

■ Support to the Commercialization of Cambodian Rice Project

[AFD Grant - CKH-1077-01-S and CKH-1077-02-T]



Supreme National Economic Council (SNEC)

SUPPORT TO THE COMMERCIALIZATION OF CAMBODIAN RICE PROJECT

QUARTERLY EXECUTIVE REPORT #01

JANUARY – MARCH 2013

April 12, 2013

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ACRONYMS

AC	Agricultural Cooperative
ACBN	Agricultural Cooperative Business Network
ADB	Asian Development Bank
ADC	Agricultural Development Communities
AEA	Agro-Ecosystem Analysis
AEC	ASEAN Economic Community
AFD	<i>Agence Française de Développement</i> / French Agency for Development
AFTA	ASEAN Free Trade Agreement
AMIS	Agriculture Market Information System
AMO	Agriculture Marketing Office
AQIP	Agriculture Quality Improvement Project
ARPEC	Alliance of Rice Producers & Exporters of Cambodia
ASEAN	Association of South-East Asian Nations
ASYCUDA	Automated System for Customs Data
AusAID	Australian Agency for International Development
AVSF	<i>Agronomes et Vétérinaires Sans Frontières</i>
CAC	
CAMFEBA	<i>Crédit Agricole Consultants</i>
CAVAC	Cambodia Federation of Employers and Business Associations
CARD	Cambodia Agriculture Value Chain Program (AusAID)
CARDI	Council for Agriculture and Rural Development
CB	Cambodian Agriculture Research and Development Institute
CC	Certification Body
CCA	Commune Councils
CCC	Climate Change Adaptation
CCD	Chamber of Commerce of Cambodia
CDC	Cambodian Certification Department
CDRI	Council for the Development of Cambodia
CEDAC	Cambodia Development Resource Institute
CEFP	<i>Centre d'Etude et de Développement Agricole du Cambodge</i>
CF	Committee for Economic and Financial Policy
CFAP	Contract Farming
CIDA	Cambodian Farmers' Association Federation of Agricultural Producers
CIRD	Canadian International Development Agency
CREA	Cambodian Institute for Research and Rural Development
DAE	Cambodia Rice Exports Association
DAI	Department of Agricultural Extension
DANIDA	Department of Agro-Industry
DFID	Danish International Development Agency
DMC	Department for International Development (UK)
DP	Direct-seeding Mulch-based Cropping system
	Development Partners
DPS	Department of Planning and Statistics (of MAFF)
	Department of Rice Crops
DRC	Executing Agency
EA	European Commission

EC	European Union
EU	Federation of farmer associations promoting family Agriculture Enterprises in Cambodia
FAEC	Food and Agriculture Organization of the United Nations
FAO	Federation of Association for Small and Medium Enterprises of Cambodia
FASMEC	Federation of Cambodian Farmer Organisations for Development
FCFD	Federation of Cambodian Rice Exporters
FCRE	Federation of Cambodian Rice Millers Associations
FCRMA	Farmer Field School
	Farmer and Nature Network
FFS	Farmer Organisations
FNN	Farmer Organisations Office of the DAE
	Food Safety Management System
FO	Farmer and Water Network
FOO	Farmer Water User Community
FSMS	Global Agriculture and Food Security Program
FWN	General Directorate of Agriculture
FWUC	General Department of Customs and Excise
GAFSP	Gross Domestic Product
GDA	Geographical Indication
GDCE	<i>Deutsche Gesellschaft für Internationale Zusammenarbeit</i> / German Development Cooperation
GDP	Good Manufacturing Practice
GI	Greater Mekong Subregion
GIZ	Government – Private Sector Forum
GMP	Groupe de Recherche et d'Echanges Technologiques
GMS	Hazard Analysis and Critical Control Points
G-PSF	Helping Address Rural Vulnerability and Ecosystem Stability (USAID project)
GRET	International Fund for Agricultural Development
HACCP	International Finance Corporation
HARVEST	Intellectual Property Department of the Ministry of Commerce
IFAD	Integrated Pest Management
IFC	<i>Institut de Recherche et d'Application des Méthodes de Développement</i>
IPD	Institute of Standards of Cambodia
IPM	Irrigation Service Fee
IRAM	Integrated Water Resources Management
ISC	Japanese International Cooperation Agency
ISF	Long Grain White Rice
IWRM	Ministry of Agriculture, Forestry and Fisheries
JICA	Ministry of Economy and Finance
LGWR	Micro-Finance Institution
MAFF	Ministry of Industry, Mines and Energy
MEF	Ministry of Land Management Urban Planning and Construction
MFI	Ministry of Commerce
MIME	Ministry of Water Resources and Meteorology
MLMUPC	Ministry of Public Works and Transport
MOC	Ministry of Rural Development
MOWRAM	Monitoring and Evaluation
MPWT	National Coordinator
MRD	Non-Governmental Organization

M&E	National Project Director
NC	National Standard Council
NGO	National Strategic Development Plan
NPD	North-West Irrigation Sector Project (ADB/AFD)
NSC	Organic Agriculture
NSDP	Open Paddy Market
NWISP	Operation and Maintenance (of irrigation schemes)
OA	Operation and Maintenance (of irrigation schemes)
OPM	
O&M	<i>Programme d'Appui au Développement de l'Agriculture au Cambodge</i>
PADAC	Project for Agriculture Development and Economic Empowerment (IFAD project)
PADEE	Program Based Approach
PBA	Provincial Department of Agriculture
PDA	Provincial Department of Water Resources and Meteorology
PDOWRAM	Provincial Department of Rural Development
PDRD	Participatory Irrigation Management Development
PIMD	Public Investment Program
PIP	Project Management Advisor
PMA	Phnom Penh Autonomous Port
PPAP	Pilot Program for Climate Resilience
PPCR	Public-Private Dialog
PPD	Public-Private Partnership
PPP	Policy on the Promotion of Paddy Production and Rice Export
PPPPRE	Project Steering Committee
PSC	Rural Development Bank
RDB	Royal Government of Cambodia
RGC	Climate Resilient Rice Commercialization Sector Development Program (ADB)
Rice-SDP	Rice Millers Associations
RMA	Rectangular Strategy
RS	Sihanoukville Autonomous Port
SAP	Strategy on Agriculture and Water
SAW	Support to the Commercialization of Cambodian Rice Project
SCCRP	Strategic Climate Fund
SCF	Small and Medium Enterprise
SME	Supreme National Economic Council
SNEC	Sanitary and Phyto-Sanitary
SPS	Sector Wide Approach
SWAp	Technical Assistance
TA	Technical Barriers to Trade
TBT	Trade Development Support Program
TDSP	Terms of Reference
ToR	Training of Trainers
ToT	Trade Promotion Department of the MOC
TPD	Technical Working Group
TWG	Technical Working Group on Agriculture and Water
TWGAW	United Nations
UN	United Nations Development Program
UNDP	United Nations Industrial Development Organization
UNIDO	United States of America

USA	United States Agency for International Development
USAID	World Bank
WB	Water Resource Management Sector Development Program (ADB)
WRMSDP	World Trade Organization
WTO	

UNITS AND MEASURES

ha	Hectare
KHR	Cambodian Riel
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 a period of 3 years (January 2013 to December 2015). 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 maximisation 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 follow 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 1st Quarterly Executive Report of the project. It actually covers a period of 2 months and 10 days from January 22 to March 31, 2013. This period was mainly focused on the project establishment (setting the team and sorting administrative issues) and on the “inception phase” which will end with the Project Second Steering Committee Meeting scheduled for April 19, 2013. **A separated “Inception Phase Report” will be issued** by the end of April, which will present more developments on the information gathered about rice sector and the current progresses of preparation of the implementation strategies for each component.

