular for fragrant rice varieties. According to the FAO Rice Market Monitor<sup>2</sup> the average price for Thai fragrant rice on the period January-December 2016 was 761 USD/t, against 1,008 USD/t on the period January-December 2015, i.e. a drop off of 23.7 %, and against 1,150 USD/t on the period January-December 2014, i.e. a decrease of 33.2 % of Thai fragrant rice over the last two years.

<sup>1</sup> <http://www.maff.gov.kh/reports/69-croppingstatus.html?start=20>

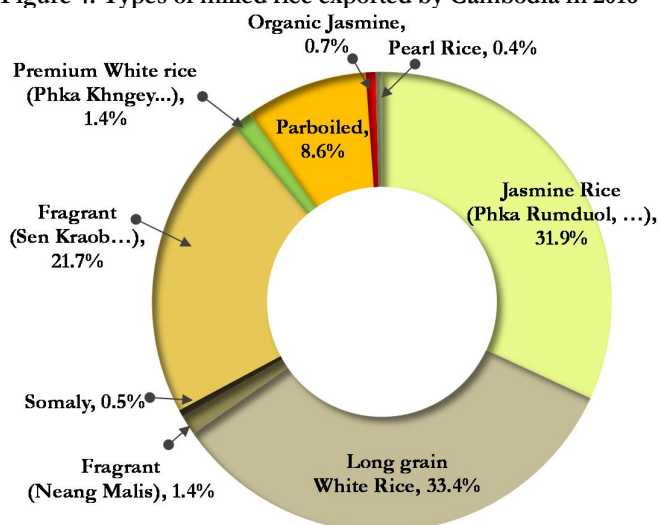
<sup>2</sup> FAO Rice Market Monitor, Volume XIX, Issue No. 4, December 2016, and FAO Rice Market Monitor, Volume XVIII, Issue No. 4, December 2015.

**Figure 2: Cambodia milled rice exports from 2009 to 2016****Figure 3: Number of exporters of Cambodian milled rice**

Source:

Secretariat of the One-Window Service for Rice Export Formality (SOWS-REF)

Regarding types of rice exported, Jasmine and Long grain white rice represent approximately two thirds of Cambodian rice exports (roughly one third for each). They remain the two main categories, but their share is still decreasing to the advantage of fragrant non-photo-sensitive varieties such as *Sen Kraob*. This trend was already observed last year, but it gets more significant with non-photo-sensitive fragrant varieties reaching 21.7 % of all exports against only 12.3 % last year.

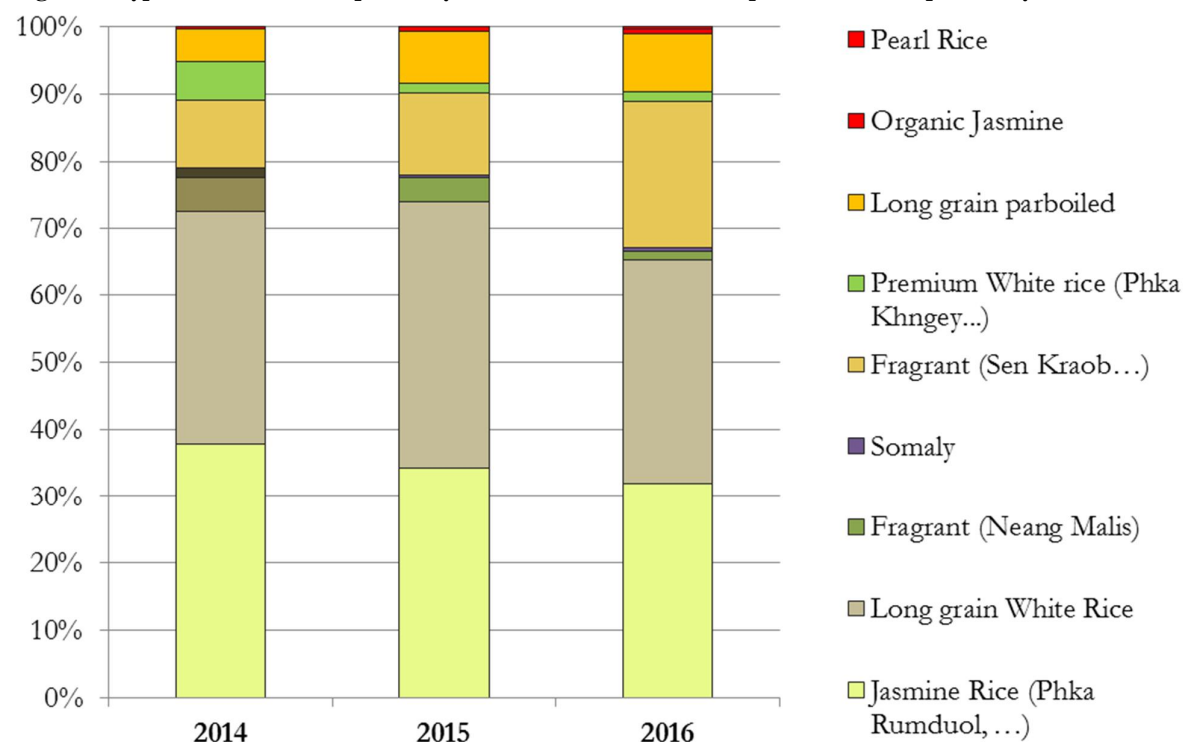
**Figure 4: Types of milled rice exported by Cambodia in 2016**

Source: Secretariat of the One-Window Service for Rice Export Formality.

Share of organic rice remains small but keeps growing: 0.7% against 0.6% in 2015 and less than 0.3% in 2014<sup>3</sup>.

The share of parboiled rice is also growing and is now reaching a volume of 46,633 t equivalent to 8.6 % of total exports of milled rice, against 41,863 t in 2015 (7.8% of exports) and only 19,050 t in 2014. (See Figure 5 next page).

<sup>3</sup> The contribution of SCCRP project to this trend is significant, with the support to organic paddy supply chain in Preah Vihear. And this trend shall be consolidated in 2017 as volume of organic paddy certified and sold to the main exporters of organic rice (AMRU, and to a lower extent Signatures of Asia) has considerably increased for harvest 2016. Yet a part of the organic-certified paddy deliver by Preah Vihear cooperatives to AMRU is processed to organic rice noodles or organic rice paper which are not accounted for in the rice export statistics.

**Figure 5: Types of milled rice exported by Cambodia in 2016 and comparison with the previous years**

Source: Based on data from the Secretariat of the One-Window Service for Rice Export Formality.



## 2. COMPONENT #1: ORGANIZATION OF THE RICE SECTOR AND CAPACITY BUILDING OF STAKEHOLDERS

### 2.1. ACTIVITIES IN 2016 AND OUTCOMES

#### 2.1.1. SUPPORT TO CRF

##### 2.1.1.1. CRF GOVERNANCE

##### FO REPRESENTATION IN CRF BOARD

The modification of the statute of CRF decided in February 2015 regarding the reservation of 3 seats in CRF Board for farmer representatives<sup>4</sup> (to be appointed by FO Federations) was applied in 2016, with the renewal of CRF Board.

SCCRP project has provided support to FO Federations to develop and validate a process for designation of their representatives in CRF Board. A key milestone in this process was the workshop organized with the FO Federations on the 1<sup>st</sup> of March 2016, which has validated eligibility criteria and procedures for selection of FO Federations' delegates<sup>5</sup>.

Criteria for eligibility of FO Federations' were verified and endorsed by CRF General Secretary in April. Then the election of the three representatives of FOs was organized on the 16<sup>th</sup> of June 2016. Three representatives were elected and results were endorsed by the election committee which included CRF President, MAFF, MoC, SNEC and SCCRP consultant<sup>6</sup>.

The other members of the Board were elected on the 2<sup>nd</sup> of July 2016 by CRF General Assembly.

##### FO REPRESENTATION IN EXECUTIVE COMMITTEE

The representation of Smallholder Farmer Organizations has also been improved in the Farming and Milling Productivity Executive Committee (F&MP ExCo, now renamed "Production and Seeds ExCo" – P&S ExCo), with 5 representatives (from the 5 main FO Federations) appointed<sup>7</sup> to be part of this ExCo since March 2016. Yet this ExCo has not been very active in the end of 2016 (last meeting was in early September).

##### REJECTION OF PROPOSED SUPPORT TO CRF GOVERNANCE

Since the very early stage of CRF creation, SCCRP project team has proposed support to the newly established Federation to reflect on its governance, representativeness and institutional aspects. CRF leaders, at that time, have expressed an interest and a willingness to fine tune their statutes and organization. In October 2014, the visit to *Inter-Céréales* in France was one of the contributions of the project to expose the Federation to international experiences of inter-professional organizations. Then a more consistent support was proposed through the mobilization of international expertise to provide advices and facilitation of a participatory process to review CRF institutional organization and governance. First ToR were sent to CRF since November 2015.

<sup>4</sup> See SCCRP project Annual Report #3, page 5 and Quarterly Executive Report #09, § 1.1.2. pages 4-5.

<sup>5</sup> See Quarterly Executive Report #13, pages 11-12.

<sup>6</sup> See Quarterly Executive Report #14, pages 5-6.

<sup>7</sup> See Quarterly Executive Report #13, § 1.2.4.2. page 12.

This long-time proposed support to CRF to review its governance principles and statutes in order notably to improve the representativeness<sup>8</sup> of the rice federation and clarify decision making procedures was finally rejected by CRF. Terms of Reference for this support were initially developed and sent to CRF in 2015. But in early 2016 it was decided to wait for the election of the new Board before to engage in this process, in order to avoid a disruption with a change of Board along the way. After new Board was elected, the proposal of support and ToR were re-sent to CRF. Despite reminders were sent, no written answer has been sent by CRF to the project, but ultimately, in October 2016, Mr Horn Theara (assistant to CRF President) has verbally indicated to SNEC project management that CRF does not wish to accept this proposed support. This now seems to be a definitive reply, and resources that were allocated for this support will be reassigned on other subjects.

It is regrettable that this support is not mobilized, as there is still, from our point of view, a strong need for a clarification of rules and decision making process within CRF, illustrated by facts such as:

- How CRF's policy advocacy decisions are made and by whom they are endorsed would have to be clarified. In principle, the recognition of CRF as the sole interlocutor of the RGC to discuss about rice sector policy issues shall be backboned by governance principles providing guarantees of CRF's representativeness<sup>9</sup>. But it is not the case.
- Need to clarify the statutes, role and the process to constitute CRF's specific Executive Committees: when these committees were created, it seems membership was to some extent based on the willingness of members to take part in a given ExCo. But in July 2016 after the election of the new Board, the composition of ExCo has been reshuffled in apparently a more top-down way.
- In July 2016, according to information given by some CRF Board members, the newly elected Board took the decision to extend its mandate duration to 4 years (which is not consistent with the organization's statutes) ... This is normally not a decision that the Board is entitled to make.

#### 2.1.1.2. SUPPORT TO CRF'S OPERATIONAL ACTIVITIES AND SERVICES

SCCRP project team and partners have worked on three areas of support to operational activities and services of CRF to its members, with quite slow progresses (if any) during this year:

- **Support branding of Cambodian premium Jasmine Rice** through the development of a Certification Mark (See details in the section of this report dedicated to Component #2).
- Support organization by CRF of **training on Global Food Safety Standards**:
  - This initiative came up in the first Quarter of 2016 after some members of CRF (Exporters) called upon SCCR project to support training on Global Food Safety Standards.
  - SCCR project has encouraged CRF to develop this service to their members. And to do so SCCR project has proposed to subsidize a part of the costs.
  - A MoU was developed for this purpose and signed between SNEC and CRF in July 2016.
  - But from the signature of the MoU and up to the end of the year, CRF did not organize any training...

<sup>8</sup> An improvement that was required by the Ministry of Economy and Finance since 2015.

<sup>9</sup> Generally, countries which have a law on representative inter-professional organizations (providing some strong prerogatives to such organizations) impose conditions of representativeness such as a minimum percentage of actors of a given sector are members of the inter-professional body and strategic decisions (including endorsement of advocacy positions) are submitted to a vote by college (one college corresponding to a category of stakeholders: for instance producers, millers and exporters) and a decision is made only at the unanimity of colleges (i.e. if the decision submitted is approved by a majority of producers + a majority of millers + a majority of exporters, etc.)... as it was successfully implemented with the facilitation of SCCR project in January 2014 with FCER, for the vote on institutional scenarios – See Quarterly Report #05, pages3-4).

- Consider the **development with CRF of a Paddy Trading Platform** to ease commercial contacts between Farmer Organizations and millers / exporters:
  - The idea of a tool to ease the connection of Farmer Organizations as paddy suppliers with potential buyers was discussed within the F&MP ExCo (now renamed P&S ExCo) and the decision to organize workshop on this subject (and also on potential facilitation role of CRF in Contract Farming development) was taken in the frame of this ExCo.
  - Two consultation workshops with several representatives of FOs and millers have been organized in May and in September, with CRF as a co-organizer (with SCCRP project).
  - The second workshop has confirmed the interest of potential users to set up a Paddy Trading Platform. But finally CRF did not confirm its willingness to host this service, and it was eventually implemented by the project, in partnership with FO Federations, but without CRF.

#### 2.1.1.3. OVERALL SITUATION OF SUPPORT TO CRF

Overall, and in regard on the elements described above, SNEC project management team is disappointed by the low pace of progresses of practical and operational activities that the project is willing to support in CRF, and baffled by the attitude of CRF which does not seems proactive to achieve tangible results through these proposed practical services.

Regarding institutional aspects, after one year of tergiversation, CRF has finally clearly rejected (yet verbally only) the expertise and external facilitation proposed to the Federation to work on the improvement of its statutes and internal rules to improve its governance and representativeness.

SNEC management has expressed a loss of confidence in the Cambodian Rice Federation and has instructed<sup>10</sup> the project team to limit further partnership with CRF to: i) the finalization of the creation, registration and implementation of the Certification Mark if possible (considering the important investments already made by the project on this matter) and ii) to the support smallholder farmers representation within CRF.

### 2.1.2. SUPPORT TO FO FEDERATIONS

#### 2.1.2.1. SERVICES DEVELOPMENT

FAEC, FCFD and FWN have pursued the development of services to their members notably in the three following areas:

- Input supply (collective negotiation of input prices with companies);
- Paddy trading;
- Access to credit (for FAEC and FCFD only).

For input supply, partnership between FAEC and FCFD and Bayon Heritage has been consolidated, yet could still be scaled up in the coming year.

Results of the support to paddy commercialization are not as good as expected. The difficult economic and market context for the rice sector this year can partly explain the limitation of collective sales by FOs members of Federations. Notably, “Paddy Selling Group” model developed by FWN and ISC with FWUCs did not achieve expected results this year. Only few dozens of tons of paddy were sold collectively by FWUCs in the second half of this year, against 6 thousand tons sold between May 2015 and April 2016. In

<sup>10</sup> After the rejection by CRF of the proposed institutional support and of the hosting of Paddy Trading Platform (and also considering the lack of proactivity to move forward on the branding and the absence of any move on the implementation on food safety standards training).

the last quarter of this year, some cooperatives<sup>11</sup> from FAEC and FCFD in Battambang managed to negotiate selling contract with millers/exporters and to successfully implement them. (See more details in Section 4.1.4. in this report, page 18)

94 FOs have been registered as potential users of the on-line “Paddy Trading Platform”, developed by SCCRP project and deployed online in end of October, before wet season harvest (See more details in Section 4.1.3. in this report page 17). About 15 FOs have started to use the Platform by posting harvest announcements, notified by e-mails/SMS to registered millers/exporters<sup>12</sup>. For the time being, the results in term of actual sales by these FOs are not yet convincing. But this could partly be due to the particular context of rice sector in 2016. We will gather feedback from users in early 2017 and see how the tool could be improved.