Thereof the present report only summarizes the first activities implemented from January 22nd to March 31st as initial steps in the implementation of the technical components (#1 to #4) and the administrative and management activities undertaken as part of the “project establishment” phase.

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

1.1. PRELIMINARY CONSULTATIONS WITH STAKEHOLDERS

1.1.1. PUBLIC STAKEHOLDERS

1.1.1.1. MINISTRY OF COMMERCE

SNEC project coordination team met H.E. Mao Thora on February 7, 2013. MOC has underlined its support to the Federation of Cambodian Rice Exporters which is considered by MOC as the “only” interlocutor for the Ministry.

Additional consultation was conducted with Green Trade Co. on February 23, 2013 and with the Department of Trade Promotion on March 4, 2013. The Director of Green Trade has confirmed the appropriateness to work with the FCRE, and mentioned that MOC might not obstacle the principle of revising FCRE internal structure, status and organization. Besides, he mentioned that the sector should be organized in three layers. Exporter Organization in relation with MOC, Millers Association in relation with MIME and Farmers Association under the umbrella of MAFF. He suggested to work with one or two Miller Associations at provincial level (e.g. Prey Veng) in order to develop a good model of such association, with a priority to give to a province where the relationship among millers are reasonably good.

1.1.1.2. MINISTRY OF ECONOMY AND FINANCE

On February 15, 2013, the National Project Director and the project coordination team met H.E. Vongsey Visoth, Secretary General of the Ministry of Economy and Finance, who has notably advice to work on the institutional aspects of exporter’s organization. FCRE, considering it was established in a relatively directive way and still lack operational capacities as well as ownership and support from its members. He agreed that the organization of this sector requires a strong leadership.

H.E. Vongsey Visoth has also encouraged the project team to meet H.E. So Khan Rithykun in MAFF, and supported the idea of creating consultative groups / taskforces on the different components of the projects (in particular on Components #2 and #3).

[Note: consultations with MIME and MAFF are reported in the Parts 2 and 3 of this report, respectively, as they are more specifically focused on the corresponding components. A list of stakeholders consulted is presented in Annex 2.]

1.1.2. ECONOMIC STAKEHOLDERS

Various economic stakeholders (in particular exporters) were also met during this inception phase in order to share about their vision of the rice export situation and the up-coming challenges, and also assess their current views and feeling regarding professional organizations in the sector. SNEC project team has notably met Khmer Food Group, Amru Rice (Cambodia) Co. Ltd., Golden Rice (Cambodia) Co. Ltd., Loran Group Plc., Mekong Oryza and Baitang (Kampuchea) Plc. Generally, they support the idea of having professional and inter-professional organization.

1.1.3. PROFESSIONAL ORGANIZATIONS AND BUSINESS ASSOCIATIONS

Different professional organization have also been met in February and March, as part of the project inception phase, in order to gather information on their structure, mandate and activities as well as their perception of the current developments and challenges of the rice sector. The project coordination team had meeting with:

- The Federation of Cambodian Rice Exporters (FCRE),
- The Alliance of Rice Producers and Exporters of Cambodia (ARPEC),
- The Cambodian Rice Exporters Association (CREA),
- The Federation of Cambodian Rice Miller Associations (FCRMA),
- The Federation of Associations for Small and Medium Enterprises of Cambodia (FASMEC).

FRCE, ARPEC and CREA members consist of exporters, millers, input suppliers and bankers. FCRMA's members are mainly millers, who some of them involve in rice export activities. Though, FASMEC has organized annual Rice Forum, not many of them are its member. Most often, all these associations have a problem of representation and fall into a trap of personalization. There are often no membership fee or contribution and the association or federation are often hosted within the president's firm location (case of FCRE, CREA, FASMEC).

1.1.4. DEVELOPMENT PARTNERS AND PROJECTS

Several development partners and project team have been met in an effort of consultation and coordination. The project coordination team had several meeting with the IFC rice project team (with whom we are trying to have a close coordination considering the relatively similar objectives of our projects), and has also met JICA, ADB, IFAD, and UNDP. Among them, IFC has many common goals of the project.

1.2. EXPERIENCE SHARING WORKSHOP ON PROFESSIONAL AND INTER-PROFESSIONAL ORGANIZATIONS

The project has proposed and co-organized with the Federation of Cambodian Rice Exporters a workshop in order to present and share experiences on professional and inter-professional organizations. The workshop took place on the 22nd of March 2013, for half a day, in SNEC. About 20 participants have attended this event (See the list in Annex 3). From the private sector, the FCRE had invited the top-ten rice exporters.

The purpose of the workshop was to initiate a reflection on professional / inter-professional organizations based on other sector or other countries experiences.

Two speakers were invited to share their expertise or experience:

- Mrs Célia Coronel, agro-economist at IRAM (France), delivered a presentation on Inter-Professional organization in the agriculture and agro-industry sectors, illustrated by various case studies from France, Africa and Canada.
- Mr Kaing Monika, Business Development Manager at the Garment Manufacturers Association of Cambodia (GMAC), presented the experience of the professional organization of garment manufacturers in Cambodia.

The workshop has generated a good discussion among participant, especially focus on what the FCRE can do and should be done this future. The experiences from GMAC, particularly on the representation, was highlighted. In the workshop, FCRE raised their difficulty in recruiting the right staff and attempt to develop its action plan.

1.3. PARTICIPATION IN IFC'S SUPPORTED EXPORTER WORKING GROUP

The Project Coordinator and the Project Management Advisor took part in the monthly meeting of the informal Cambodian Rice Exporters' working group facilitated by the IFC. 30 minutes were reserved in the agenda for SNEC to introduce the "Support to the Commercialization of Cambodian Rice Project" to the

participants and in particular to present the foreseen approach for the Component #1 and the support to the FCRE.

The time available was too limited to start a detailed discussion on the proposed approach, but at least this gave SNEC project team the opportunity to inform participants on the proposed process and to assure the participant with the willingness of the project team to support the development of a truly independent (private-sector driven) professional organization of exporters, and to enhance the will of coordination with IFC initiative. This informal working group remains very informal but discussions take place in a good and positive spirit. Yet, IFC facilitation role seems still very necessary to cement this group. But this process contributes to generate a network, that can be progressively consolidated and formalized based on a common interest of the industry.

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

2.1. MEETING WITH MIME/ISC AND DEPARTMENT OF RICE CROPS

2.1.1. MIME/ISC

SNEC project team has met H.E. Heng Sokkung, Under-Secretary of State of the Ministry of Industry, Mines and Energy, on February 8, 2013, together with the Director and Deputy Director of the Industrial Affairs Department (Mr Heang Sophoan and Mr Ung Dipola) and with responsible officers of the Institute of Standards of Cambodia (ISC) and of the Cambodia Certification Department.

MIME/ISC have confirmed the issuing of two standards (on milled rice and husked rice) in 2012, and have informed SNEC project team about the on-going work on 10 additional standards for 10 specific varieties, with support of the TDSP program (Trade Development Support Program funded by World Bank).

The Cambodia Certification Department (CCD) was accredited for product certification by a Norwegian accreditation body in 2008 (but accreditation shall be renewed). To date, the CCD has granted about one hundred licenses for the use of Cambodian Standards.

The CCD is now applying for an accreditation for System Certification (ISO 17021) from the joint accreditation system of Australia and New Zealand.

2.1.2. DEPARTMENT OF RICE CROPS OF MAFF

On February 15, 2013, the project coordination team met Mr Ngin Chhay, director of the Department of Rice Crops of MAFF and head of the “Technical Committee No 4 responsible for the standards on cereals”. Mr Ngin Chhay has provided some additional information on the process of development of the standards on rice. He has indicated that the 2 standards on rice approved in 2012 still have to be disseminated and promoted, and that MIME’s certification capacities might need additional improvements in order to ensure the corresponding certification.

Mr Ngin Chhay has also confirmed the process of development of 10 additional standards for each of the 10 rice varieties promoted by MAFF, and has also indicated that additional standards and regulation (Prakas) on seeds and seeds certification are currently being developed.

2.2. PARTICIPATION IN THE WORKSHOP ON RICE STANDARDS

SNEC project team has attended parts of the workshop organized in Phnom Penh by MIME on 27 and 28 of February, as part of the on-going consultation process on the 10 variety-specific standards development.

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

3.1. MEETINGS WITH MAFF

3.1.1. MEETING WITH MAFF/DAE

SNEC project coordination team have met H.E. Chan Tong Yves (Secretary of State, MAFF) on February 12, 2013 together with Mr Mak Soeun, Director of the Department of Agriculture Extension (DAE). H.E. Chan Tong Yves suggested that the project shall work with the Department of Agriculture Extension, who had already prepared a preliminary concept note for the implementation of the Component #3. There was actually a little misunderstanding, as the 1st Meeting of Project Steering Committee, which took place on June 21, 2012, had requested each line Ministry to propose a concept note for the 1st priority action to start the implementation of the project. The note presented by the DAE was actually covering the whole implementation of the Component #3, but was not focus enough to address the specific objectives of this component. Yet, part of the suggestions in this initial concept note will be recycled for the preparation of a first pilot action to be launched in 2013. One of the possible concept to be tested is the idea of “rice centers” that could be made available for the use of cooperative to dry and store paddy¹, and that could also be a platform for selling paddy. The DAE would also like to promote Agricultural Cooperative Business Networks (ACBN), which could manage such facilities.

The DAE has expressed reserves regarding the involvement of Farmer Water User Communities in the commercialization of paddy considering (correctly) that FWUC current legal framework limits FWUCs mission to Operation and Maintenance of irrigation schemes only².

3.1.2. MEETING WITH GDA

Following the recommendation of H.E. Vongsey Visoth, Secretary General of the Ministry of Economy and Finance (See § 1.1.1. of the present report), SNEC project coordination team met H.E. So Khan Rithykun, General Director of the General Directorate of Agriculture (GDA) on February 22, 2013. He confirmed the need for the project to work with the Department of Agro Industry regarding the issue of contract farming, and he has underlined the need to complete the legal framework on contract farming (only the Sub-decree has been endorsed to date, and it shall be completed by additional Prakas or other regulatory documents).

H.E. So Khan Rithykun has also encouraged the project to work with PDAs for the implementation of the pilot actions.

3.1.3. MEETING WITH DAI

SNEC project coordination team met the Department of Agro Industry (Mr Yi Bunhak, Chief of Agro-Industrial Development Office, his deputy Mr Chea Sopheak and Mrs Hour Bopha from the Administration and Personnel office) on March 01, 2013. The DAI has recalled the main problems identified (export of raw material and import of processed food stuff, high number of middlemen, limited means to ensure quality and food safety, price volatility...), that have led to the preparation of a legal background to support the

¹ The establishment of drying and storage facilities is also one of the orientations of the ADB’s “Climate Resilient Rice Commercialization Sector Development Program” (under preparation), with the idea of centers which management could be subcontracted to private operators.

² Additional roles (for paddy commercialization notably) could be tolerated as a dispensation for the purpose of «pilots» implementation. If pilot experiences confirm the relevance of an involvement of FWUCs in paddy commercialization, then the legal background for FWUC registration may have to be revised to lift this limitation of FWUC mandate.

development of contract farming. It also recalled some of the significant experiences of contract farming in Cambodia (such as contracts made by CP Group or British American Tobacco...), but that are not based on the recent Sub-decree (logically, as these companies have been implementing contract farming agreement for several years already, long before the sub-decree was issued). A guideline is under development and awaiting for approval from the Minister.

Mr Yi Bunhak has explained that the DAI could play a role of facilitation and advise in the negotiation of contract-farming agreements, and notably check the ability of both parties, advise on the terms of the contract and help to solve dispute³. Mr Yi Bunhak has also stated that transaction between both parties shall be witnessed and verified: for instance, if there is a delivery of inputs (e.g. fertilizers) the quantity and quality shall be verified by local authorities and/or MAFF services in order to avoid disputes... which will raise the issue of who will pay for the costs of those verifications (Mr Yi Bunhak has suggested that the Companies shall bear the transportation costs and allowance for civil servants taking part in these advise or verification tasks).

3.2. MEETINGS WITH OTHER ORGANIZATIONS INVOLVED IN SUPPORT TO FARMER

ORGANIZATIONS

AVSF and ADG (two international NGOs involved in the support to Farmer Organizations with, to some extent, a focus on the issue of access to market) have been met by the Project Management Advisor together with IRAM support mission, respectively on 18th and 19th of March. They have provided information on their respective programs, and in particular on the support to Farmer Organizations and Federations of Farmer Organizations (the Federation of Cambodian Farmers for Development – FCFD, supported by AVSF, and the Federation of farmer associations promoting family Agriculture Enterprises in Cambodia – FAEC, supported by ADG).