Regarding access to credit, FAEC and FCFD have played an important role to disseminate the new credit offer to cooperatives endorsed by the Rural Development Bank since June 2016, and to support their members to prepare business plans and applications. Six applications were submitted by cooperatives in the second half of 2016. As of 31<sup>st</sup> December 2016, only one was approved by RDB.

#### 2.1.2.2. FUNCTION OF REPRESENTATION AND ADVOCACY

##### REPRESENTATION OF SMALLHOLDER FARMER ORGANIZATIONS IN CRF

As stated above in the section about Cambodian Rice Federation, the SCCRP project as pursued its support to ensure a stronger representation of smallholder farmers in Cambodian Rice Federation, via the FO Federations (FAEC, FCFD, CFAP, FWN and FNN).

In the previous years, some results were already obtained regarding this issue, first with the inclusion of Farmer Organizations among CRF members (whereas it was not an option initially preferred by MoC), with the election of a representative of FOs in the first Board of CRF (despite an election system that was not favouring this), the participation of three FO Federations representatives in the “Farming and Milling ExCo” since 2015, and the revision of CRF’s statutes in 2015, with the reservation of three seats in CRF Board for representatives of FO Federations.

In 2016, these outcomes have been consolidated, with:

1. The approval of two new representatives of FO Federations in CRF’s “Production and Seeds ExCo (new name of the former F&M ExCo), which now include a total of 5 representatives of farmers, from CFAP, FAEC, FCFD, FNN and FWN<sup>13</sup>.
2. The development and endorsement<sup>14</sup> of detailed procedures for the election of the three FO Federations representatives in CRF Board, and the effective implementation of these procedures and actual designation of three FO leaders to seat in CRF Board<sup>15</sup>.

##### PARTICIPATION OF FO REPRESENTATIVES IN POLICY DIALOG AND DEVELOPMENT OF ADVOCACY CAPACITIES

Representatives of FO Federations have been invited and supported to take part in consultation on policy issues, notably in the consultation workshop organized on 15 July 2016 on the Rice Policy review<sup>16</sup>.

<sup>11</sup> Notably Nikum Preah Sihanouk AC (from FCFD) and Chamroeun Phal Raingkesey (from FAEC) – See Quarterly Executive Report #16.

<sup>12</sup> Details on the “Paddy Trading Platform” are given in Quarterly Executive Report #16, Section 3.5., pages 23-28.

<sup>13</sup> See Quarterly Executive Report #13, § 1.2.4.2. page 12.

<sup>14</sup> See Quarterly Executive Report #13, § 1.2.4.1. pages 11-12.

<sup>15</sup> See Quarterly Executive Report #14, § 1.1.4.2. pages 5-6.

FO Federations have also received a participatory and technical training on advocacy during two days, on 23<sup>rd</sup> and 24<sup>th</sup> of November 2016. Trainer was provided by AVSF headquarter as part of AVSF-CIRD-ADG contract.

## 2.2. STAKES, OBJECTIVES AND ELEMENTS OF ACTION PLAN FOR 2017

### 2.2.1. CAMBODIAN RICE FEDERATION

Based on CRF decision, institutional support to CRF (review of institutional structure and governance) is no longer on the agenda. In the last year of the project, the support to CRF will be mainly focused on the support on the branding of Cambodian Rice (under Component #2 of the project – see the following section of this report, from page 13).

The MoU signed with SNEC for support to training sessions on food standards remains valid until end of May 2017. But to date CRF failed to organize such training and thereof to mobilize the funds dedicated for this purpose. The tentative they have made in January 2017 has failed (not enough trainees registered and the training was cancelled). Yet CRF still has the possibility to try again before end of May. But that MoU will be null and void beyond that date.

CRF is associated to the process of rice policy review, as a member of the ad-hoc working group led by SNEC for this purpose. CRF will notably mobilize some millers and exporters to take part in the second consultation workshop on the draft reformulation of rice policy. Representatives of farmers will be mobilized directly via FO Federations.

Last, SCCRP project representatives may continue to join (if invited) meetings of Production and Seeds Executive Committee and Global Market Promotion Executive Committee.

### 2.2.2. SUPPORT TO FO FEDERATIONS

#### 2.2.2.1. CONTINUE SUPPORT TO FO FEDERATION ON REPRESENTATION AND ADVOCACY

In 2017, SCCRP (in particular AVSF-CIRD-ADG team) will continue to support FO Federations in their representation and advocacy roles:

- Within CRF, via a support to the representation in relevant CRF instances, notably in the Board and in the Production and Seeds Executive Committee. Moreover, federations will contribute to the organization of paddy competition and/or paddy (and other agricultural products) display in Cambodian Rice Festival and other forum.
- With the government, in particular within the process of Rice Policy reformulation. FO Federation will notably be invited to join the Rice Policy consultation workshop in February 2017, and a preparatory session will be organized with them before that workshop.
- + other support to the implementation of FO Federations' advocacy action plan.

#### 2.2.2.2. UP-GRADE THE SUPPORT TO PADDY COMMERCIALIZATION BY FOS AND LINKAGE WITH BUYERS

FO Federations will continue to be accompanied in the development of services to their members to support initiatives of paddy commercialization and linkage with potential buyers.

A survey and/or workshop shall be organized to review the pilot implementation of the on-line Paddy Trading Platform. Announcements posted last year did not lead to many commercial contacts, and we need

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<sup>16</sup> Cf. Quarterly Executive Report #15, § 1.2.5.2. page 11.

to assess if the reason was more contextual or if the concept is wrong or need to be revised (see also page 23). Based on feedback from users (and in particular from millers/exporters), a version 2.0 could be developed and deployed for a second round of testing.

Besides, the Paddy Trading Platform was developed under the ownership of SNEC/SCCRP project<sup>17</sup>, and (if it is decided that the platform is a relevant tool and has to be sustained) its ownership shall be transferred (it would not be natural to keep such a platform under SNEC as it is far from the mandate of the Council). A transfer to one FO Federations (or jointly to several ones?) could be considered, decided and implemented by the end of the project. The formalized partnership MoU signed recently among FO Federations could ease the option of a joint ownership and management of the platform.

Assess in details the results of collective selling operations by 2 ACs in Battambang (for approximately 500 tons each), draw lessons and support replication with other cooperatives and scaling up.

#### 2.2.2.3. ROLE OF FO FEDERATIONS IN ACCESS TO CREDIT

FO Federations are important stakeholders and partners of RDB for the development and implementation of credit mechanisms to Agricultural Cooperatives / FOs. A new round of dissemination of RDB's credit offer to FOs will be jointly organized by FO Federations and RDB in early 2017. Then FO Federations (notably FAEC and FCFD which have been strongly active since the beginning of the process) will continue to provide support to their members to develop business plan and prepare their application for loans. Yet, to improve efficiency in the process, procedures and modalities of the collaboration between FO Federations and RDB will have to be clarified and improved. Details on these matters are proposed in the Section 5 of the report - under Component #4, related to RDB – see from page 28). FO Federations will provide technical support (capacity building in financial management) to ACs which have accessed loans from RDB in order to support successful implementation of their business activities. A refresh training of FO Federations evaluators about the Scoring Criteria Method (SCM) will also be implemented before to proceed with an up-dating of the evaluation of FO Federations' members.

#### 2.2.2.4. ROLE OF FO FEDERATIONS IN ACCESS TO AGRICULTURAL INPUTS

Federations will organize business matching workshops with the potential agricultural input supplier / companies, rice millers, bank/MFI and partners in order other to negotiate for loan or business contract for buying or selling inputs or products as well as to develop contract farming involving FO members. The regular follow-up/technical advice will be provided to all members who signed contract.

#### 2.2.2.5. INVOLVEMENT IN THE ESTABLISHMENT OF AGRICULTURAL COOPERATIVES' UNIONS

To formalize clusters of agricultural cooperative/FO is seen as an asset to reach a critical mass, increase bargaining power and draw the interest of larger buyers. Federations will work closely with DACP and OACP to identify potential groups of ACs and to create, register and support new Agricultural Cooperative Unions, linked to major buyer, wherever relevant.

### 2.2.3. INSTITUTIONAL SUPPORT TO PREAH VIHEAR MEAN CHEY UNION OF AGRICULTURAL COOPERATIVE (PMUAC)

Some operational support to the extension and scaling up of contract farming for organic paddy supply will be provided to cooperatives in Preah Vihear under Component #3 of the project. Yet (and notably because

<sup>17</sup> As CRF finally did not accept to host it (or did not fulfilled the prerequisites for the platform to be put under CRF ownership), as explained in the Quarterly Executive Report #16, § 3.5.2. pages 25-26.



the MoU between SCCRP project and PMUAC is financed under the Component #1 of the project) we can present here the main elements regarding the institutional support and consolidation of PMUAC.

#### 2.2.3.1. FINANCIAL REPORTING 2016 AND PLANNING 2017 AND ISSUES OF PROFIT SHARING/DIVIDENDS

IVY is providing some support to PMUAC on accounting (in particular to report the accounting in QuickBook accounting software). In complement the project team will also provide some analysis and inputs in particular to allow a more strategic presentation of financial reporting.

In early 2017, some matters of concerns have been reported as some of the leaders of AC members of PMUAC are expecting PMUAC to share the profit to member ACs (based on share-holding) and to include the fees paid for 2016 delivery (50 KHR/kg) as part of the incomes to consider in the calculation of profits of last year<sup>18</sup>. A misunderstanding of the business model of PMUAC could be extremely harmful for the sustainability of the Union, if members of the Board do not understand that fees paid on the basis of paddy sold in Year  $n$  are the incomes for PMUAC to cover its costs in Year  $n+1$ . Project team (including counterpart officers of DACP) will have to support PMUAC General Manager to provide explanation and a clear understanding of the system. Also budget 2017 has to be prepared carefully to showcase the costs that the Union will have to cover in the coming year, before it can actually collect the fees for next harvest.

#### 2.2.3.2. FORMAL INTEGRATION OF 11 COOPERATIVES WHICH HAVE SOLD ORGANIC RICE IN 2016

The four ACs that have been supported by IVY and have delivered paddy to AMRU in 2016, and the seven ACs that SCCRP project has supported to supply Signatures of Asia are expected to join PMUAC (and have planned to contribute their fees in proportion of volumes of organic paddy they have delivered in 2016)<sup>19</sup>.

SCCRP project and DACP will facilitate the process of their integration and their participation in the General Assembly. With DACP, project team will encourage PMUAC to revise its statutes and extend the number of representatives in the Board to allow these new-comers to be represented.

#### 2.2.3.3. SUPPORT MEDIUM-TERM STRATEGIC PLANNING AND OTHER CAPACITY BUILDING INPUTS

As part of the support to PMUAC (and under the budget line for capacity building included in the MoU with the Union, budget line that PMUAC has not mobilized yet in 2016), it is foreseen to mobilize a national consultant to help PMUAC manager and Board to develop a mid-term (5 years) strategic plan for the Union. Strategic planning for PMUAC could integrate a scaling up of its activities on organic paddy, but also possibly a diversification of its activities and services, including beyond rice production and supply<sup>20</sup>.

Other training inputs will also be provided. PMUAC has to provide a finalized plan, but tentatively it could include:

- Training on GIS mapping and GPS use;
- Support to the development of Human Resources policy
- Support to the development of Finance management policy.

<sup>18</sup> And it seems AC leaders have in some case been encouraged in this understanding by officer of OACP Preah Vihear and by other supporting NGOs.

<sup>19</sup> For the 7 ACs involved with Signatures of Asia, the transfer of corresponding amount has actually already been done.

<sup>20</sup> For instance, in early 2017, SCCRP project has notably established a contact between PMUAC and the UNDP project on cassava sector: some cassava processing/export companies could be interested to buy organic cassava (to supply organic starch to agro-food industry) and to value the know-how of PMUAC regarding Internal Control System, whereas some farmer member of PMUAC ACs are also cassava producers and are demanding for a support of PMUAC for the marketing of this production.

## 2.2.4. TENTATIVE TIMEFRAME FOR COMPONENT #1 IN 2017

The Table 2 (below) summarizes an indicative work plan of the Component #1 for year 2017.

**Table 2: Tentative time schedule for Component #1 in 2017**

	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>CRF / Interprofessional Federation</b>												
Involvement of CRF in Rice Policy Review												
Time open for training on food standards												
Participate in Prod. & Seeds ExCo meetings (?)												
Participate in GMP ExCo / Branding (Cf. C#2)												
<b>FO Federations (FAEC, FCFD, FWN + CFAP and FNN...)</b>												
FAEC and FCFD General Assemblies												
Involve FO Federation in Rice policy Review												
Involve FO Federation in CRF Board and Prod. & Seeds ExCo meetings												
Involve FO Federation in Cambodian Rice Festival and Rice Forum												
Involve FO Federation in other events												
Assessment Paddy Trading Platform												
Improve PTP and second round of use												
Support to Paddy Selling Group												
Disseminate new RDB credit policy to Fos												
FAEC/FCFD support request for loans												
Support FOs in implementing business activities with the loan from RDB												
Organize business matching workshops												
Follow-up CF implementation by Fed. mb												
Conduct SCM training and assessment												
Involve in ACU formation with MAFF												
Facilitate the training on Value Chain												
Facilitate the training on Paddy Seeds multiplication technique												
<b>Union of ACs in Preah Vihear (PMUAC)</b>												
Prepare plan + budget 2017												
Collect fees and clarify dividend issue												
Formal integration of new ACs (7+4)												
General Assembly												
Integration of ICS supervisors sponsored in 2016												
PMUAC 5 years strategic planning + HR policy and Finance policy												
Other operational support to PMUAC												

(See Component #3)



## 3. COMPONENT #2: IMPROVEMENT, STANDARDIZATION AND CERTIFICATION OF THE CAMBODIAN RICE QUALITY

### 3.1. ACTIVITIES IN 2016 AND OUTCOMES

#### 3.1.1. SUPPORT BRANDING OF CAMBODIAN PREMIUM JASMINE RICE (CRF CERTIFICATION MARK)

The main focus under the Component #2 is the support to the development of CRF's certification mark for premium Jasmine rice. The progress and situation on this matter for year 2016 can be summarized as follows:

Some progresses were made in the first half of 2016 regarding the development of CRF's Certification Mark: all legal compliance requirements and quality management system requirements have been endorsed (completing the product specifications already validated). TÜV Rheinland has finalized the procedures for compliance verifications. And some principles were agreed regarding the management of the brand, including the principle of a payment of fee by brand users and the principle that a part of the fees collected would feed a Farmer Organizations development fund.

The name "Angkor Malis" was first validated by GMP ExCo, but then questioned again after the composition of this ExCo was changed in July 2016. Finally only the spelling of the name has been changed to "Angkor Malys". The decision has been made by CRF President (but without a vote of the GMP ExCo, which was supposed to be the decision maker on the branding process as agreed – by written – by CRF since April 2015).

Work on a legal reformulation of the rule for brand use has been done in partnership with an IP lawyer commissioned by WIPO, as part of its partnership with the Department of Intellectual Property of the Ministry of Commerce.