ADG has also reported about its current reflection on the role that could be played by FAEC in supporting access to finance for FOs, in partnership with banks or microfinance institutions (preliminary discussion were initiated with AMRET).

Further to this, additional meetings took place with AMRET Technical Assistant (Mrs Roxana Savescu, Horus) on March 23, then together with the board of FAEC on March 28, 2013.

3.3. FIELD VISIT IN BATTAMBANG

SNEC project coordination team made a field visit in Battambang from March 5 to March 8, 2013. Different organizations were met during these days:

- Mr Ny Ly Heng was met at Baitang Co. but also as a representative of the Federation of Cambodian Rice Miller Associations,
- The Provincial Department of Agriculture of Battambang,
- Four agricultural cooperatives:
 - Sahakum Aphivat Kassekam Pdey Sangkheum (Ta Mat, Prey Kpos, Bavel, Battambang),
 - Meanchey Ampil Pram Daeum Cooperative (Bavel, Battambang),

³ We can note that a “Contract-based Agricultural Production Committee” has been established at a very high level by the Sub-Decree No 36 ANKR BK, with among its roles to “intervene or solve conflicts arising from Contract-based Agriculture Production that the specialized agencies [which are not named] are unable to solve or that are required to be solved by inter-agencies”. The ability of this Committee (which counts not less than 1 Minister, 11 Secretary of State and other high ranking officials!) to be operational and reactive to address conflict seems very doubtful.

- Kantheu Mouy Teadey Chulsar Cooperative (Banan, Battambang),
- Kantheu Pi Samaki Banan Meanchey Cooperative (Banan, Battambang),
- One FWUC (Don Aov),
- And a representative of the so-called “Sahakum Baitang” (Baitang Community, created by Baitang Company) in Balang Kraom village (Thmar Khaul, Battambang).

The PDA has indicated that there is a total of 82 cooperatives registered in Battambang province, with a number of them focused on corn and cassava production (mainly along the Thai border) and many other involving paddy producers (even if paddy production or marketing is not necessarily the primary focus of the cooperative). The need to strengthen capacities and understanding of farmers about cooperatives roles and management is still high in general. Cooperative are still very much in need for supports. Besides, the other major constraint that limits cooperative development is the issue of access to finance.

Credit and saving is a main activity for a large number of cooperatives, and only a limited number of them have commercial activities (either for input supplies or for the commercialization of agricultural products).

Among the cooperatives visited, Sahakum Aphivat Kassekam Pdey Sangkheum present a good potential because they have some storage facility (a warehouse with a storage capacity of more than 100 t) and already some experience of paddy commercialization. The cooperative also have credit services for their member. They would be interested to access loans with « reasonable » interest rates, rather than borrowing cash from a paddy buyer / miller. But they are also considering possible contract farming with a company.

Meanchey Ampil Pram Daeum Cooperative is also interested in developing paddy commercialization, but they have no storage facility at present (a piece of land has been made available for them but only for a 3 years duration which is indeed insufficient to invest in warehouse building. They could also consider contract farming and would like to develop a seed production activity.

Members of the FWUC committee met in Don Aov are interested and concerned about the issue of paddy commercialization, but seems not comfortable with the idea of getting involved (as a FWUC) in paddy commercialization as it is not primarily the mandate of the FWUC. This Community still have a lot of difficulties to implement its roles of Operation and Maintenance and has been able to gather only 8 million Riels of ISF (about 20% of the amount to be collected)⁴.

3.4. ORGANIZATION OF A WORKSHOP WITH FWUCs, COOPERATIVES AND MILLERS IN KAMPONG THMAR

On March 21, 2013 a workshop has been organized in Kampong Thmar (Kampong Thom province) with 4 Farmer Organizations (2 FWUCs: Teuk Chas FWUC, in Kampong Cham province, and Stung Chinit FWUC in Kampong Thom – who was hosting the workshop; and 2 cooperatives⁵: the Agricultural Cooperative of Trapaing Russey, of Kampong Svay district, Kampong Thom and the Agricultural Development Group of Santuk district, Kampong Thom) and 2 rice millers⁶.

This workshop had the objective to better understand the conditions of selling/buying paddy for producers and millers, and to have a closer insight of the potential role and interest of FOs in the commercialization of

⁴ In such cases, it may be preferable to strengthen the development of FWUC capacities on its primary role of O&M. Unless it is believed to be a hopeless case, in which case a totally different model could be considered where the cost of operation and maintenance would be covered by the margins made on paddy commercialization activities, but this would be a totally different approach from what are the current strategies for cooperatives and for irrigation management, and this would lead to other problems (such as side selling of paddy) not easier to solve than the current difficulties FWUCs are facing.

⁵ The 2 cooperatives are both members of the Federation of Cambodian Farmers for Development, FCFD.

⁶ Mr Lor Hy Khim, rice miller in Batheay, Kampong Cham province, and Mr Chon Seng Huot, rice miller in Cheung Prey district, Kampong Cham province.

paddy and in building arrangement with millers that could address both parties' issues. It was also a test in opening a dialog between farmer organizations and millers which actually show that there is little direct relationship between these two parties and little understanding of their respective constraints.

The discussion suggested that:

- Farmers Organizations, cooperative and FWUCs alike do not have now any capacity for commercializing the paddy (working capital, means of transportation, competencies in marketing planning). A market oriented (demand driven) approach is a new thing for FWUC and even for cooperatives, which have in reality limited economic activities.
- Some farmers evoked the difficulty to work as a group for many farmers because of difficulty in coordination and lack of trust;
- The issue of quality raised by millers is not fully understood by producers (they felt unsure of what good quality paddy is, in particular considering the evolution of the demand, with specific requirement – in particular regarding variety purity – for export markets that have been highlighted by millers⁷);
- Even when information is passed to collectors and producers, producers don't have the means to access required variety. Production risks (flood, drought, food security) are the main obstacles to investing in quality seeds;
- Slight margins for price improvement: purity and time of harvest (determining humidity and broken content) can make a 5 to 10% difference in the price paid to producers⁸;
- Producers and millers can act in complementarity for the quality of drying (which interferes with broken content): time and length of harvest by producers, drying technology for millers (paddy that is sun-dried is not likely to achieve the objective of premium quality);
- Farmers' organizations would have to gather at least 15 to 20 tons⁹ batches of paddy to offer to raise the interest of a miller and convince him to come to purchase, shortcutting local middlemen.

⁷ The two millers present in the workshop are well aware of export market requirements as they supply different companies which are among the top ten exporters.