Since mid-2016, progresses have been slow. Despite SCCRP has proposed a draft action plan to address the numerous remaining steps to be undertaken since April, as of 31<sup>st</sup> December 2016, this action plan has not been discussed in GMP ExCo, and most of the next steps required have not been implemented, and not even discussed: issues of registration in Cambodia and in other target countries, accreditation of authorized Certification Bodies by CRF, Information of potential brand users and support to get ready to supply branded rice, internal organization of CRF to undertake its task for the management of the brand, launching and promotion, etc... The imposed new composition of GMP ExCo has also heavily disrupted the process. And the absence of answers from CRF to the questions raised by SCCRP project team is questioning the willingness of CRF to achieve the objective of the branding process and creation of the Certification Mark.

#### 3.1.2. OTHER QUALITY LABELS: ORGANIC CERTIFICATION

The support to the development of an organic paddy supply chain is implemented by SCCRP under component #3 (as part of Contract Farming pilot activities) and partly Component #1 (in particular regarding the financial support to the development of Preah Vihear Union of Cooperatives). Yet the outcomes of this support also contribute to the objective of the Component #2 of the project, i.e. the establishment and use of quality labels to increase the market value of Cambodian rice.

The successful scaling up and consolidation of an organic paddy supply chain is an outstanding achievement of Year 2016, with notably a second exporter involved and a total volume of more than 8,700 tons organic<sup>21</sup> paddy delivered to AMRU and Signatures of Asia by 19 cooperatives of Preah Vihear.

### 3.2. STAKES, OBJECTIVES AND ELEMENTS OF ACTION PLAN FOR 2017

For Year 2017, CRF is expected to carry over the process of “branding” and to manage the registration of the brand with the Ministry of Commerce in Cambodia, the information of millers/exporters and their preparation to get ready to supply the branded product, and the launching and promotion of “*Angkor Malys*” brand.

SCCRP contribution is expected to be focused on the support to the registration of “*Angkor Malys*” certification mark in third countries, notably (by order of priorities and within the limitation of the remaining budget for Component #2): European Union, USA, China and Hong Kong, ASEAN countries, and possibly Japan, South Korea and India.

If budget remains after that, few promotion actions could be supported.

#### 3.2.5. TENTATIVE TIMEFRAME FOR COMPONENT #2 IN 2017

The Table 3 below summarizes a tentative work plan of the Component #2 for 2017.

**Table 3: Tentative time schedule for Component #2 in 2017**

	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Branding of Cambodian Rice</b>												
Angkor Malys registration in Cambodia												
Procurement of IP agent for registration abroad												
Proceed with registration of Angkor Malys in third countries												
<b>Organic certification (→ Component #3)</b>												
Export organic rice produced in 2016												
Consolidate ICS and extend organic production												
Inspection and certification of harvest 2017												

<sup>21</sup> Certified by Ecocert in reference to both EU and USA organic standards.

## 4. COMPONENT #3: PROMOTION OF CONTRACT FARMING AND ENHANCEMENT OF THE INVOLVEMENT OF FARMER ORGANIZATIONS IN PADDY COLLECTING AND PROCESSING

### 4.1. ACTIVITIES IN 2016 AND OUTCOMES

#### 4.1.1. PILOT CONTRACT FARMING ACTIVITIES

##### 4.1.1.1. CONTRACT FARMING WITH AMRU FOR ORGANIC RICE

For Year 2016, the expected scaling up of Contract farming for organic paddy between AMRU-Rice and cooperatives in Preah Vihear was seen as very ambitious (given the fast increase of number of farmers and volumes committed) and thereof challenging. But it was finally very successful: 4 new cooperatives have joined this organic paddy supply frame, organic certification has been granted without major difficulty (Ecocert even underlining the good work made by the team of the Union of Cooperatives), and 7,997.7 tons of organic paddy were delivered to AMRU.

**Table 4: Volumes of organic paddy delivered to AMRU by 12 ACs involved in CF agreements (harvest 2016)**

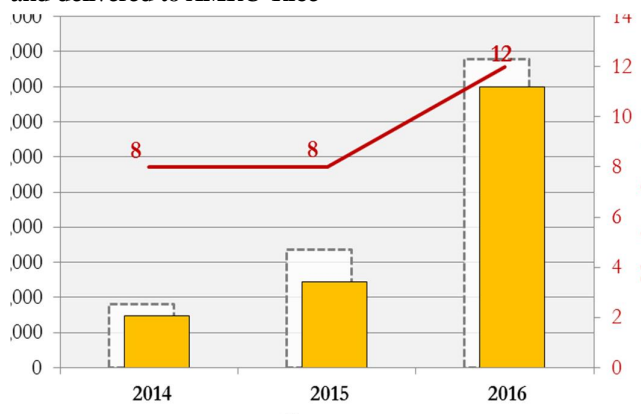
ACs name	Volume committed in contract (kg)		Volume Total in contract (Kg)	Quantity of paddy sold (kg)		Volume Total sold in Kg	Gap or surplus in Kg	Gap / surplus in %
	Fragrant Rice	White Rice		Fragrant Rice	White Rice			
Krabao Prum Tep	259,500	207,900	467,400	311,765.00	200,878.00	512,643	45,243	9.7%
Livelihood improvement	242,500	374,500	617,000	148,664.00	163,815.00	312,479	(304,521)	-49.4%
Rohas Samaki Mean Chey	250,750	9,500	260,250	226,884.00	8,585.00	235,469	(24,781)	-9.5%
Leuk Kampos Satrey	854,500	1,232,500	2,087,000	993,949.00	680,085.00	1,674,034	(412,966)	-19.8%
Romduol Malu Prey Cheay Den	619,900	519,300	1,139,200	619,181.00	185,870.00	805,051	(334,149)	-29.3%
Satrey Ratanak	1,570,800	734,000	2,304,800	1,843,603.00	583,166.00	2,426,769	121,969	5.3%
Torsu Sen Chey	697,400	190,500	887,900	754,477.00	216,910.00	971,387	83,487	9.4%
Rom Tom Samaki Meanchey	112,900	341,000	453,900	152,037.00	410,960.00	562,997	109,097	24.0%
Bro Mei Sen Chey	-	60,000	60,000	-	58,202.00	58,202	(1,798)	-3.0%
Choam Khsan Cheay Den Meanchey	-	258,100	258,100	-	275,316.00	275,316	17,216	6.7%
Rumdoh Srae Samaki	-	115,500	115,500	-	84,693.00	84,693	(30,807)	-26.7%
Toek Kraham Kelamor Chivipheap	-	117,400	117,400	-	78,711.00	78,711	(38,689)	-33.0%
<b>Total</b>	<b>4,608,250</b>	<b>4,160,200</b>	<b>8,768,450</b>	<b>5,050,560</b>	<b>2,947,191</b>	<b>7,997,751</b>	<b>(770,699)</b>	<b>-8.8%</b>

Note: These are final figures of deliveries for harvest 2016 (including last deliveries which took place in January 2017).

In addition to contracts for Year 2016, AMRU and cooperatives have also signed (in July 2016) a Memorandum of Understanding in order to consolidate their partnership over a longer period of time.

In 2017, the volumes of organic paddy to be delivered to AMRU-Rice are expected to reach more than 10,000 tons (but contract negotiation for this year still have to be done).

**Figure 6: Evolution of volumes of organic paddy contracted and delivered to AMRU-Rice**



## 4.1.1.2. CONTRACT FARMING WITH SIGNATURES OF ASIA FOR ORGANIC RICE

In 2016, a second organic paddy supply chain has been established in Preah Vihear province through contract farming agreements, involving 7 Agricultural Cooperatives and Signatures of Asia. The project has provided support for the development of capacities of farmers and in particular has directly sponsored a position of “Internal Control System Supervisor”. It is foreseen that these 7 ACs will aggregate with the other 12 in contract with AMRU in Preah Vihear Meanchey Union of Cooperatives (PMUAC). Hence, the remuneration of the ICS supervisor was aligned on the salaries paid by the Union in order to facilitate his integration in PMUAC in 2017.

Contract Farming agreements were signed with Signatures of Asia on the 3<sup>rd</sup> of August 2016, for a total of 879.7 tons of organic paddy. Very limited time was available to train farmers and internal control inspectors, but yet thanks to strong commitment of all stakeholders, the 7 cooperatives were able to get certified by Ecocert for EU and USA organic standards.

For year 2016, a total of 760 tons of organic paddy has been delivered to Signatures of Asia (See Table 5 below), i.e. 86.40 % of the foreseen 879.7 tons committed in the Contract Farming agreements signed in August, which is rather a good result for this first year given the short time to implement trainings.

**Table 5: Total quantity of organic paddy sold to Signatures of Asia as of December 27, 2016**

Agricultural Cooperative		Organic WHITE Rice		Organic FRAGRANT		Grand Total	
Code	AC Name	Qty (kgs)	Amount (KHR)	Qty (kg)	Amount (KHR)	Qty(kgs)	Amount KHR
AC018	Sangkac Samaki Meanchey	53,690	57,881,475	2,654	3,582,900	56,344	61,464,375
AC025	Aphivat Samaki Sangkae 2	77,847	83,353,075	28,280	38,389,550	106,127	121,742,625
AC022	Rumdoul Samaki Meanchey	61,643	65,324,425	29,774	40,267,900	91,417	105,592,325
AC039	Samaki Sovankiri Chhaeb	24,410	26,863,900	2,095	2,880,625	26,505	29,744,525
AC020	Kchorng Sang Samaki	75,263	80,541,750	38,297	52,683,375	113,560	133,225,125
AC030	Chrachsalvorn Samaki Sen Chey	89,593	98,073,100	62,366	84,924,900	151,959	182,998,000
AC023	Putrea Samaki Vattanak Mean Chey	196,042	209,180,000	18,081	24,476,350	214,123	233,656,350
<b>TOTAL</b>		<b>578,488</b>	<b>621,217,725</b>	<b>181,547</b>	<b>247,205,600</b>	<b>760,035</b>	<b>868,423,325</b>

## 4.1.1.3. FORMAL REGISTRATION AND CONSOLIDATION OF THE UNION OF COOPERATIVES

Preah Vihear Meanchey Union of Agricultural Cooperatives (PMUAC) has been officially registered on 19 July 2016, and is the first Union of Cooperatives registered in Cambodia. It was established with the 8 ACs already involved with AMRU in 2015, but the 4 new ones and the 7 ACs in Contract with Signatures of Asia are foreseen to formally join the Union as well in 2017.

A MoU was signed between the Union and the project, defining the support of the project, and notably the budgetary support that is provided in order to balance the union's operation costs for 2016.

All of these 19 cooperatives have accepted the principle to retrocede 50 KHR/kg of organic paddy sold to feed the budget of the Union for its operating costs in 2017 (but as of 31<sup>st</sup> December, only the 7 new ACs in contract with Signatures of Asia have transferred the corresponding amount)<sup>22</sup>.

Given the volumes of organic paddy sold at 2016 harvest (to both AMRU And SoA), the Union should be able to balance its costs with its own financial resources in 2017 (if all ACs transfer the amount due).

<sup>22</sup> Actually withheld by SoA when purchasing the paddy, then directly transferred to the Union bank account.

### 4.1.2. EXPLORATION OF POSSIBLE PARTNERSHIP WITH FOs FOR SRP RICE PRODUCTION

Contract Farming in the context of rice sector in Cambodia is relevant when it comes to produce and supply a paddy somehow different from the generic paddy that middlemen are relatively efficient to collect and supply to millers. Project experience has shown that CF does not provide benefit if it's about producing the same paddy as usual, and sell it at market price. But if a specific quality is required (and especially if it requires traceability and certification), then securing a commercial partnership between producers and buyers is necessary and CF becomes very relevant. The above example for organic paddy is the perfect illustration of this.

Besides organic, partnership based on Contract Farming could also be relevant to supply a paddy compliant with the recently established standard of the “Sustainable Rice Platform”. Yet, this standard is not yet well known, and its requirements, modalities of implementation and control and potential interest for stakeholders need to be disseminated. SCCRP project contributed to this dissemination through the organization and co-financing (with SRP secretariat providing the trainers) of the first Training on Sustainable Rice Platform standards in Cambodia, which took place in Siem Reap in July 2016.

To date, this did not yet led to the signature of Contract Farming agreements for SRP rice. For the time being, SRP does not yet allow to use the SRP logo on rice package, which limits the capacity to generate a premium from SRP rice, and thereof to pay a premium price to farmers, whereas SRP requires an effort from producers to comply with the standards and to document their practices.

### 4.1.3. PADDY TRADING PLATFORM

In 2015, the experience of collective paddy selling implemented by Stung Chinit FWUC (which was based on a planning of harvest and dissemination of an announcement of the harvest of 500 t of jasmine paddy to selected millers) has been quite successful. In order to ease the replication and scaling up of such initiative, the SCCRP project has imagined an on-line platform on which Farmer Organization could post an information on their up-coming harvest, and that millers/exporters could consult to search for paddy sourcing opportunities.



△ Home screen of the Cambodian Paddy Trading Platform.

Two workshops<sup>23</sup> have been organized by the project in partnership with CRF and FO Federations in order to present, discuss and fine-tune the concept.

In October, an IT expert was mobilized to develop the “Paddy Trading Platform”, which has been deployed on line on the 27<sup>th</sup> of October 2016. 94 FOs are registered as potential users, and approximately 40 millers/exporters.

From the day it was launched until the 31<sup>st</sup> of December 2016, 16 announcements were posted by FOs. Announcements can be consulted online, sorted according to various criteria (province, type of paddy, volumes). Millers and exporters can also receive immediate notifications (by e-mail and SMS) when an announcement is posted. They can decide to filter the notifications they receive based on their specific criteria and interest (for instance based on type of paddy, on provinces, on minimum volumes, etc...).

Whereas the tool still seems interesting and easy to use, one must admit that for the wet season harvest 2016, posting of announcement generally did not generate commercial contacts between FOs and millers. Yet the experiment will be pursued in 2017.

#### 4.1.4. COLLECTIVE PADDY SELLING ACTIVITIES BY FOS

##### 4.1.4.1. COLLECTIVE PADDY SELLING GROUPS OF FWUCS, SUPPORTED BY THE ISC

In spite of much more ambitious expectations, only three Farmer Water Users Communities (FWUCs), supported by Farmer Water Net and the Irrigation Service Center, have managed to sell paddy collectively in the second half of 2016. Volumes sold were very limited: only 169 tons in total over a six months period, as shown in Table 6 below (to be compared with the 6,025 tons successfully sold by 8 FWUCs from May 2014 to April 2015).

**Table 6: Volumes of paddy sold, value and estimated additional profit in Paddy Selling Groups supported by Farmer Water Net in second half of 2016**

FWUCs	Province	Volumes sold	Gross amount	Estimated additional profits <sup>(1)</sup>		Cost for PSG leaders	Net profit for PSG members
				(value)	(%)		
<i>Barai FWUC</i>	Siem Reap	58 t	12,667 USD	2,094 USD	+ 20 %	230 USD	801 USD
<i>Porpiderm FWUC</i>	Bantey Meanchey	76 t	15,566 USD	2,022 USD	+ 15 %	297 USD	215 USD
<i>Steung Chinit FWUC</i>	Kampong Thom	35 t	7,679 USD	174 USD	+ 2 %	112 USD	87 USD
<b>TOTAL</b>		<b>169 t</b>	<b>35,912 USD</b>	<b>4,290 USD</b>	<b>+12 %</b>	<b>639 USD</b>	<b>1,103 USD</b>

<sup>(1)</sup> Estimated additional profits is the additional price obtained by selling collectively compared to individual selling. It is the difference between price offered by buyers (local collector or millers within the area) to individual farmer and the price offered to PSG members by the buyer(s) selected by Paddy Selling Group (for equivalent quality).

In its last quarterly report, Farmer Water Net (which receives a financial support from the SCCRP project to support FWUCs in paddy commercialization) explains these very disappointing results by the following facts or assumptions:

- **A decrease of rice quality during harvesting time**, mainly due to heavy rains and strong winds at the end of the season. Paddy grains were soaked in water and the quality did not reach the grades

<sup>23</sup> First one in May 2016, second one in September 2016.



that were agreed with potential buyers. For low quality, the price difference compared to sales through local trader is not sufficient to cover FWUC's PSG operation costs.

- **Limited number of millers interested to make price offers**, due to the context of rice sector.
- **Challenge with members' trust building**: in a context of low prices and because the paddy quality was affected by rain at harvest time (leading to emergency decision of harvesting and selling by farmers, or in some case decision to dry and store on-farm) the mobilization of farmers to sell collectively became very difficult in end of 2016.

#### 4.1.4.2. OTHER PADDY SELLING OPERATIONS SUPPORTED BY FO FEDERATIONS OR SCCRP TEAM

With some support of FAEC and FCFD, some Agricultural Cooperatives have successfully managed some commercial contracts with millers/exporters for the wet season harvest, notably:

- 464 tons of paddy were delivered by Nikum Preah Sihanouk AC to Signatures of Asia, in December 2016, as part of a paddy supply contract<sup>24</sup>;
- 690 tons of paddy delivered by Chamroeun Phal Reang Kesey Agriculture Cooperative to AMRU Rice;
- Ponleu Thmey Kdey Sangkem Ney Kaksekor Agriculture Cooperative has supplied 280 tons of paddy to Baitong rice mill and 37 tons to BRICO.

#### 4.1.4.3. CONTRACTS WITH FOS FOR SEEDS PRODUCTION

Some contracts were also signed by Bayon Heritage Co. with Farmer Organizations for the production of rice seeds. Two cooperatives and one FWUC have been involved in such contracts, as detailed in Table 7 below:

**Table 7: Contracts signed by FOs with Bayon Heritage for rice seeds production**

Farmer Organization	Rice varieties	Volume sold	Price
FWUC Stung Chinit	CAR 15	1.5 to 2.2t/ha×1.5 ha	2,500 Riel/kg
Bet Phkar Moha Sambath AC	Japonica	1,991 kg	2,500 Riel/kg
Baphnom Mean Chey AC	CAR 15	Not yet harvested	

### 4.1.5. OVERALL REVIEW OF PILOTS ON CONTRACT FARMING OF THE PAST 3 YEARS

In total 48 Contract Farming agreements have been signed with the support of SCCRP project from January 2013 to December 2016 (See Annexe 2 in this report).

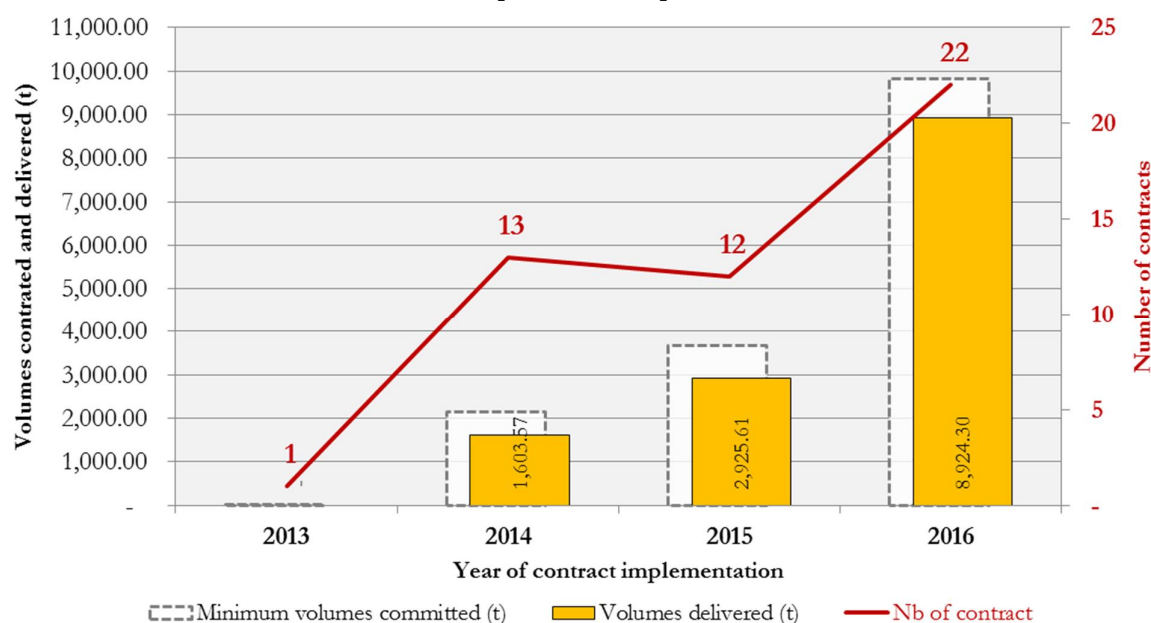
A quick analysis in figures is developed below for those 48 contracts (which include the last deliveries made in January 2017 for contracts with AMRU Rice).

#### 4.1.5.1. INCREASING NUMBER OF CONTRACTS AND VOLUMES... ALL FOR ORGANIC PADDY IN 2016

Only one (very small) CF agreement was signed for seed production in 2013. After that, number of contracts implemented has been quite stable in 2014 and 2015, but the quantity of paddy committed in the contract and actually delivered have increased significantly in 2015, attesting of the scaling up of volumes.

<sup>24</sup> It has to be noted that these contracts are not considered as "Contract Farming agreements", but only as commercial supply contracts, as they are made only few weeks before harvest and does not imply significant commitments (inputs, technical support, pre-financing) from the buyer side.

**Figure 7: Synthesis of evolution of number of contract signed and implemented and volumes of paddy committed and delivered from 2013 to 2016, as part of SCCRP pilot actions**



The trend was confirmed in 2016, with the scaling up of contracts signed by AMRU-Rice with 12 cooperatives for organic paddy (more cooperatives, more producers and more volumes) and a new comer on the buyer side with Signatures of Asia signing 7 contracts with ACs in Preah Vihear, also for organic paddy.

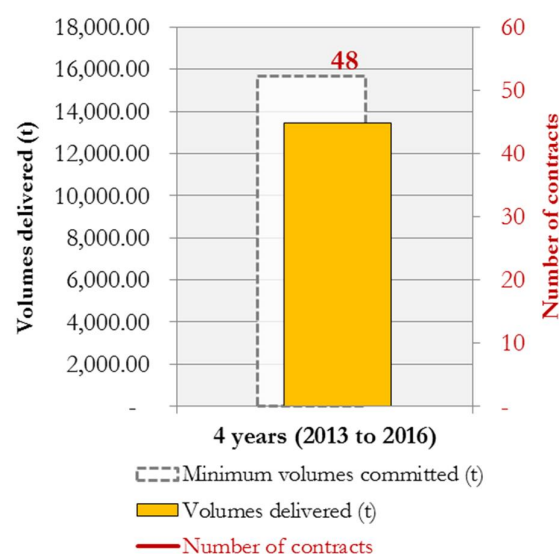
#### 4.1.5.2. 86 % OF MINIMUM TARGET VOLUMES REACHED IN AVERAGE

In total, from the beginning of the SCCRP project, 48 Contract Farming agreements have been signed with Farmer Organizations, and 13,458 tons of paddy have been delivered as part of these contracts (86% of volumes engaged in contracts) – See Figure 8.

73% of the contracts and 94% of the volumes delivered are for the production of organic paddy, to supply AMRU Rice (mainly) and Signatures of Asia.

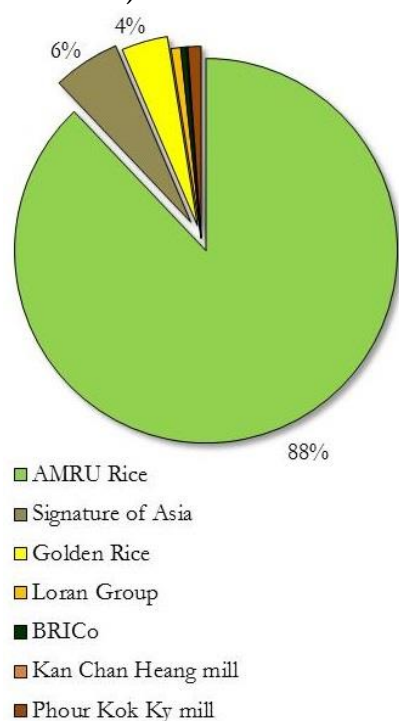
We have previously analysed that, in the context of rice sector in Cambodia (i.e. with a multiplicity of producers and potential buyers), contract farming does not present any interest if it is to produce a generic paddy (that millers can easily find from any collector) and to sell it at market price.

**Figure 8: Total number of CF agreements signed, volumes committed and delivered from the beginning of SCCRP project**





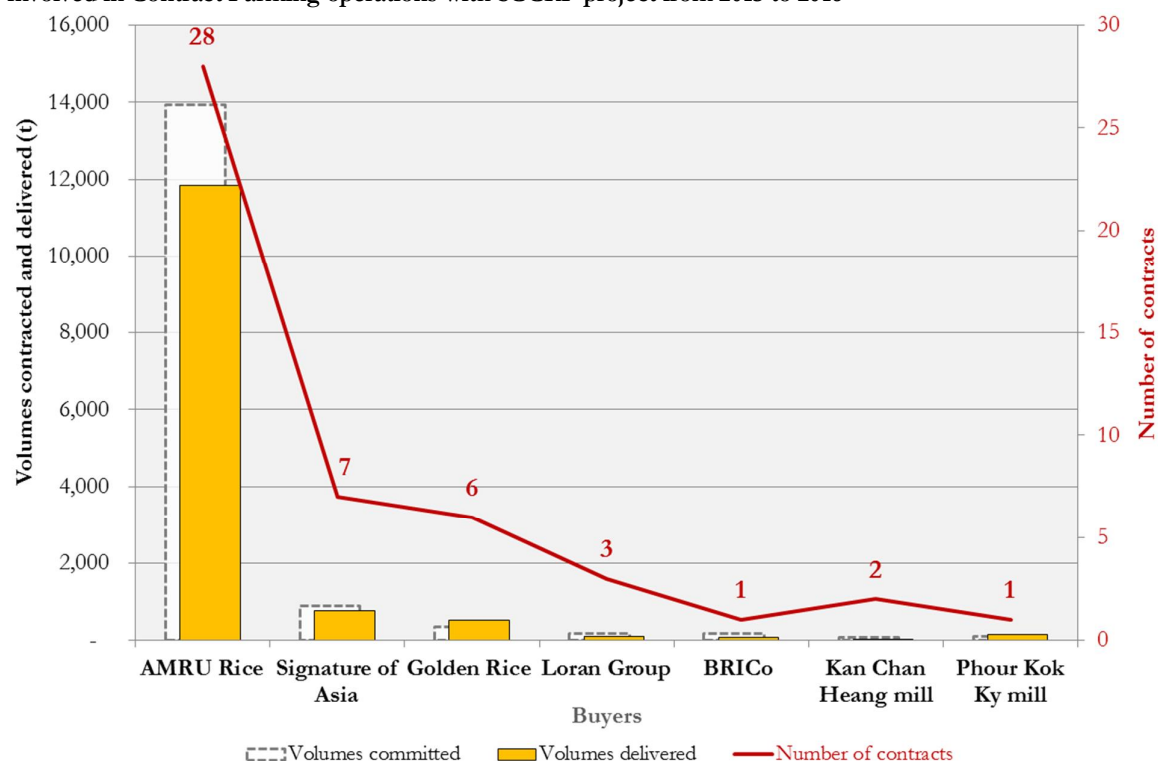
**Figure 9: Share of paddy volumes delivered under contract farming per buyers (contracts implemented from 2013 to 2016)**



So far, two types of contracts have been successful and brought benefits for both producers and buyers:

- The contracts for the production of organic paddy are very relevant as producers who invest in the internal control system have to make sure that they can sell to one of the very few buyers ready to pay a premium for organic, and buyers who have identified client for organic rice need to make sure he will catch the production of the very few cooperatives which have a reliable control system in place and can be certified. The interest is confirmed by the constant scaling up of the contracts signed by AMRU, and also in 2016 by the replication of the same type of contract for organic paddy supply by Signatures of Asia.
- The contracts for the production of a new variety, presenting advantages for producers, but for which the access to seeds depends on the partnership with a company. This was the case for contracts made by Golden Rice with FOs in 2014. Unfortunately it could not be replicated and scaled up not because of the lack of interest from both parties, but because MAFF has requested the new variety to go through the process of registration before these contracts can be extended and scaled up.

**Figure 10: Number of contracts, volumes committed and delivered for each of the 7 millers/exporters involved in Contract Farming operations with SCCRP project from 2013 to 2016**



#### 4.1.6. STUDY ON FO EQUIPMENT IN DRYERS AND STORAGE

GRET has been entrusted by the SCCRP project to conduct a study on the feasibility of Farmer Organizations investments on drying and storage capacities. Final report has been delivered in October 2016, together with an Excel sheet allowing simulations with adjustable parameters.

In summary, the conclusions of GRET were rather pessimistic on the viability of such business at FO level, in the current conditions (notably condition of access to credit and limited predictability of evolution of prices. A summary of main conclusions was presented in the project's Quarterly Executive Report #15 (Box 2, page 28), and of course all details are available in GRET report.

#### 4.1.7. LESSONS FROM EXPERIENCE AND REGULATIONS ON CONTRACT FARMING: TASKFORCE AND CONTRACT FARMING MANUAL

After previous informal tentative to set it up, a task-force on contract farming has been formally established under the leadership of H.E. Ty Sokhun, Secretary of State of MAFF.

A first meeting took place in September 2016, during which the principle and the main content of a Manual on Contract Farming in Cambodia have been presented and endorsed.

By the end of 2016, a draft version of the Manual was nearly finalized: few comments provided by FAO and Unidroit will have to be integrated, and the last missing part is some additional illustrations / case studies that are expected to be written by the Department of Agro-Industry.

The draft shall then be translated in Khmer, before to be submitted for the validation of the taskforce.

### 4.2. STAKES, OBJECTIVES AND ELEMENTS OF ACTION PLAN FOR 2016

#### 4.2.1. CONSOLIDATION OF ORGANIC PADDY SUPPLY CHAIN IN PREAH VIHEAR

Institutional/managerial supports to PMUAC to be conducted in Year 2017 are shown in the section of this report dedicated to Component #1 (See § 2.2.3. page 10 and following). We focus here only on the implementation and scaling up of contract farming activities for organic paddy.

##### 4.2.1.1. RENEW PARTNERSHIPS AND CONTRACTS WITH BUYERS

The project team will contribute to the facilitation of the negotiation for the renewal of contract farming agreement between cooperatives (members of PMUAC) and buyers, notably AMRU-Rice and Signatures of Asia. Deals with new buyers are also to be considered, notably to absorb more organic jasmine paddy as AMRU-Rice market reaches its limit for organic jasmine rice<sup>25</sup>. Yet it might also require a re-negotiation of the MoU signed between AMRU and cooperatives as, according to this one, AMRU shall remain owner of the organic certificate in 2017 and 2018 at least.