⁸ This differential of price was indicated by Mr Lor Hy Khim. It has to be noted that other millers / exporters met separately have mentioned even much higher price difference based on quality (up to 25%).

⁹ One truck load.

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

A meeting between RDB, AFD and SNEC coordination team took place at RDB on January 31, 2013 in order to precise the objectives and the modalities of management of the Component #4. The main outcomes are the following:

4.1. UNDERSTANDING OF THE PURPOSE OF COMPONENT #4

The primary objective of the Component #4 of the project is the up-grading of the Rural Development Bank, following the recommendations of the Assessment made in 2011 by CAC. Consequently, the budget available under the Component #4 (400,000 Euros) will be used in priority for the payment of the required technical assistance to achieve this objective. Other activities or investments will be considered only once the consulting firms for Legal support and Banking consultancy will have been recruited, and knowing the actual amount the implementation of these consultancies will mobilize.

The ultimate purpose of RDB upgrading is to reach the required standard to access international loans in order to scale up its activities in support to the rice sector. AFD could consider (in the medium term) the possibility of providing a loan of up to 20 million Euros to the RDB to support the financing of the rice sector, provided that these standards are reached.

No commitment is taken by the project to date to support the investment and/or operational costs for the deployment of “mobile units” in order to increase the presence of RDB in provinces. [Note that the option of “mobile units”, based on RDB experience in the rubber sector, is preferred by the MEF to the opening of provincial branches, in order to reduce the operational costs].

The Project could also support an effort of diversification of the RDB offer of credit to the economic stakeholders in the rice sector, and in particular consider to support the development of adapted credit tools to finance the activities or investments of Farmer Organizations (FOs), in relation with the Component #3. The project support in this matter could possibly include a support to the development of an adapted credit offer, and/or the financing of a guarantee fund in order to guarantee loans to FOs. Such support could be funded either under the Component #4 (if enough budget is still available) or under the Component #3 subjected to the prior approval from RDB. [Yet, no commitment has been made in this direction, and it is just mentioned here as a possible action to consider.]

4.2. RECRUITMENT AND MANAGEMENT OF THE SUPPORT MISSIONS / TECHNICAL ASSISTANCE

On AFD and RDB demand, SNEC National Project Director has addressed a letter to RDB (dated February 01, 2013) by which it delegates to RDB the process of recruitment and management of the consulting firm for the legal advisory and banking consulting. It has been agreed that RDB will be entitled to directly request AFD non-objection letters and to sign contract with consulting firms. As a consequence of this delegation, it has also been agreed that RDB shall bear the responsibility of the consulting contracts signed and on the management of the quality of outputs.

Last, it has been precised that, for overall project management purpose, SNEC Project National Director and Project Coordination Team shall be invited to attend the briefing and debriefings of the consultant missions and that RDB shall send to SNEC National Project Director:

- Copies of the contracts signed with the consulting firms or individual consultants recruited,
- Copies of all letters exchanged between RDB and AFD regarding the management of this consultancies,
- Copies of the requests for payment related to these contracts addressed to AFD,

- Hard and soft copies of reports produced by the consultants,
- Quarterly reports (along the project duration) of RDB progresses in the implementation of the recommendations made by the consultants and subsequent changes in RDB structure, internal governance, management and services offered.

Further to the meeting between SNEC project coordination team, AFD and RDB in late January (and the issuing of NPD letter on February 1st) it was foreseen that RDB would issue the invitation to bidder within a week, and the expected deadline for submission for both bidding was foreseen to be March 19, 2013.

We understood that actually only the bidding for banking consultant was issued in the following weeks, whereas the invitations for legal consulting firms have been issued on April 9, 2013 only, with a deadline for submission on May 6, 2013.

5. COMPONENT #5: ADMINISTRATION AND MANAGEMENT ISSUES

5.1. RECRUITMENT OF THE PROJECT MANAGEMENT ADVISOR

The consortium IRAM-NIRAS has been selected for the provision of the Project Management Advisor to SNEC. The Contract (No SNEC/AFD 2012-01) has been signed between SNEC, IRAM and NIRAS on January 18, 2013. IRAM was instructed to begin the service on the same day, and the Project Management Advisor (Mr Jean-Marie Brun) officially took office on January 22, 2013 (unofficially on 21st).

5.2. CONSTITUTION OF THE PROJECT TEAM

On July 31, 2012, SNEC informed¹⁰ AFD about the nomination of the National Project Director and a team of three staff assigned to work on the project. This team composition has been confirm, except for a change for the position of Project Administration Officer.

Terms of Reference for each of the four following position have been prepared and approved by H.E. Ros Seilava, then by AFD on February 7, 2013.

- H.E. Ros Seilava, National Project Director (NPD);
- Mr. Ung Luyna, Project Coordinator (PC);
- Mr Lay Sokkheang, Project Administration Officer (PAO);
- Mrs Sras Sopheakalyanika, Accounting and Finance Officer (AFO).

5.3. PREPARE PROJECT FINANCIAL MANAGEMENT TOOLS AND GUIDELINES

5.3.1. OPENING OF PROJECT BANK ACCOUNT AND FIRST TRANSFER OF ADVANCE BY AFD

The project Bank Account was opened by SNEC in mid-February 2013 with ACLEDA Bank Plc., after the choice of the bank was approved by AFD. The first request for advance payment has been addressed to AFD on February 15, 2013 and the initial advance was credited on the project bank account on March 21, 2013.

5.3.2. FINANCIAL MANAGEMENT TOOLS AND PROCEDURES

Project accounting and finance formats and guidelines have been prepared by the Project Management Advisor with some backstopping support from NIRAS Phnom Penh office. This includes formats of payment and reimbursement vouchers, receipts formats, cash and bank registers, per diem payment vouchers, PMA time sheets.

In addition, an Excel tool for budget monitoring has been developed by the PMA. It allows a real time budget monitoring (in Euro).

Basic guidelines have been developed for project financial management and accounting procedures, and the AFO has been briefed by the PMA on the basic accounting and finance procedures.

¹⁰ (letter #056/012 ក្រសួង).

5.4. PREPARATION OF THE PROJECT PROCUREMENT PLAN AND LAUNCHING PROCUREMENT PROCESS FOR PROJECT EQUIPMENT

A 1st version of Project Procurement Plan for Year 2013 has been prepared and was submitted to AFD on February 13, 2013. Non-objection on this procurement plan was granted by AFD on February 20, 2013.

This first version of the plan includes three procedures of procurement of goods (Computer and IT equipment, office furniture and vehicle) and one for procurement of service (auditing service).

Procurement processes have then been launched accordingly, except for the procurement of auditing services which has not yet been initiated.

Suppliers of Furniture and IT equipment were selected on March 12, 2013, and selection and draft contracts were approved by AFD on March 18, 2013.