The project will also accompany additional scaling up as quantities of organic white rice varieties is still likely to increase, which might need to pursue the training of new farmers, inspectors and maybe even additional ICS supervisors.

<sup>25</sup> Golden Rice has expressed an interest last year to purchase organic jasmine.

#### 4.2.1.2. IMPLEMENTATION AND IMPROVEMENTS OF ICS AND CERTIFICATION

While implementing inspections in 2016, Ecocert has highlighted the good quality of the Internal Control System implemented by PMUAC and cooperatives, in particular for the contract with AMRU Rice<sup>26</sup>. Yet there is still room for improvement and support will continue to be provided, notably by Mr Sok Sarang (AVSF-CIRD-ADG team).

Plans/delimitation of organic paddy fields will also be improved, with GPS delimitation<sup>27</sup> for at least a part of the fields.

#### 4.2.2. DEVELOPMENT OF OTHER CONTRACT FARMING ACTIVITIES

The project team will still be attentive to potential new contract farming partnerships and will consider the provision of support to new and promising innovative cases (always associating relevant services of MAFF, notably DAI, DACP and PDAs). Yet proposed cases have to prove how the contract will add value and bring benefit to both parties. There will be no additional testing of contract for generic paddy to sell at market price as such pilots have already proven that they do not generate any added value for both parties.

#### 4.2.3. DEVELOPING PADDY SELLING BY FO (OUT OF CF SCHEMES)

The support to Farmer Organizations willing to market their paddy collectively is mainly implemented with the FO Federations (notably FWN, FCFD and FAEC) and is already described in the work plan for Component #1. For the records, we can recall that a workshop shall be organized (tentatively in March) in order to assess the outcomes of the Paddy Trading Platform and identify the causes of its limited impact on actual commercial contacts made with millers, and address those causes in an improved version of the tool.

Ownership of the platform will have to be addressed so it can be transferred before the end of the project implementation. Formal consolidation of the collaborations between the different Federations would provide a more conducive environment to facilitate this transfer of ownership.

#### 4.2.4. LESSONS LEARNT AND CAPACITY BUILDING ON CONTRACT FARMING

##### 4.2.4.1. FINALIZE THE MANUAL ON CONTRACT FARMING IN CAMBODIA

The English version of draft Manual on Contract Farming in Cambodia will be finalized by end of February or early March. It shall then be translated to Khmer, then submitted to the Taskforce on Contract Farming for review and endorsement. It is difficult to predict the time that will be required for the validation process, but hopefully the publication could be issued in June or July 2017.

The Manual is foreseen to be made available in both Khmer and English versions and in soft copy as well as printed version.

##### 4.2.4.2. CAPACITY BUILDING OF STAKEHOLDERS AND PDAs

Once the Manual is published, training workshop will be organized in provinces (tentatively 3 workshops for groups of neighbouring provinces) targeting PDA officers as well as relevant stakeholders, including representatives of FO Federations and private sector.

<sup>26</sup> As all farmers and ACs involved with Signatures of Asia were new in organic paddy production and inspections, and also has the trainings have started relatively late in 2016, capacities require more consolidation for those 7 new ACs.

<sup>27</sup> This was planned to start in 2016 but has been delayed, even if the estimation of surfaces has been improved already for the cases that were not satisfactory.

The Manual will be the basis on which the training will be developed, but the detailed of the training program still has to be defined.

#### 4.2.4.3. CASE STUDY NOTES ON CONTRACT FARMING OR PADDY TRADING BY FOS

As part of the capitalization on project experiences, some short case study notes will be produced in order to document with more details some of the main pilots / experiences of SCCRP project. Notes will briefly focus on the description of the case and operations, on the results (with an economic analysis for the different parties) and also on the description of the support that has made the case possible.

#### 4.2.4.4. VIDEO DOCUMENT ON THE CASE OF ORGANIC PADDY SUPPLY CHAIN IN PREAH VIHEAR

It is also proposed to present the successful case of Preah Vihear organic paddy supply chain in a short video document to share more broadly this experience.

More details on proposed actions for knowledge management process are provided in the report “Proposal for a knowledge management process for the SCCRP” prepared by Célia Coronel (IRAM) as the result of her backstopping mission in February 2017. Other works related to knowledge management / capitalization of the project results are presented in the section of this report for Component #5 (see § 6.2.3. from page 31).

#### 4.2.5. TENTATIVE TIMEFRAME FOR COMPONENT #3 IN 2017

The Table 8 below summarizes a tentative work plan of the Component #3 or 2017.

**Table 8: Tentative time schedule for Component #3 in 2017**

	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Pilot Actions</b>												
<b>Paddy Trading Platform (PTP)</b>												
Workshop to review PTP first version and experience												
Development of an up-graded version 2.0.												
Deployment and implementation of version 2.0.												
Transfer ownership (to FO Federations?)												
<b>PMUAC (CF and Organic Rice) - [See Planning of Component #1 for Institutional support to PMUAC]</b>												
Integration of ICS supervisors sponsored in 2016												
Up-grade and renew contracts with AMRU and SoA												
Improvement of ICS												
Harvest and selling												
International certification												
Coordination with other projects/stakeholders												

(Continue next page)

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	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Other Contract Farming FO / millers</b> <i>(subject to confirmation)</i>												
Identify potential FOs and buyers (for instance for SRP...)												
CF negotiation and signing												
Implementation of CFs												
Evaluation on CF implementation												
<b>Support the involvement of FWUC in paddy commercialization</b>												
Implementation of Paddy trading by FWUCs (FWN/ISC)												
<b>Knowledge management, policy and regulations</b>												
<b>Share experience / capitalization</b>												
Policy notes on support to FO involvement in Value Chain Management												
Finalization of Manual on CF in Cambodia												
<b>Training</b>												
Training of PDAs and other stakeholders on Manual of CF in Cambodia												
<b>Project documentation/capitalization (Written document, video ...etc.)</b>												
<b>Case study</b>												
Contract Farming (Organic Rice in Preah Vihear)												
Paddy Selling Group												
Paddy Trading Platform												
Credit to FOs												
<b>Result based objectives for DACP under MoU budget line B.3.3. (Outcome 2.2.1. and 2.2.2.)</b>												
Additional Unions of Cooperatives established												
Additional FO/ACs identified												
Support, capacity building to ACs/FOs participating in paddy commercialization												

## 5. COMPONENT #4: UP-GRADING THE RURAL DEVELOPMENT BANK

### 5.1. ACTIVITIES IN 2016 AND OUTCOMES

#### 5.1.1. IMPLEMENTATION OF REFORMS BY RDB

A permanent Technical Assistance to RDB has been commissioned by the project for a duration of one year. This Technical Assistance is implemented by Mekong Strategic Partners (in association with BD-Link) and has started on 1<sup>st</sup> of March 2017.

Since then, the process of RDB reform has continued and has been accelerated. We can notably enhance the following important outcomes:

- Organizational restructuring has been adopted and implemented, with notably the following changes:
  - An independent Risk Department is created;
  - The Department of collections and monitoring moved to the Credit Risk Department.
  - The Credit Department structure is reformed.
- Human Resources management was significantly improved:
  - Detailed and accurate job descriptions and Key Performance Indicators have been developed and completed for each RDB department and for each individual staff in RDB.
  - A detailed organization overview chart has been created which maps out clearly each department and each staff member and their job description and functional role.
  - Compensation and salary scales were reviewed to ensure RDB can compete with the MFI and Banking sector to attract and retain high caliber, well trained and competent staff.
- The newly established Risk Department was supported to develop risk monitoring and reporting tools.
- Inputs were also provided for a more strategic reflection on RDB future development, including:
  - Assessment of needs for potential agricultural value chains.
  - Reflection about the appropriate blending of policy lending alongside commercially orientated lending.
  - RDB funding strategy.

Moreover, RDB compliance policy framework gaps have been addressed through the development of:

- Anti-Money Laundering / Combatting the Financing of Terrorism procedures in line with NBC requirements;
- Social and Environmental protection policies;
- Procurement and reporting policies.

#### 5.1.2. DEVELOPMENT OF CREDIT MECHANISM TO FARMER ORGANIZATIONS

After a relatively long decision making process, RDB has endorsed, in June 2016, the new policy for credit to Agricultural Cooperatives which was long advocated for by project management and developed with the support of Horus Development Finance since 2015. Loans can reach 50,000 USD for working capital and up to 100,000 USD for investments, with interest rates at 10.5 % p.a. (10 % p.a. for multi-annual loans for investments) for loans in US Dollars<sup>28</sup>. A guarantee mechanism is proposed, currently (and temporarily) based on a guarantee by the SCCR project, which is expected to be institutionalized by the end of 2017.

<sup>28</sup> The main features of this credit product are presented with more details in the Quarterly Executive Report #14, page 30.

The endorsement of this pioneer credit policy for ACs is an important achievement of the project and could be an important milestone for the government support to the development of Agricultural Cooperatives in Cambodia.

Yet as of the end of 2016, the actual implementation has been limited with only one application for loan approved by RDB (and another about to be approved at the end of 2016) out of a total of six application received. The Table 9 below summarizes the situation of all requests for loans introduced by ACs since the new policy for credit to ACs was endorsed by RDB in last June<sup>29</sup>.

**Table 9: Requests for loans submitted by FOs to RDB from August to October and follow-up**

N°	Name of AC	Province	Date of loan request submission	Member of	SCM score	Total Amount of loan requested	Type of business	Duration of loan	Type of collateral	RDB decision	Guarantee mobilized
1	Samaky Rithy Ta Orng	Prey Veng	30-Aug-16	FCFD	78	\$ 5,000.00	Fertilizer trade	12	Hard-title	No	
2	Punleu Samaky Meanchey Prech	Prey Veng	30-Aug-16	FCFD	73	\$ 5,000.00	Fertilizer trade	12	Hard-title	No	
3	Baphnom Meanchey	Prey Veng	14-Sep-16	FCFD	68	\$ 5,000.00	Fertilizer trade	8	Hard-title	Yes	Yes (40%)
4	Sahakum Ksikam Samaky Thkov	Prey Veng	14-Sep-16	FCFD	62	\$ 5,000.00	Fertilizer trade	12	Hard-title	No	
5	Chamrean Phal Raingkesei	Battambang	20-Sep-16	FAEC	87	\$ 9,070.00	Rice trade	7	Soft-title	Pending	
6	Trapaing Russey	Kpg Thom	17-Oct-16		89	\$ 30,000.00	Paddy + seeds trade		Hard-title	Pending	

<sup>(a)</sup> Duration of loan for Baphnom Meanchey AC was reduced in order to adapt to the limitation in time of the temporary guarantee system offered by SCCRP project.

## 5.2. STAKES, OBJECTIVES AND ELEMENTS OF ACTION PLAN FOR 2017

### 5.2.1. IMPLEMENTATION OF REFORMS BY RDB

The support to RDB up-grading and reform process will be pursued with the support, until April 2017, of Mekong Strategic Partners.

The main objectives of MSP support in the first months of 2017 will notably include:

- Staff Training, particularly for the following Departments: Risk, Credit, HR and Internal Audit.
- Environmental & Social Risk: training & monitoring and loan appraisal toolkit.
- Training to ensure correct implementation of AML & CTF policy, approved in January 2016.
- Support to the implementation of the Procurement policy approved in 2016.
- Internal information and dissemination of the 11 new HR Policies adopted by the RDB Board in January 2016.
- Development of a new audit monitoring and evaluation tracking tool.

### 5.2.2. SUPPORT TO NEW FINANCING SCHEME FOR INFRASTRUCTURE INVESTMENT IN AGRO/PROCESSING

The RDB Board has identified the successful candidate to further negotiate and receive Government funding support via an RDB loan to develop large scale rice storage and drying facilities in Battambang province. MSP will assist the RDB throughout the process of structuring and disbursing the proceeds of this loan agreement, in particular against a pre-agreed draw down schedule mapped against specific measurable milestones.

Besides, SCCRP project could mobilize some additional consultancy to help RDB to develop specific requirements / conditions associated with the loan in order to maximize the policy benefit of the investment supported by RDB loan. This could also benefit further replications / up-scaling of such financial support to large scale storage and/or agro-processing infrastructures.

<sup>29</sup> Cf. Quarterly Executive Report #16, Section 4.2., pages 31-32.



### 5.2.2. DEVELOPMENT OF CREDIT MECHANISM TO FARMER ORGANIZATIONS

RDB credit policy to Agricultural Cooperatives needs to be confirmed and maintained in 2017, which will require a certain scaling up (with additional efforts needed to disseminate the offer) and more reactivity to assess the loan applications. RDB and FO Federations (FAEC and FCFD) have planned joint organization of dissemination workshops in early 2017. Partnership between RDB and FO Federations could be improved by a clarification of roles of FO Federations (possibly MoU to be signed between FO Federations and RDB) and a more precise understanding of RDB rules for those loans.

It is also considered to switch from a permanent application to a system of “windows” for application for loans designated for specific seasonal activities of cooperatives. This will help RDB to group visits of applicants and gain efficiency in the process of loan applications.

### 5.2.3. GUARANTEE MECHANISM

Another important objective for 2017 is to institutionalize the guarantee mechanism. Discussions with SNEC, MEF and RDB will be scheduled, and it is foreseen that the last support mission from Horus Development Finance will be re-focused on this institutionalization of the guarantee scheme.

According to SNEC, MEF has the will to create a new guarantee fund that would encompass two main functions: a guarantee of loans to agricultural cooperatives and a mechanism of guarantee of loans to rice millers (or possibly other agro-industry) provided by RDB or by commercial banks. The finalization of the process of institutionalization of the guarantee fund is urgently needed and should be achieved before the end of the project, so the project can transfer the foreseen contribution of approximately 120,000 € as an initial “seed capital” for this mechanism.

### 5.2.4. TENTATIVE TIMEFRAME FOR COMPONENT #4 IN 2017

The Table 10 below summarizes a tentative work plan of the Component #4 for 2017.

**Table 10: Tentative time schedule for Component #4 in 2017**

	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Up-grading Rural Development Bank</b>												
Full time TA to RDB - end of Phase 2 <sup>(1)</sup>												
<b>Credit Mechanism to FOs and Guarantee funds</b>												
New round of dissemination to Fos												
Improve coordination RDB / FO Fed												
New round of request for loans												
Institutionalize guarantee funds (Horus mission)												
Transfert project funds to institutionalized guarantee fund												
<b>Other innovation for value-chain financing</b>												
Support development of a policy oriented business plan for TSK investment												

<sup>(1)</sup> Monitoring of further reform implementation, implementation of innovative financing schemes, risk management framework implementation, HR strategy implementation...



## 6. COMPONENT #5: CROSS-CUTTING ISSUES

### 6.1. ACTIVITIES IN 2016 AND OUTCOMES

#### 6.1.1. RICE POLICY REVIEW

SNEC has been appointed by the RGC to take the lead in a process of review of the Cambodian Rice Policy (2010-2015) implementation and reformulation of an up-dated rice policy. A small taskforce has been officially established to steer this process, composed of SNEC, MAFF, MoC and CRF.

SNEC has requested the support of SCCRP project to help in the implementation of the review. In 2016, two consultants (Mr Francesco Goletti and Mr Srey Chanthy) have been commissioned to undertake a review of the rice policy implementation and start to define the basis of an up-dated rice sector policy.

Preliminary findings of the review were presented and discussed during a stakeholder workshop held in Phnom Penh on the 15<sup>th</sup> of July 2016. Then a final report for the review of Rice policy 2010-2015 has been issued in September 2016.

A preliminary reformulation of Rice Policy has been prepared by the consultants and presented to the small Taskforce for feedback.

A second stakeholder workshop is expected to be organized in early 2017 to discuss the proposed policy orientations. SNEC will then have to carry over the process of reformulation and endorsement of the new rice sector policy following RGC usual procedures.

#### 6.1.2. ANALYSIS OF ADDED VALUE DISTRIBUTION IN CAMBODIAN RICE SECTOR AND SETTING-UP OF A PERMANENT RICE SECTOR ECONOMIC OBSERVATORY

The idea of analysis the distribution of added value in Cambodian Rice Sector, then to set up a permanent monitoring mechanism (Cambodian Rice Sector Economic Observatory - RSEO) was first suggested by AFD during the project supervision mission in early 2016. During a visit in Paris, the project coordinator has met Mr Frédéric Lançon (economist in CIRAD) and the interest of such a study was confirmed.

Mr Frédéric Lançon has then been mobilized and undertook a first mission for this purpose in Cambodia in July 2016, which was mainly dedicated to build and calibrate the economic model based on surveys of economic stakeholders in the rice value-chains (for different main sub-system, such as jasmine, white rice, non-photosensitive fragrant, etc...).

A second mission took place in October, during which the model was presented. Meetings with stakeholders were organized (in partnership with CRF) to present the technical parameter and associated costs in order to validate the calibration of the models.

Preliminary results were presented in SNEC on 18<sup>th</sup> of October 2016.

A last mission of Mr Lançon is planned in April 2017 to analyze elements from wet season 2016 harvest and build capacities of a team<sup>30</sup> which will be in charge to carry over the work, as the first basis of an institutionalized Rice Sector Economic Observatory.

<sup>30</sup> The process to procure this team has started in December 2016.

### 6.1.3. MISCELLANEOUS EXPERIENCE, INFORMATION SHARING AND COORDINATION WITH OTHER PROJECTS

As stated in the project's Quarterly Executive Report, SCCRP project team has shared experience and information with various projects and stakeholders. We can notably mention:

- Coordination meetings with IVY and WVI about support to cooperatives in Preah Vihear, in January 2016.
- Consultation with the project design team of MEF/MAFF's "Boosting Food Production Project" in January 2016.
- Consultation with the IFAD / AIMS project design team in February 2016.
- Exchange meeting with CAVAC project in February 2016.
- Participation in the 3<sup>rd</sup> National GI Committee Meeting in February 2016.
- Meeting with CBI Nederland team exploration mission in February 2016 (then follow-up exchanges by e-mails).
- Various exchanges with the Sustainable Rice Platform initiative
- Participation of H.E. Ung Luyna in the round-table organized by AFD and CIRAD in Paris during the International Agriculture Show in March 2016.
- Participation as panellist in IFC-CRF workshop in May 2016.
- Presentation of SCCRP project Contract Farming Experience in World Vision workshop in June 2016.
- Discussion with Rice-SDP finance experts in July 2016.
- Meeting with CEDEP I Evaluation team in August 2016.
- Meeting with IFC Rice Sector Project Evaluation team in August 2016.
- Meeting with consultant in mission for IFAD's ASPIRE project in September 2016.
- Participation in meeting in MEF about financing of Cambodian Rice Sector in October 2016.
- Meeting with IFAD officers in charge of AIMS project development in October 2016.
- Meeting with Action Contre la Faim about their project in Preah Vihear in November 2016.

## 6.2. STAKES, OBJECTIVES AND ELEMENTS OF ACTION PLAN FOR 2017

### 6.2.1. CONTINUE RICE POLICY REVIEW AND UP-DATING PROCESS

The second consultation workshop for rice policy review will be organized in February 2017, with the main objective to discuss the foreseen vision and main guiding principles of the new rice sector policy. This workshop will close the inputs of the two consultants that were mobilized for the rice policy review (Mr Francesco Goletti and Mr Srey Chanthly).

SNEC will then take over the process of policy formulation.

It is foreseen that the project will still provide some inputs that can contribute to the following step of policy elaboration, but will not comprehensively work on the drafting of the full policy documents.

Foreseen inputs will consist in:

- Analysis produced by the Rice Sector Economic Observatory (two "bulletins" to be issued in 2017).

- Policy notes, based on lessons learnt from project experiences, and providing inputs on possible orientations, policy measures (this is considered as part of the “knowledge management process of the project”).
- Possibly additional inputs could be mobilized to go further in the operationalization of the proposed policy measures (mechanisms to set up, analysis of capacities of relevant public institutions to operate, etc.)<sup>31</sup>.

SNEC is expecting the new rice policy to be endorsed by the end of 2017.

### 6.2.2. SETTING-UP OF A PERMANENT RICE SECTOR ECONOMIC OBSERVATORY

The procurement of an economic research institution or consulting firm has been initiated in late 2016. This service provider is expected to undertake the work of secondary data gathering, up-dating of economic analysis, validation with stakeholders and production of the Rice Sector Economic Observatory bulletins in year 2017. It is foreseen that the same service provider could continue to undertake this role after the project closing via a direct contract with a Cambodian public institution.

The process of recruitment of this service provider is expected to be finalized in end of February 2017. The work will then be synchronized with the last mission of Mr Frédéric Lançon who will provide training and back-stopping to the team on the economic models and tools used for the analysis of value chain distribution, on the sensitivity analysis on variation of key factors. Mr Frédéric Lançon last mission shall take place in early April. The first Bulletin of the Rice Sector Economic Observatory could be issued in May 2017, and a second issue tentatively in October. Officers in charge of the supervision of the observatory on the government side (which is expected to include SNEC, MAFF and MoC) will also receive a detailed briefing on the process and tools used.

### 6.2.3. KNOWLEDGE-MANAGEMENT: DRAW LESSONS FROM SCCRP PROJECT AND COMMUNICATE

In addition to the publication of the Contract Farming Manual, a particular effort will be made in this last year of project to document project activities and achievements and to draw lessons in particular from the various pilot experiences.

In February 2017, a backstopping mission of IRAM has helped to define objectives and a work plan for this knowledge management process. Missions from IRAM will provide support to this process which will extensively mobilize project teams.

A more comprehensive analysis of pilot experiences will be undertaken in the middle of the first semester of 2017. It will feed the production of various experience-sharing and lesson-learned, which are foreseen to include notably:

- Short case-study notes, describing most interesting pilot cases based on the above analysis.
- Policy notes: based notably on successful cases (in particular regarding supply chain management) and on the analysis of the functions required to make replication possible, brief notes will be prepared with a focus on policy intervention and mechanisms necessary to scale up or replicate successful initiatives. These notes will feed the work on the rice policy.
- A short video document presenting the case of the development of an economically viable organic paddy supply chain in Preah Vihear province.
- A communication in IRAM seminar on agricultural policy in Paris in June.

<sup>31</sup> This has been suggested during the wrap-up meeting of AFD supervision mission, held in SNEC on 13<sup>th</sup> February 2017, but this proposal, that would require to mobilize specific budget (additional to existing contracts) would have to be confirmed, and its content and expected outcomes still have to be precisely defined.

- A final publication of a comprehensive synthesis of main achievements and lessons learnt of SCCRP project (including an electronic support compiling relevant documents / productions of the project).
- A closing workshop to showcase these main achievements and lessons learnt.

#### 6.2.4. TENTATIVE TIMEFRAME FOR COMPONENT #5 / CROSSCUTTING ISSUES IN 2017

The Table 11 below summarizes a tentative work plan of the Component #5 and crosscutting issues for Year 2017.

**Table 11: Tentative time schedule for Component #5 and crosscutting issues in 2017**

	YEAR 2017											
	Q.01			Q.02			Q.03			Q.04		
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
<b>Rice policy review and formulation</b>												
Consultation workshop on Rice policy "vision"		■										
SNEC take over the process of policy formulation			■	■	■	■	■	■	■	■	■	■
Dialog / consultation (based on RSEO)				■	■					■		
Policy notes based on lessons learnt from pilots					■	■	■	■				
Build elements for policy measures / action plans							■	■	■			
Endorsement of new Rice Policy											■	■
<b>Rice Sector Economic Observatory (RSEO)</b>												
Procurement of contractor for RSEO	■	■										
3 <sup>rd</sup> mission of F. Langon				■	■							
Train operator and up-date data Wet Season 2016				■	■							
Production of 1 <sup>st</sup> RSEO Bulletin					■	■						
Up-date data and analysis Dry Season 2017								■	■			
Production of 2 <sup>nd</sup> RSEO Bulletin										■	■	
<b>Knowledge management / project lessons learnt</b>												
Preparation of knowledge management plan (IRAM backstopping mission)		■										
Analysis of pilot experiences			■	■	■							
Communication in IRAM Agri policies seminar (Paris)						■						
Preparation of policy notes (Cf. policy formulation)					■	■	■	■				
Video production on organic paddy supply chain					■	■	■	■				
Project synthesis / publication							■	■	■	■		
Project dosing workshop											■	■

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## **ANNEXES**

## ANNEX 1: LIST OF FOS AND MILLERS / EXPORTERS INVOLVED IN SCCR ACTIVITIES IN 2016

	Farmer Organizations	Provinces	Booklet of FAEC and FCED	Share experiences on commercialization	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Collective selling	Paddy sample quality testing	Training on paddy quality testing	Paddy Trading Platform Announcement
<b>I.</b>	<b>Agriculture Cooperatives (131 ACs)</b>										
1	Charp kab meanchey	Battambang	✓	✓						✓	
2	Kasekor Aphiwat Sangkhum	Battambang			✓						
3	Kdey Sangkhim Kasekor Khmer	Battambang			✓	✓					
4	Meanchey Ampil Pram Docurm	Battambang			✓						
5	Morordak bangsay treang	Battambang	✓	✓						✓	
6	Nikum Preah Sihanouk	Battambang	✓	✓	✓	✓	✓			✓	✓
7	Ponleu Thmey Kdey Sangkhim Kasekor*	Battambang	✓	✓	✓					✓	
8	Punlork thmei trang	Battambang	✓	✓						✓	
9	Raksmey Dambok Kpous Mean Chey*	Battambang	✓	✓	✓					✓	
10	Reaksmey Dambok Kpous Mean Chey	Battambang	✓	✓	✓					✓	
11	Cham Rean Phal Rang Kesey	Battambang	✓	✓	✓	✓	✓	✓	✓		
12	Ponleu Thmey Kdey Sangkem Ney Kaksekor	Battambang	✓	✓	✓	✓	✓	✓	✓	✓	✓
13	Sang Ha Phal	Battambang		✓	✓	✓	✓	✓	✓	✓	✓
14	Krap Pouch Meas	Kampong Some			✓				✓		
15	Chamros Phum Traingkong	Kampong Speu		✓							
16	Phum Kasekr Rikchamroeun	Kampong Speu	✓	✓					✓	✓	
17	Rung Roeung Phum Kandori	Kampong Speu	✓	✓						✓	
18	Kasekor Rik Chamroeun*	Kampong Speu			✓				✓		
19	Thnort Kampong Speu*	Kampong Speu			✓						
20	Chhuk Organic	Kampot			✓						
21	Srer Cheng	Kampot			✓						
22	Ponleu Reaksmey Krognangveal	Kandal			✓						
23	Rikchomroeun Khum Chhivang	Kandal			✓						
24	Samaki Phsadek	Kandal			✓						
25	Tomnob Kanlengromeas	Kandal			✓						
26	Kampong Prasat	Kandal			✓	✓	✓				
27	Kumitit Tmey Krangyov	Kandal			✓						
28	Rik Chamraen	Kandal			✓						
29	S'ang Phnom Rikchamraen	Kandal			✓						
30	Samaki Preshput	Kandal			✓						
31	Tbong Kdeyrungreourng	Kandal			✓						
32	Chey Chumnas	Kg Chhnang				✓	✓				
33	Satrei Samaki Sangkae Satorb	Kg Speu			✓						
34	Domreyslap Meanponleu	Kg Thom			✓						
35	Khum Trapeang Russei	Kg Thom	✓	✓	✓						
36	Mitapheap Prah Sre	Kg Thom	✓	✓	✓				✓		
37	Oukonthor Meanchy	Kg Thom			✓						
38	Phaetkam Chhouksach	Kg Thom			✓						
39	Raksmey Stung Sen	Kg Thom			✓						
40	Sankor Meanchey	Kg Thom			✓						
41	Santokkrao Thkomthoeung	Kg Thom			✓						
42	Taram Chamrenphal*	Kg Thom			✓						
43	Tbongkropeu Stungsen	Kg Thom			✓						
44	Trapang Russey*	Kg Thom			✓						✓
45	Mith Pheap Pet Sat	Kg Thom	✓		✓		✓				
46	Pren Rik Cham Reun	Kg Thom	✓		✓		✓				
47	Sambour Mean Chey	Kg Thom			✓		✓				
48	Prey Pros	Kg Thom	✓		✓		✓				
49	Samakum Akphivath Choeun Loeun	Kg Thom			✓		✓	✓			
50	Samakum Chamnak Akphivath	Kg Thom			✓		✓	✓			✓

	Farmer Organizations	Provinces	Booklet of FAEC and FCFD	Share experiences on commercialization	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Collective selling	Paddy sample quality testing	Training on paddy quality testing	Paddy Trading Platform Announcement
I.	Agriculture Cooperatives (131 ACs)										
51	Samaki Thor	Koh Kong									✓
52	Veal Tbaung	Koh Kong									✓
53	Angko Phnom Khlong	Koh Kong									✓
54	Ponleu Saray	Koh Kong									
55	Kone Khmer Aphiwat	Otdar Mean Chey			✓						
56	Kork Ov Leuk	Otdar Mean Chey			✓						
57	Kork Morn Mean Chey Raksmei Kasekor	Otdar Mean Chey			✓						
58	Kasekor Choeng Pean Mean Chey	Otdar Mean Chey			✓						
59	Sras Chhouk	Otdar Mean Chey			✓						
60	Ta Ham Mean Chey Raksmei Kasekor	Otdar Mean Chey			✓						
61	Tuol Sala	Otdar Mean Chey			✓						
62	Ke Lum Or Chivapheap Ros Nov	Preah Vihear			✓	✓	✓				✓
63	Krabao Prum Tep	Preah Vihear			✓	✓	✓				
64	Leukkompos Satrey	Preah Vihear			✓	✓	✓		✓		
65	Malou Prey Cheay Den	Preah Vihear			✓	✓	✓				
66	Romtorn Samaki Meanchey	Preah Vihear			✓	✓	✓				
67	Samaki Rohas Mean Chey	Preah Vihear			✓	✓	✓		✓		
68	Sattrey Ratanak	Preah Vihear			✓	✓	✓				
69	Tosu Senchei	Preah Vihear			✓	✓	✓				
70	Sangkae Samaki Mean Chey	Preah Vihear			✓	✓	✓		✓	✓	
71	Kchong Saing Samaki	Preah Vihear			✓	✓	✓		✓	✓	
72	Aphiwat Samaki Sangkae 2	Preah Vihear			✓	✓	✓		✓	✓	
73	Rumdoul Samaki Mean Chey Malu Prey 2	Preah Vihear			✓	✓	✓		✓	✓	
74	Samaki Sovankiri Chhaeb	Preah Vihear			✓	✓	✓		✓	✓	
75	Aphiwat Chhaeb 2 Smaki Rung Roeng	Preah Vihear			✓						
76	Chrach Saravorn Samaki Senchei	Preah Vihear			✓	✓	✓		✓	✓	✓
77	Putrea Samaki Sovan Meanchey	Preah Vihear			✓	✓	✓		✓	✓	
78	Kmea Nalakiri Samaki Mean Chey	Preah Vihear			✓						✓
79	Rumdol Srae	Preah Vihear					✓				
80	Toeuk Krahorm	Preah Vihear					✓				
81	Cheam Ksan Cheay Den Mean Chey	Preah Vihear					✓				
82	Aphiwat Promae Sen Chey	Preah Vihear					✓				
83	Baphnom Meanchey*	Prey Veng		✓							
84	Kampong Soeung	Prey Veng	✓	✓							✓
85	Dom Nak Serie*	Prey Veng			✓						
86	Ponleusamaki Meanchey Phum Prech	Prey Veng	✓								✓
87	Sahapheap Sahakum Kasekam Phum Prey	Prey Veng	✓	✓							
88	Sahapheap Sahakum Kasekam Phum Yoeung	Prey Veng	✓	✓							
89	Sambophal Russey Sanh	Prey Veng	✓	✓							
90	Chamros Louthmey Svay Teap	Prey Veng	✓	✓							✓
91	Oudommongkol Anlongsor	Prey Veng	✓	✓							
92	Trotrong kaksekor	Prey Veng	✓	✓							
93	Kaksekor Yutethor	Prey Veng	✓	✓							
94	Phum Prek Pdao	Prey Veng	✓	✓							
95	Phum Yoeung	Prey Veng	✓	✓							
96	Samaki Rith Ta Oang	Prey Veng			✓	✓	✓	✓			✓
97	Phas Rung Rung Roeng	Pursat			✓						
98	Phallet Phouch Srov Daun Teav	Svay Rieng		✓							✓
99	Sang Hak Kak Sekor*	Svay Rieng		✓	✓						
100	Srov Smach Kampong Ror	Svay Rieng	✓	✓							
101	Boeung So Mean Chey	Svay Rieng	✓	✓							
102	Svay Year Pronith	Svay Rieng	✓	✓							
103	Korl Sok San	Svay Rieng	✓	✓							
104	Pralay Konphluos Veal Knach	Svay Rieng	✓	✓							
105	Smach Rice	Svay Rieng	✓	✓							
106	Soeunghak Kasekor Samyong	Svay Rieng	✓	✓							✓
107	Raksmei Beung Andeng	Svay Rieng	✓	✓							
108	Seed Dontoy	Svay Rieng	✓	✓							