5.5. IRAM SUPPORT MISSION TO THE INCEPTION PHASE

As it was proposed in IRAM-NIRAS technical offer, a support mission of IRAM headquarters took place from March 14 to March 16, 2013. The mission was implemented by Ms Célia Coronel, Agro-economist. It has provided some useful and important inputs to SNEC project team in the process of elaboration of the implementation strategies, in particular for Components #1 and #3. Mrs Célia Coronel took part in several meetings and workshops. In particular, her experience of inter-professional organization was shared during the workshop co-organized with the FCRE (see details in the previous pages).

ANNEXES

ANNEX 1: CALENDAR OF ACTIVITIES IMPLEMENTATION (PMA TIMESHEETS)

JANUARY 2013

			Location	Activities
Monday	21	a.m. p.m.	SNEC	Prepare list of admin.&Finance issues to be addressed
Tuesday	22	a.m. p.m.	SNEC SNEC	First project team meeting - questions on bank account opening sent to AFD Preliminary draft of ToR for project team
Wednesday	23	a.m. p.m.	SNEC SNEC	Finalize preliminary draft of ToR for project team - Prepare list of equipments Work on planning
Thursday	24	a.m. p.m.	SNEC SNEC	Review documentation on project design (project description, RDB component...) Prepare brief presentation on project - Start to contact stakeholders
Friday	25	a.m. p.m.	SNEC AFD	Preliminary budget component 5 Meeting with Ung Luyana and AFD
Saturday	26	a.m. p.m.	(Home)	Read documentation (1st SC report, Review report of implementation of policy paper - 2010-2011...)
Sunday	27	a.m. p.m.		
Monday	28	a.m. p.m.	SNEC SNEC, MAFF	Prepare question to address with NPD, Prepare format for contact list, revise budget component 5. Draft letter for approval of ACLEDA, Prepare meeting, then meet H.E. Lord Reasmey.
Tuesday	29	a.m. p.m.	SNEC NIRAS, SNEC	Prepare draft procurement plan + Meeting with H.E. Ros Seilava + project management team Contract to NIRAS for sign., revise ToR and prepare request for salary supplementation - revise project brief
Wednesday	30	a.m. p.m.	SNEC SNEC	Work on budget frame Revise procurement plan / alignment with AFD and MEF guidelines
Thursday	31	a.m. p.m.	SNEC RDB	Revise delegation letter to RDB; Coord. Team meeting Meet RDB+AFD - Revise bidding document for Component #4 - Minutes of meeting with RDB

FEBRUARY 2013

		Location	Activities
Friday	1	a.m. SNEC	Feedback to IRAM HQ - Prepare meeting with IFC - Read rice sector documentation
		p.m. SNEC	Read rice sector documentation - Start to work on the development of Excel accounting and budget mngt tool
Saturday	2	a.m.	
		p.m.	
Sunday	3	a.m.	
		p.m.	
Monday	4	a.m. SNEC	Develop tools for accounting and budget monitoring
		p.m. SNEC	Develop tools for accounting and budget monitoring
Tuesday	5	a.m. SNEC	Team meeting on procurement and administration issues (with NIRAS)
		p.m. SNEC - IFC	Read document on contract farming - Meeting at IFC office
Wednesday	6	a.m. SNEC	Meeting with ADB project design consultants + minutes of IFC meeting
		p.m. SNEC	Synthesis of ADB project foreseen actions + read documentation on contract farming + contact JICA
Thursday	7	a.m. SNEC	Follow-up on administrative issues + read documentation + prepare meeting with MOC
		p.m. MOC	Meeting in MOC with H.E. Mao Thora
Friday	8	a.m. SNEC	Work on options and implementation strategy + follow-up procurement issues
		p.m. MIME - SNEC	Meeting in MIME - Discussion on quality, certification and branding with Luyna
Saturday	9	a.m.	
		p.m.	
Sunday	10	a.m.	
		p.m.	
Monday	11	a.m. SNEC	Meet AFD mission (Mrs Audrey Brulé-Françoise) + revise procurement plan (specifications)
		p.m. SNEC	Prepare interviews with MAFF and MOWRAM + planning for following steps in the inception phase
Tuesday	12	a.m. SNEC	Brief on project inception progress and further steps
		p.m. SNEC - MAFF	Brief on project inception progress and further steps + meet H.E. Chan Tong Iv
Wednesday	13	a.m. SNEC	Finalise brief on project inception progress + make contacts + prepare request for 1st transfer
		p.m. SNEC	Team meeting on procurement and administration issues (with NIRAS) + request ANO on procurement
Thursday	14	a.m. SNEC	Correction to the three procurement documents (vehicle, IT equipment, office furniture)
		p.m. SNEC	Work on concept note for component #3
Friday	15	a.m. SNEC, MEF	Meeting with JICA, Meeting with H.E. Vongsey Visoth (Secretary General of MEF)
		p.m. - GDA	Lunch meeting with IFAD, Meeting with Mr Ngın Chhay, Rice Crop Department
Saturday	16	a.m.	
		p.m.	
Sunday	17	a.m.	
		p.m.	
Monday	18	a.m. SNEC / Khmer Food Co.	Start prepare note on workshop on Component #3 + meet FCRE (Oknha Kim Savuth)
		p.m. SNEC	Concept note for Component #3
Tuesday	19	a.m. SNEC / ARPEC office	Coordination team meeting / Meeting with ARPEC
		p.m. AMRU office	Meeting with AMRU Rice Company
Wednesday	20	a.m. SNEC	Revise concept note #3 after comments of Luyna and Kheang - Revise accounting formats
		p.m. Loran Co. - SNEC	Meeting with Cambodian Rice Exports Association - Work on C. Coronel mission schedule and ToR
Thursday	21	a.m. FASMEC	Meeting with FASMEC
		p.m. SNEC - IFC office	Prepare ToR of C. Coronel - Meeting with IFC
Friday	22	a.m. SNEC - Golden rice	Launch procurement - view C. Coronel comments on mission plan - meeting with Golden Rice
		p.m. GDA - SNEC	Meeting with H.E. Sokun Rithykun - GDA - contact AFD about Comp. #3 & send draft ToR of CC mission
Saturday	23	a.m. SNEC - Green Trade	Meeting with Green Trade Co.
		p.m.	
Sunday	24	a.m.	
		p.m.	
Monday	25	a.m.	
		p.m. SNEC	Work on the preparation of workshop on component #2
Tuesday	26	a.m. SNEC	Work on inception report + request for additional information to JICA
		p.m. SNEC - AFD	Meeting with AFD on component 3 and component 1
Wednesday	27	a.m. SNEC	Work on concept note for component #3
		p.m. SNEC	continue to work on comp. #3 + discussion with Luyna and Sokkheang on the issue of standards
Thursday	28	a.m. SNEC	Work on concept for possible pilot action on comp #3 + work on management procedures
		p.m. Sunway Hotel	Participation in the workshop on rice standards