	Farmer Organizations	Provinces	Booklet of FAEC and FCFD	Share experiences on commercialization	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Collective selling	Paddy sample quality testing	Training on paddy quality testing	Paddy Trading Platform Announcement
<b>I.</b>	<b>Agriculture Cooperatives (131 ACs)</b>										
109	Samaky Khom Samley	Svay Rieng									✓
110	Samaky Mesor Thnok	Svay Rieng									
111	Ampil Meanchey	Takeo	✓	✓		✓	✓			✓	
112	Kraing Banteay	Takeo	✓	✓	✓			✓	✓	✓	
113	Oudong Sorya*	Takeo	✓	✓	✓	✓	✓	✓	✓	✓	✓
114	Rik Chamroeun Phum Por Prah Sang	Takeo			✓				✓		
115	Ta Ey Rung Roeung	Takeo	✓	✓	✓					✓	
116	Tipat Ponlork Thmey	Takeo	✓	✓	✓				✓	✓	
117	Tonle Mean Chey	Takeo	✓	✓							
118	Trapaing Kranhung	Takeo	✓	✓	✓			✓	✓	✓	
119	Trapaing Sra Nge	Takeo	✓	✓	✓				✓	✓	
120	Sromok Soksenchey	Takeo	✓	✓		✓	✓			✓	✓
121	9 Neang Nuon Chan Sor	Siem Reap			✓						
122	Tumnub Makak Aphiwat Thmey	Siem Reap			✓						
123	Morning Khang Choeng Samakichay	Siem Reap			✓						
124	Popel Chorkchey	Siem Reap			✓						
125	Boeut Phkar Moha Sambat	Siem Reap	✓	✓	✓	✓	✓			✓	
126	Steung Treng Ramsar Site Agricultural Cooperative	Steung Treng	✓	✓	✓	✓	✓	✓			
127	Preah Rumkil	Steung Treng	✓	✓	✓	✓	✓				
128	Pirdor Ta Ong	Bunthay mean Chey	✓								
129	Paoy Snuol	Bunthay mean Chey	✓								
130	Kouk Thom	Bunthay mean Chey	✓								
131	Rumdul Tean Kam	Bunthay mean Chey	✓								

	Farmer Organizations	Provinces	Booklet of FAEC and FCFD	Share experiences on commercialization	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Collective selling	Paddy sample quality testing	Training on paddy quality testing	Paddy Trading Platform Announcement
<b>II.</b>	<b>FWUCs (18 FWUCs)</b>				✓						
1	FWUC Por Pidem	Banteay Meanchey	✓	✓	✓	✓		✓	✓	✓	
2	FWUC Kamping Puoy	Battambang			✓						
3	FWUC Ping Pong	Battambang		✓	✓	✓		✓	✓	✓	
4	FWUC Soeu	Battambang			✓						
5	FWUC Svay Ar (canal N0 1)	Battambang			✓	✓	✓				
6	FWUC Prey Nub (Polders: 1,2,4 & 6)	Kg Som			✓						
7	FWUC Beung Leas	Kg Thom			✓						✓
8	FWUC Stung Chinit	Kg Thom	✓		✓	✓		✓	✓	✓	✓
9	FWUC Teuk Chhar	Kg Thom			✓	✓	✓	✓			
10	FWUC Tang Krasang	Kg Thom		✓	✓			✓			
11	FWUC Tnot Chum	Kg Thom			✓						
12	FWUC Angkau	Kg Thom		✓	✓	✓		✓	✓	✓	✓
13	FWUC Tumnub 95	Preah Vihear			✓						
14	FWUC Krouch Serch	Pursat	✓	✓	✓	✓	✓	✓	✓	✓	
15	FWUC Polyum	Pursat		✓	✓	✓		✓	✓	✓	
16	FWUC Baray	Siem Reap	✓			✓		✓	✓	✓	
17	FWUC Speansreng	Banteay Meanchey		✓	✓			✓			
18	FWUC Dounkai Thmey	Siem Reap		✓	✓	✓		✓	✓		



	Farmer Organizations	Provinces	Booklet of FAEC and FCFD	Share experiences on commercialization	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Collective selling	Paddy sample quality testing	Training on paddy quality testing	Paddy Trading Platform Announcement
III.	Other FOs (28 FOs)										
1	Aphiwat Kasekor Khmer	Battambang			✓						
2	Char Mean Chey	Battambang			✓	✓					
3	Kanthoeu 1 Pheak Kdey Raksmei Chulsa	Battambang			✓						
4	Kanthoeu 2 Samaki Banan Mean Chey	Battambang			✓						
5	Kanthoeu 9 Pheak Kdey Raksmei Chulsa	Battambang			✓						
6	Petsat Documbey Aphiwat Kasekor Phum Rung Chrey Association	Battambang			✓	✓	✓				
7	Ponlork Thmey Kdey Sangkhim Otaki Associ	Battambang			✓				✓		
8	Khemara Mohaphal (Rice Bank Association)	Prey Veng			✓				✓		
9	Samakum Phum Roluos	Prey Veng	✓	✓							
10	Samakum Thoneakea Srov Chanra Raksa Tun	Prey Veng	✓	✓							
11	Boeung Por Mohasamaki	Prey Veng	✓						✓		
12	Khemara Mohaphal Srolong Srolei Khang Ch	Prey Veng	✓						✓		
13	Oudomreksmei Srolong Srolei Khang Tbau	Prey Veng	✓						✓		
14	Pong Ro Aphiwat Thmey (Rice Bank Associat	Prey Veng							✓		
15	Samakum Sereymongkul (Rice Bank Associat	Prey Veng		✓					✓		
16	Samakum Thoneakea Srov (Rice Bank Associ	Prey Veng							✓		
17	Shakum Kasekam Phum Kantrean (Rice Bank	Prey Veng	✓								
18	Tamenh Chengchang (Rice Bank Association)	Prey Veng	✓						✓		
19	Samakum Aphiwatsethakech Krousa Phum K	Svay Rieng		✓							
20	Ang Trav Khang Lech Rice Bank Association	Takeo	✓	✓	✓				✓	✓	
21	Chey Mean Rith Tasmorn Rice Bank Associat	Takeo	✓	✓	✓			✓		✓	
22	Kpob Svay Rice Bank Association	Takeo	✓	✓	✓				✓	✓	
23	Prey Kdouch Rice Bank Association	Takeo	✓	✓	✓				✓	✓	
24	Samakum Aphiwat Ring Chamroeun Phum Taphiek (Rice Bank Association)	Takeo	✓	✓							
25	Samakum Samaki Rung Roeung Phum Tralach (Rice Bank Association)	Takeo	✓	✓						✓	
26	Samakumksekor Choeun Loeun Chheus (Rice Bank Association)	Takeo	✓	✓							
27	Trapeang Kranh Khmao Mean Rith Rice Bank Association	Takeo	✓	✓	✓				✓	✓	
28	Trotrung Kasekor Rikchamroeun Phum Tropaing Rokar (Rice Bank Association)	Takeo	✓	✓						✓	

	Farmer Organizations	Provinces	Booklet FO profiles 2015	Share experiences on commercialization	Took part in business matching workshop	Took part in CRF Board elections	Represented in CRF Board	Represented in CRF S&P ExCo	Facilitate access to credit for Fos with RDB	Paddy Trading Platform Announcement
<b>IV.</b>	<b>FOs Federations (3)</b>									
1	FAEC		✓	✓	✓	✓		✓	✓	✓
2	FCFD		✓	✓	✓	✓	✓	✓	✓	✓
3	FWN		✓	✓	✓	✓	✓	✓		✓
4	CFAP			✓		✓		✓		
5	FNN			✓		✓	✓	✓		

	Millers/Exporters (61)	Province	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Bought paddy from FOs	Bought rice seed from FOs	Paddy Trading Platform registration	Notification by email in Paddy Trading Platform	Notification by message in Paddy Trading Platform
1	Battambang Rice Mill Association	Battambang	✓							
2	BRICO	Battambang		✓	✓			✓	✓	✓
3	KIM Se Rice Mill	Battambang	✓					✓	✓	✓
4	Loran Group Plc.	Battambang	✓	✓	✓			✓		
5	Phou Poy Rice Mill Co., Ltd.	Battambang	✓					✓	✓	✓
6	Sea Heng RICE Mill*	Battambang	✓							
7	Lay Sae Rice Mill*	Battambang	✓			✓				
8	Hak Se Rice Mill	Kg Cham				✓		✓	✓	✓
9	You Khieng Rice Mill	Kg Cham				✓				
10	Krou Vuth Rice Mill	Kg Thom				✓				
11	Srey Naren Rice Mill	Kg Thom	✓							
12	Oeung Torn Rice Mill	Kg Thom	✓							
13	Heng Sreypov Rice Mill	Kg Thom	✓							
14	BVB Rice Mill	Kg Thom	✓					✓	✓	✓
15	Sek Meas rice mill*	Kg Cham		✓						
16	Golden Rice	Kg Speu	✓	✓	✓	✓		✓	✓	✓
17	AMRU Rice (Cambodia) Co., Ltd.	Phnom Penh	✓	✓	✓	✓	✓	✓	✓	✓
18	Golden Daun Keo Rice Mill Co., Ltd	Takeo	✓			✓		✓	✓	✓
19	Sok Keo rice mill*	Takeo	✓					✓	✓	✓
20	Kan Chan Hean Rice Mill	Steung Treng	✓	✓	✓					
21	Phou Kokky Rice Mill	Pursat	✓	✓						
22	Loeung Lay	Banteay Mean Chey	✓							
23	IRI Group	Banteay Mean Chey	✓							
24	Touch Tai Pich	Svay Rieng	✓	✓				✓	✓	
25	Chun Thum	Prey Veng	✓	✓				✓	✓	✓
26	Chiet Bun Thorn	Prey Veng	✓	✓						
27	Absara Rice	Kampong Speu		✓		✓		✓	✓	✓
28	1688 Rice Mill	Kampong Thom		✓		✓				
29	Signature of Asia (SoA)	Phnom Penh	✓	✓	✓	✓	✓	✓	✓	
30	Agri Biz Khmer							✓	✓	
31	Angkor Kasekam Roongroeng							✓		
32	Baitang (Kampuchea)							✓	✓	✓
33	CARMA Rice Limited							✓	✓	✓
34	CHYN Rice Import-Export Co., Ltd							✓	✓	
35	City Rice Import-Export Co., Ltd.							✓	✓	✓
36	Damnak Teuk Group Co., Ltd.							✓	✓	
37	Eang Heang Rice Mill							✓	✓	
38	IRMI, INDOCHINA RICE MILL LIMITED							✓	✓	✓
39	Kampong Thom Rice Mill Limited							✓	✓	✓
40	Khmer Food Group Co., Ltd							✓		
41	Khy Thay Corportatoin Co., Ltd							✓	✓	
42	Lor Eak Heng Sek Meas Rice Co., Ltd							✓	✓	✓
43	MEGA GREEN IMEX CAMBODIA							✓	✓	✓
44	Mekong Oryza Trading Co., Ltd							✓	✓	✓
45	Men SARUN Import-Export							✓	✓	✓
46	MK Agriculture Partnership Co., Ltd							✓	✓	
47	Nikoline Rice Mill							✓	✓	✓
48	Phou Poy Development Import-Export Co., Ltd							✓	✓	✓
49	QC Rice Co., Ltd							✓	✓	✓
50	SMCG Rice Co., Ltd							✓	✓	✓

	Millers/Exporters (61)	Province	Took part in business matching workshop	Involved in contract negotiation	Signed contract	Bought paddy from FOs	Bought rice seed from FOs	Paddy Trading Platform registration	Notification by email in Paddy Trading Platform	Notification by message in Paddy Trading Platform
51	SOMA Group							✓		
52	T.O.T Co., Ltd							✓	✓	✓
53	Vong Bun Heng Import Export Co., Ltd							✓	✓	
54	White Gold Import Export Co., Ltd							✓	✓	✓
55	Crystal Rice (Kampuchea) Co., Ltd							✓		
56	Bayon Jasmine Rice Co., Ltd							✓	✓	✓
57	FED Rice							✓	✓	✓
58	Hung Hiep (Cambodia) Co., Ltd							✓	✓	✓
59	T.K.H							✓		
60	APSARA Rice							✓	✓	✓
61	Mao Siphom Rice Mill							✓		

\* Rice mills have meeting with project team to explore the contract farming with FOs.