MARCH 2013

		Location	Activities
Friday	1 a.m. p.m.	SNEC SNEC - DAI	Review FCRE status - contacts on FWUCs - mail to DAE... Contacts on FWUCs + meeting with the DAI.
Saturday	2 a.m. p.m.		
Sunday	3 a.m. p.m.		
Monday	4 a.m. p.m.	SNEC TPD	Administrative issues - Note on the possible support for exporters to join China Rice Expo 2013 Meeting with Trade Promotion Department of MoC
Tuesday	5 a.m. p.m.	SNEC Travel *	Contacts on FWUCs (Ly Kalyanes, ISC...) - Prepare various accounting formats Travel from Phnom Penh to Battambang
Wednesday	6 a.m. p.m.	Battambang * Battambang *	Meeting with Baitang Co. and Federation of Cambodian Rice Miller Associations Meeting with the Provincial Department of Agriculture
Thursday	7 a.m. p.m.	Battambang * Battambang *	Meet cooperatives in Bavel district Meet cooperatives in Banan district
Friday	8 a.m. p.m.	Battambang * Travel *	Visit of FWUC in Don Aov + Baitang Community (Thmar Khaul) - Battambang Travel from Battambang to Phnom Penh
Saturday	9 a.m. p.m.		
Sunday	10 a.m. p.m.		
Monday	11 a.m. p.m.	SNEC SNEC	Prepare the concept note on consultation working session on the FCRE Work on concept note for component #3 + work on admin & finance procedures
Tuesday	12 a.m. p.m.	SNEC SNEC	Meeting with the Irrigation Service Center Review documentation - Procurement Committee for IT equipment and office furniture
Wednesday	13 a.m. p.m.	SNEC SNEC	Correct the report of Procurement Committee and Correct the Contract Format + Admin & Fin. with Nika Work on component #3 concept note and implementation strategy.
Thursday	14 a.m. p.m.	SNEC SNEC	Prepare meeting + review doc on Interprofession Meeting with FCRE and AFD - Recover files - review doc on interprofessions
Friday	15 a.m. p.m.	SNEC SNEC	Briefing of Celia Coronel on the current progresses of inception phase Preparation of the workshop in Kampong Thom + of workshop with the FCRE
Saturday	16 a.m. p.m.	SNEC	Work session with Celia Coronel on Component #3
Sunday	17 a.m. p.m.		
Monday	18 a.m. p.m.	NIRAS - AVSF office SNEC	Meeting with NIRAS - Meeting with AVSF on component #3 Prepare workshop and presentation for meeting with DAE and DAI
Tuesday	19 a.m. p.m.	SNEC SNEC	Read documentation + work on approach component #1 Work on Component #1 + review presentation on IPO with C. Coronel + meet ADG
Wednesday	20 a.m. p.m.	SNEC, ADB SNEC	Prepare meetings + meeting with ADB Meeting with DAE, DAI and AFD
Thursday	21 a.m. p.m.	Kampong Thmar Kampong Thmar	Workshop on paddy commercialization with FOs and millers Workshop on paddy commercialization with FOs and millers
Friday	22 a.m. p.m.	SNEC SNEC	Workshop with some exporters member of the FCRE Prepare framework of action for component #1 and linkages with components #2 and #3
Saturday	23 a.m. p.m.	SNEC	Debriefing with H.E. Ros Seilava - Meeting with Horus consultant in support to AMRET
Sunday	24 a.m. p.m.		
Monday	25 a.m. p.m.	SNEC SNEC	Work on design of Component #1 and on ToR for technical support and monitoring unit of Component #3 Work on design of Component #1 + prepare presentation for workshop with IFC
Tuesday	26 a.m. p.m.	SNEC AFD - IFC	Work on design of Component #1 + prepare presentation to IFC/exporters' group meeting Debriefing of C. Coronel mission with AFD / meeting with IFC to prepare exporters' group meeting
Wednesday	27 a.m. p.m.	Hotel Intercont. SNEC	Workshop with IFC / exporters group meeting Review draft concept note for FWUC pilot - Procurement Committee for vehicle
Thursday	28 a.m. p.m.	Khmer Farmers G. SNEC	Meeting with the FAEC and AMRET Briefing on accounting with Sopheakalyanika - Work on inception phase report
Friday	29 a.m. p.m.	SNEC SNEC	Prepare bidding document for Technical support and monitoring team for Component #3 Mail to AFD about condition C#3 - ToR support team C#3
Saturday	30 a.m. p.m.		
Sunday	31 a.m. p.m.		

ANNEX 2: LIST OF PERSONS AND INSTITUTIONS CONSULTED DURING THE REPORTING PERIOD

PUBLIC INSTITUTIONS

Name	Function	Institution
Ministry of Economy and Finance (MEF) / SNEC		
H.E. Ros Seilava	Project Director	SNEC / MEF
H.E. Vongsey Visoth	Secretary General of MEF	SNEC / MEF
Ministry of Commerce (MOC)		
H.E. Mao Thora	Secretary of State	MOC
Mr Thon Virak	Chairman and Director General	Green Trade (Public Enterprise - MOC)
Mr Chheav Pha	Deputy Director	Trade Promotion Department / MOC
Mr Kith Pheara	Chief of Product Development Office	Trade Promotion Department / MOC
Mr Ouch Savin	Chief of Market Office	Trade Promotion Department / MOC
Ministry of Agriculture, Forestry and Fisheries (MAFF)		
H.E. Chan Tong Iv	Secretary of State	MAFF
H.E. Lord Reasmey	Secretary General	MAFF
Mr Mak Soeun	Director	DAE/MAFF
Mr Ngın Chay	Director	Rice Crop Department
H.E. So Khan Rithykun	General Director	General Directorate of Agriculture
Mr Yi Bunhak	Chief of Agro-Industrial Development Office	DAI/MAFF
Mr Chea Sopheak	Vice Chief of Office of Agro-Industrial Development	DAI/MAFF
Mrs Hour Bopha	Officer / Administration and Personnel Office	DAI/MAFF
Mr	Director	PDA Battambang
Mr Ponh Oudam	Deputy Director	PDA Battambang
Ministry of Industry, Mines and Energy (MIME)		
H.E. Heng Sokkung	Under-Secretary of State	MIME
Mr Heng Sophoan	Director	Industrial Affairs Department, MIME
Mr Ung Dipola	Deputy Director	Industrial Affairs Department, MIME
Mrs Chin Kesar	Deputy Director	Department of Standards Development, Training and Consultancy, ISC/MIME
Mr Seng Chhang	Director	Cambodia Certification Department, ISC/MIME
Mr Som No	Deputy Director	
Rural Development Bank (RDB)		
Mr Ly Vonry	Advisor	RDB
Economic, Social and Cultural Council (ECOSOCC)		
H.E. Tes Ethda	Member	ECOSOCC (met with FASMEC)

PROJECTS AND DEVELOPMENT PARTNERS

Name	Function	Institution
International Finance Corporation (IFC)		
Mr Bas Rozemuller	Operation Officer	IFC
Mr Sem Viryak	Associate Operation Officer	IFC
Mr Duong Sarak,	Associate Operation Officer	IFC
Mr Martin Albani	Export Development Consultant	IFC
ADB and consultant on ADB project development		
Ms Nao Ikemoto	Senior Natural Resources Management Specialist	ADB
Mr Kevin Rutter	Team Leader	ADB project design team (consultants)
Mr Sothat Leng	Deputy Team Leader	ADB project design team (consultants)
JICA		
Ms Yoko Kinashi	Representative	JICA
Mrs Siv Cheang	Program Officer	JICA
IFAD		
Mr Meng Sakphouseth	Country Operation Officer	IFAD
Mr Khalid El Harizi	Country Programme Manager	IFAD
UNDP		
Mr Ung Moni	Agriculture Portfolio and Policy Adv.	UNDP

NON-GOVERNMENT ORGANIZATIONS

Name	Function	Institution
Agronomes et Vétérinaires Sans Frontières (AVSF)		
Mr Min Sophoan	Country Director	AVSF
Mr Cédric Martin	Technical Advisor	AVSF
Aide au Développement Gembloux (ADG)		
Mr Christophe Goossens	Technical Advisor	ADG
Mrs Marie Legrain	Program coordinator	ADG (Headquarters)
Mr Chhay Sothet	Project Coordinator	ADG
Irrigation Service Center (ISC)		
Mr Seng Sophak	Executive Director	ISC

MICRO FINANCE INSTITUTIONS

Name	Function	Institution
AMRET		
Mrs Roxana Savescu	Technical Advisor	AMRET / Horus

PROFESSIONAL / INTER-PROFESSIONAL ORGANIZATIONS

Name	Function	Institution
Federation of Cambodian Rice Exporters (FCRE)		
Ok. Kim Savuth	President	FCRE
Mr David Sok	Secretary General	FCRE
Ms Sreyroth Kim	Deputy Secretary General	FCRE
Ms Sreyon Chhoeun	Administrative Officer	FCRE
Cambodian Rice Exports Association (CREA)		
Ok. Lim Bunheng	President	CREA
Federation of Cambodian Rice Millers Associations (FCRMA)		
Mr Ny Lyheng	Managing Director	FCRMA
Alliance of Rice Producers & Exporters of Cambodia (ARPEC)		
Mr David Van	Deputy Secretary General	ARPEC
Mr Hun Lak	Secretary General	ARPEC
Mr Ray Chew		ARPEC
Federation of Associations for Small and Medium Enterprises of Cambodia (FASMEC)		
Ok. Te Taing Por	President	FASMEC
Mr Oum Meng Thai	Senior Advisor	FASMEC
Mr Chan Sereiratha	Consultant	FASMEC

PRIVATE COMPANIES / BUSINESSES

Name	Function	Institution
Mr Song Saran	Chairman	AMRU Rice (Cambodia) Co., Ltd
Mr Sok Hach	President	Golden Rice (Cambodia) Co., Ltd
Mr David Sok	Vice President	Golden Rice (Cambodia) Co., Ltd
Ok. Kim Savuth	Managing Director	Khmer Food Group
Ok. Lim Bunheng	President and CEO	Loran Group Plc.
Mr Mao Kong	Sales Manager	Loran Group Plc.
Mr Hun Lak	Managing Director	Mekong Oryza
Mr Ray Chew	Admin Manager	Mekong Oryza
Mr Ny Lyheng	Deputy General Manager	Baitang (Kampuchea) Plc..
Mr Lor Hy Khim	Rice miller in Batheay, Kampong Cham	
Mr Chon Seng Huot	Rice miller in Cheung Prey, Kampong Cham	
Mr Sao Sovannarith	Project Director	RGEM (event organiser contracted by FASMEC for Cambodia Rice Forum)

FARMER ORGANIZATIONS FEDERATIONS AND NETWORKS

Name	Function	Institution
Federation of (FAEC)		
Mr Keo Sokha	President	FAEC
Mr Tep Sarèn	Secretary	FAEC
Mr Chan Sothea	Vice President	FAEC
Mr Prak Leak	2 nd Vice President	FAEC
Mrs Ly Thoeut	Treasurer	FAEC
Mr Em Sophea	Member of the management Committee	FAEC

LIST OF FARMER ORGANIZATIONS MET

- Sahakum Aphivat Kassekam Pdey Sangkheum (Ta MAt, Prey Kpos, Bavel, Battambang)
- Meanchey Ampil Pram Daeum Cooperative (Bavel, Battambang)
- Kantheu Mouy Teadey Chulsar Cooperative (Banan, Battambang)
- Kantheu Pi Samaki Banan Meanchey Cooperative (Banan, Battambang)
- FWUC Don Aov (Battambang)
- “Sahakum Baitang”Balang Kraom (Thmar Khaul, Battambang)
- FWUC Stung Chinit (Kampong Thom)
- FWUC Teuk Chas (Kampong Cham)
- Agricultural Cooperative of Trapaing Russey (Kampong Svay, Kampong Thom)
- Agricultural Development Group (Santuk, Kampong Thom)

ANNEX 3: LIST OF PARTICIPANTS IN THE EXPERIENCE SHARING WORKSHOP ON PROFESSIONAL AND INTER-PROFESSIONAL ORGANIZATIONS (22 MARCH 2013)

Name	Function	Institution
Mr Ung Luyana	Project Coordinator	SNEC
Mr Lay Sökkheang	Project Administration Officer	SNEC
Mr Jean-Marie Brun	Project Management Advisor	SNEC / IRAM
Mrs Célia Coronel	Agro-Economist	IRAM
Ok. Kim Savuth	President	FCRE
Mr David Sok	Secretary General	FCRE
Ms. Kim Sreyroth	Deputy Secretary General	FCRE
Mr. Chhun Hour Lay		City Rice
Mr. Peov Sokny		Loran Group Plc
Mr. Se Laluch		HAKSE Rice Mill
Mr. Nouv Sovannarith		Men Sarun Import-Export
Ms. Nay Seyha		BVB
Mr. Chey Chheng Keng		White Gold Import-Export
Mr. Sarak Duong	Associate Operation Officer	IFC
Mr. Kith Pheara		TPD/MOC
Mr. Pheach Un		Agro Biz Khmer Co., Ltd
Mr Muong Sideth	Project Officer	AFD
Mr. Kaing Monika	Business Development Manager	GMAC