#### Fonts color codes

xxx Data from 2013-2014

xxx Updated data for 2015

xxx Updated data for 2016

## ANNEX 2: UP-DATED LIST OF CONTRACT FARMING AGREEMENTS SIGNED AND IMPLEMENTED WITH THE SUPPORT OF SCCR PROJECT FROM 2013 TO 2016

### Follow up of Pilots of Contract Farming

No.	Date signed	Province	Name of BUYER (miller/exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
<b>2013</b>												
1	2013/07/08	Battambang	LORAN Group	Nikum Preah Sihanouk AC	2	2 ha		Phkar Rumdoul	All production			Contract was automatically cancelled due to damage by flood.
<b>2014</b>												
2	2014/05/13	Battambang	BRI/Co rice mill	Pet Sat Doembey Alphiwat Kakseka	24	68 ha	mid-August to end September, 2014	Sen Kraob	170 tons	Highest price of previous 2 weeks in 3 reference mills.	Short term cash-flow advance at harvest. Technical training (via Harvest project). + 0.5 USD/t at end of contract.	63,555 tons of fresh paddy sold to BRI/Co (1 <sup>st</sup> , 2 <sup>nd</sup> and 3 <sup>rd</sup> quality) Price from 1,203 to 1,260 KHR/kg Remaining judged 3 <sup>rd</sup> qual.: sold out at 1,184 KHR/kg.
3	2014/05/14	Battambang	Loran rice mill	Nikum Preah Sihanouk AC	19	35 ha	mid-August to end September, 2014	Malis Sagnae	87 tons	Market price (reference: 4 mills on the day of paddy selling).	Seed credit (no interest). Technical training (via Harvest project).	17.5 t sold to Loran (2 <sup>nd</sup> + 3 <sup>rd</sup> qual.) Price from 756 to 920 KHR/kg
4	2014/05/14	Battambang	Loran rice mill	FWUC Svay Ar	8	35 ha	mid-August to end September, 2014	Malis Sagnae + Sen Kraob	36 t Malis Sagnae + 38 t Sen Kraob	Market price (reference 5 mills on the paddy selling day).	Seed credit (no interest). Technical training (via Harvest project).	92.3 t sold to Loran Sen Kraob at 1,222 to 1,234 KHR/kg (49.1 t). M. Sagnae at 857 to 945 KHR/kg (43.1 t).
5	2014/05/20	Takeo	Golden Rice	Sromok Soksenchey AC	12	9 ha	September to mid-October, 2014	Phka Champa	22 to 40 tons	Fixed price: 1,020 KHR/kg	Seeds supplied for free. Follow up technical recommendation.	31 t of paddy sold to Golden rice at fixed price of 1,020 KHR/kg.

No.	Date signed	Province	Name of BUYER (miller / exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
6	2014/05/12	Kampong Cham	Golden Rice	FWUC Teuk Chhar	7	2.15 ha	Mid-September, 2014	Phka Champa	5 tons	Fixed price: 1,020 KHR/kg	Seeds supplied for free. Follow technical recommendations.	8 t sold to Golden rice at fixed price of 1,012 KHR/kg
7	2014/09/08	Preah Vihear	AMRU	Livelihood Improvement AC	54	123 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	130 to 150 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	57.5 t delivered to AMRU Rice Average price of 1,211 KHR/kg.
8	2014/09/08	Preah Vihear	AMRU	Krabao Prum Tep AC	94	142.40 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	100 to 150 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	48.4 t delivered to AMRU Rice Average price of 1,265 KHR/kg
9	2014/09/08	Preah Vihear	AMRU	Leuk Kampos Sarey AC	252	354.6 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	350 to 450 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	503.1 t delivered to AMRU Rice Average price of 1,259 KHR/kg
10	2014/09/08	Preah Vihear	AMRU	Samaki Rohas Meanchey AC	102	187.52 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	100 to 150 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	104.9 t delivered to AMRU Rice Average price 1,245 KHR/kg
11	2014/09/08	Preah Vihear	AMRU	Torsou Senchey AC	98	241 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	300 to 400 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	179.6 t delivered to AMRU Rice Average price 1,240 KHR/kg
12	2014/09/08	Preah Vihear	AMRU	Romtum Samaki Mean Chey AC	46	48.30 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	70 to 100 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	126.8 t delivered to AMRU Rice Average price 1,257 KHR/kg
13	2014/09/08	Preah Vihear	AMRU	Romdoul Maluprey Cheay Den AC	90	156.07 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	150 to 200 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	167.6 t delivered to AMRU Rice Average price 1,287 KHR/kg
14	2014/09/08	Preah Vihear	AMRU	Sarey Ratanak AC	190	519.43 ha	05 Nov, 2014 to 08 Jan, 2015	Rumduol, Malis and Rumdeng <b>ORGANIC</b>	600 to 700 tons	Ref. + Premium (depending on quality)	Training on paddy quality assessment	278 t delivered to AMRU Rice Average price 1,241 KHR/kg

No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
15	2014/10/10	Kandal	Golden rice	Akphiwat Kampong Prasat AC	8	13 ha	20 Feb, 2015	Pka Champa	40 to 50 tons	Fixed price: 1,020 KHR/kg	Seeds supplied for free. Follow up technical recommendation	42.755 t delivered
16	2014/12/02	Kampong Chhnang	Golden rice	Chey Chunas AC	18	53.7 ha	March, 2015	Phka Kravan	120-245 tons	Fixed price 1,000 KHR/kg (fresh paddy)	Paddy seed loan with zero interest rate, follow technical recommendation	213.92 t delivered
17	2014/12/13	Takeo	Golden rice	Ampil Meanchey AC	13	9.14 ha	April, 2015	Phka Kravan	27-45 tons	Fixed price 1,000 KHR/kg (fresh paddy)	Paddy seed loan with zero interest rate, follow technical recommendation	35.67 t delivered
18	2014/12/13	Takeo	Golden rice	Sromok Soksenchey AC	26	44.16 ha	April, 2015	Phka Kravan	133-220 tons	Fixed price 1,000 KHR/kg (fresh paddy)	Paddy seed loan with zero interest rate, follow technical recommendation	194.73 t delivered
<b>2015</b>												
19	2015/08/03	PreahVihear	AMRU	Livelhood Improvement AC	52	147.40 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	287.75 t (267.95 t jasmine, 19.80 t white)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 108.7 t WR = 0 t (37.8%)
20	2015/08/03	PreahVihear	AMRU	Krabao Prum Tep AC	91	192.27 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	206.5 t (178 t of fragrant rice and 28.5 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 165.8 t WR = 0 t (80.3%)
21	2015/08/03	PreahVihear	AMRU	Leuk Kampos Satrey AC	220	416.50 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	792 t (782 t of fragrant rice and 10 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 414.7 t WR = 36.8 t (57.0%)

No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
22	2015/08/03	PreahVihear	AMRU	Rohas Samaki Meanchey AC	98	162.85 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	146.9 t (146.4 t of fragrant rice and 0.5 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 79.1 t WR = 0 t (53.9%)
23	2015/08/03	PreahVihear	AMRU	Torsou Senchey AC	98	266.60 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	575.5 t (490.5 t of fragrant rice and 85 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 429.9 t WR = 31.4 t (80.2%)
24	2015/08/03	PreahVihear	AMRU	Romtum Samaki Mean Chey AC	44	94.20 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	128.30 t (89.30 t of fragrant rice and 39 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 71.9 t WR = 20.9 t (72.3%)
25	2015/08/03	PreahVihear	AMRU	Romdoul Maluprey Cheay Den AC	90	186.59 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	395.6 t (364.25 t of fragrant rice and 31.35 t of white rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 329.9 t WR = 0 t (83.4%)
26	2015/08/03	PreahVihear	AMRU	Satrei Ratanak AC	190	413.38 ha	Nov, 2015 to Jan, 2016	Jasmine and White Rice <b>ORGANIC</b>	826.70 tons (fragrant rice)	Ref. + Premium (depending on quality)	Training on quality paddy assessment	Delivered: Jasmine = 744.7 t WR = 4.8 t (90.7%)
27	2015/08/05	Stung Treng	Kan Chan Heang	Preah Rumkil AC	32	75.5 ha	Dec, 2015 to Feb, 2016	Phka Rumdul	46-100 tons	Market price	Pay 30 KHR/kg for AC service	No paddy delivered (miller did not cover transport as agreed in contract).



No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
28	2015/09/25	Pursat	Phour Kok Ky	FWUC Krouch Saeuch	50	55 ha	Jan to Feb, 2016	Sen Kro Ob	100-155 tons	Market price. Ref= highest price from 3 mills within province	Could pay a service fee for the service of FWUC based on volume delivered	150 t delivered. Price between 1,020-1,040 KHR/kg. But FWUC had to spend 126 \$ for operation and recovered only 86 \$, so contract was not extended.
29	2015/11/15	Stung Treng	Kan Chan Heang	Stung Treng Ramsar Site Agricultural Cooperative	45	78.5 ha	Nov, 2015 to May, 2016	Phka Rumdul	40-80 tons	Market price	Pay 30 KHR/kg for AC service	16.5 t delivered. Price 1,000 to 1,150 KHR/kg. But then not continued because transportation cost were not covered.
<b>2016</b>												
30	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	Rumduol Samaki Meanchey Mlouprey Py AC	29	54.9 ha		White rice and fragrant rice (Phka Rumdul, Phkar Malis and Somaly <b>ORGANIC</b> )	52.9 tons	Market price based on highest price bought by 3 rice millers within last 7 days, + premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 91.4 t (29.8 t fragrant + 61.6 t white). (173% / contract) Price 1,050 – 1,400 KHR/kg of dry paddy.
31	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	Aphiwat Samaki Sangkae 2 AC	97	86.4 ha		White rice and fragrant rice (Phka Rumdul, Phkar Malis and Somaly <b>ORGANIC</b> )	194 tons	Market price based on highest price bought by 3 rice millers within last 7 days, + premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 106.1 t (28.3 t fragrant + 77.8 t white). (55% / contract) Price 1050 – 1,375 KHR/kg of dry paddy

No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
32	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	AC of Sangkae Samaki Meanchey	36	61.6 ha		White rice and fragrant rice (Phka Rumduol, Phkar Malis and Somaly <b>ORGANIC</b> )	72 tons	Market price based on highest price bought by 3 rice millers within last 7 days, and plus premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 56.3 t (2.7 t fragrant + 53.7 t white) (78% / contract) Price 1,050 – 1,350 KHR/kg of dry paddy.
33	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	AC of Samaki Sovankiri Chhaeb	41	64.75 ha		White rice and fragrant rice (Phka Rumduol, Phkar Malis and Somaly <b>ORGANIC</b> )	62.5 tons	Market price based on highest price bought by 3 rice millers within last 7 days, and plus premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 26.5 t (2.1 t fragrant + 24.4 t white). (42% / contract) Price 1,050 – 1,375 KHR/kg of dry paddy.
34	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	AC of Khyong Sang Samaki	49	108 ha		White rice and fragrant rice (Phka Rumduol, Phkar Malis and Somaly <b>ORGANIC</b> )	143.5 tons	Market price based on highest price bought by 3 rice millers within last 7 days, and plus premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 113.6 t (38.3 t fragrant + 75.3 t white) (79% / contract) Price: 1,050 – 1,400 KHR/kg of dry paddy.
35	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	AC of Chrach Salavon Samaki Meanchey	151	127.1 ha		White rice and fragrant rice (Phka Rumduol, Phkar Malis and Somaly <b>ORGANIC</b> )	166 tons	Market price based on highest price bought by 3 rice millers within last 7 days, and plus premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 152.0 t (62.4 t fragrant + 89.6 t white). (92% / contract) Price: 1,050 – 1,400 KHR/kg of dry paddy.

No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
36	2016/08/03	Preah Vihear	Signatures of Asia (SoA)	AC of Puthrea Samaki Vathanak Meanchey	107	139.5 ha		White rice and fragrant rice (Phka Rumduol, Phkar Malis and Somaly <b>ORGANIC</b> )	188.8 tons	Market price based on highest price bought by 3 rice millers within last 7 days, and plus premium	Training on rice farming techniques and paddy quality checking and providing clean and new jute sacks	Delivered: 214.1 t (18.1 t fragrant + 196.0 t white). (113% / contract) Price: 1050 – 1,375 KHR/kg of dry paddy
37	2016/07/11	Preah Vihear	AMRU RICE	Krabao Prumtep AC	113	347.95 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	467.4 t (259.5 t fragrant + 207.9 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 511.6 t (311.8 t fragrant + 199.9 t white). (109% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.
38	2016/07/11	Preah Vihear	AMRU RICE	Livelihood Improvement AC	102	426.15 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	617.0 t (242.5 t fragrant + 374.5 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 312.5 t (148.7 t fragrant + 163.8 t white). (51% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.

No.	Date signed	Province	Name of BUYER (miller /exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
39	2016/07/11	PreahVihear	AMRU RICE	Rohas Samaki meanchey AC	104	202.65 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	260.2 t (205.75 t fragrant + 9.5 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 235.5 t (226.9 t fragrant + 8.6 t white). (90% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.
40	2016/07/11	PreahVihear	AMRU RICE	Leuk Kampos Satrey AC	358	1108.50 ha	Oct, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	2,087 t (854.5 t fragrant + 1,232.5 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 1,674.0 t (994.0 t fragrant + 680.1 t white). (80% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.
41	2016/07/11	PreahVihear	AMRU RICE	Rumduol Mlu Prey Cheayden AC	160	527.35 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	1,139.2 t (619.9 t fragrant + 519.3 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 805.2 t (619.3 t fragrant + 185.9 t white). (71% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.

No.	Date signed	Province	Name of BUYER (miller / exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
42	2016/07/11	PreahVihear	AMRU RICE	Satrei Ratanak AC	309	1,321 ha	Oct, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	2,304.8 t (1,570.8 t fragrant + 734.0 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 2,432.7 t (1,844.6 t fragrant + 588.2 t white). (106% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.
43	2016/07/11	PreahVihear	AMRU RICE	Torsu Senchey AC	116	405.50 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	887.9 t (697.4 t fragrant + 190.5 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 971.4 t (754.5 t fragrant + 216.9 t white). (109% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.
44	2016/07/11	PreahVihear	AMRU RICE	Romtom Samaki Senchey AC	124	335.80 ha	Nov, 2016 to Jan, 2017	Fragrant rice (Phka Rumduol, Phkar Malis, Phkar and Rumdeng and white rice <b>ORGANIC</b> )	453.9 t (112.9 t fragrant + 341.0 t white)	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 563.0 t (152.0 t fragrant + 411.0 t white). (124% / contract) Price: Fragrant = 1,100 – 1,420 KHR/kg of partially dry and 980 KHR/kg of fresh paddy. White = 980 to 1,080 KHR/kg.

No.	Date signed	Province	Name of BUYER (miller / exporter)	Name of SELLER (FO)	Number of Farmers	Surface	Expected period of harvest	Variety	Quantities (volume) committed	Price mechanism	Buyer support / inputs	Results and Comments
45	2016/07/11	PreahVihear	AMRU RICE	Bro mei Sen Chey AC		35.0 ha	Nov, 2016 to Jan, 2017	white rice <b>ORGANIC</b>	60.0 t	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 58.2 t (97% / contract) Price: 980 to 1,080 KHR/kg.
46	2016/07/11	PreahVihear	AMRU RICE	Choan Khsan Cheay Den Meanchey AC		214.0 ha	Nov, 2016 to Jan, 2017	white rice <b>ORGANIC</b>	258.1 t	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 275.3 t (107% / contract) Price: 980 to 1,080 KHR/kg.
47	2016/07/11	PreahVihear	AMRU RICE	Rumdoh Srae Samaky AC		65.75 ha	Nov, 2016 to Jan, 2017	white rice <b>ORGANIC</b>	115.5 t	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 84.7 t (73% / contract) Price: 980 to 1,080 KHR/kg.
48	2016/07/11	PreahVihear	AMRU RICE	Toek Kraham Kelam Or Chivpheap AC		101.0 ha	Nov, 2016 to Jan, 2017	white rice <b>ORGANIC</b>	117.4	Market price. Based on highest price bought by 3 rice millers last week plus premium	Training on quality paddy assessment	Delivered: 78.7 t (67% / contract) Price: 980 to 1,080 KHR/kg.

