

■ Support to the Commercialization of Cambodian Rice Project

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Supreme National Economic Council (SNEC)

SUPPORT TO THE COMMERCIALIZATION OF CAMBODIAN RICE PROJECT

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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)
ACMECS	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-Cambodgienne / Franco-Cambodian Chamber of Commerce</i>
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>
CPS	Centre for Policy Studies
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 & Raiffeisen Confederation)</i>
Dis.	District
DMC	Direct-seeding Mulch-based Cropping system
DP	Development Partners
DPA	Development and Partnership in Action
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>Equitable, 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)
HCA	Henri Capitant Association
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
MSP	Mekong Strategic Partners
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(FF)	Provincial Department of Agriculture (Forestry and Fisheries)
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 AND SUMMARY

The Support to the Commercialization of Cambodian Rice Project (SCCRP) is coordinated by the Supreme National Economic Council and funded by the *Agence Française de Développement* (AFD – French Agency for Development). Its implementation period is from January 2013 to December 2017.

This report is the 17th Quarterly Executive Report of the project. It covers the period from January 1st to March 31st, 2017.

Table 1 next page provides a summary of outcomes during this quarter, foreseen steps and concerns.

Table 1: Summary of important activities and outcomes of the past quarter and foreseen objectives and activities and main issues or concerns

Important activities and outcomes of the past quarter	Foreseen objectives and activities for the coming months	Issues and concerns
C#1 <ul style="list-style-type: none"> CRF cancelled the training on food standards due to limited number of trainees registered. General Assemblies of FAEC and FCFD. Wrap up of implementation of paddy selling by ACs in Battambang. 	<ul style="list-style-type: none"> FO Federations to meet individually millers to provide an update briefing on Paddy Trading Platform. Prepare creation of Cooperative Union in Battambang. 	<ul style="list-style-type: none"> Validity of MoU with CRF about training on food safety standards ends on 31st May 2017. It is unlikely that any training will have been organized by that time.
C#2 <ul style="list-style-type: none"> CRF provide a list of target countries where its certification mark shall be registered with support of SCCRP. Discussions between CRF and DIP/MoC regarding the registration of “<i>Angkor Mahys</i>”. 	<ul style="list-style-type: none"> CRF formally introduces the application for the registration of its Certification Mark to MoC. 	<ul style="list-style-type: none"> DIP of MoC still question the choice of “<i>Angkor Mahys</i>” name and evokes possible rejection of the application for registration, yet with no definitive reply.
C#3 <ul style="list-style-type: none"> Final deliveries of organic paddy to AMRU (harvest 2016) in January. General Assembly of PMUAC and formal integration of new ACs. 4 FWUCs implement paddy selling, with limited volumes sold (336 t) Complete draft of Manual on Contract Farming + send for translation. [MAFF issued Circular 196 on Contract Farming on 17th of March 2017]. 	<ul style="list-style-type: none"> Start GPS delimitation of organic paddy fields in Preah Vihear. Start negotiation for renewal of Contract Farming with AMRU and SoA for PMUAC and its members. Continue to seek ACs interested and explore partnership with BRICo for SRP paddy supply. Proof reading of Khmer version of Manual on Contract Farming and submit to the Task Force. 2nd Meeting of Taskforce on CF. 	
C#4 <ul style="list-style-type: none"> Last quarter of full time support of Mekong Strategic Partner to RDB. Credit to Chamroeun Phal Raingkesei AC approved by RDB. Four new applications for loans from ACs submitted to RDB. Work with MEF on the ToR for Horus mission to support the creation of a Credit Guarantee Mechanism. 	<ul style="list-style-type: none"> Follow-up on new ACs’ applications for loan to RDB. Horus mission for the development of Guarantee Mechanism. 	
C#5 <ul style="list-style-type: none"> 2nd workshop on rice policy. Recruitment of service provider (CPS) for rice sector observatory and 3rd mission on analysis of added value distribution. AFD supervision mission. 	<ul style="list-style-type: none"> First issue of Cambodian Rice Sector Economic Bulletin. Mission of Laurent Liagre (IRAM) in support to SCCRP knowledge management process. Drafting by SNEC of the new rice policy and submission to the Rice Policy working group. 	

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

1.1. WORK WITH THE CAMBODIAN RICE FEDERATION

1.1.1. ON-GOING OPERATIONAL PARTNERSHIPS WITH CRF

1.1.1.1. WORK WITH THE GMP EXCO ON THE BRANDING INITIATIVE

CRF still did not organize any GMP ExCo meeting about branding during this first quarter of 2017.

1.1.1.2. WORK WITH THE P&S EXCO (PART OF FORMER FMP EXCO) ON IMPROVED INTERFACE BETWEEN FOS AND MILLERS / EXPORTERS

There was also no meeting of the Production and Seed Executive Committee during this quarter, despite FO representatives asked CRF to organize one.

1.1.1.3. AGREED SUPPORT ON ORGANIZATION OF TRAINING ON GLOBAL FOOD STANDARDS

In July 2016, SCCRP project has signed a MoU with CRF, allowing CRF to receive some budget support for the organization of training sessions on Food safety standards¹. CRF has reported that they have tried to organize a training in February on these subject for their members. The training was announced in January, but on the deadline for registration, there were only few trainees who had registered (less than 5), and the training was then cancelled. So, up to now, the CRF did not yet implement any training on food safety standards under this MoU. The validity of this MoU will come to its end on May 31st 2017. It is now very likely that no training will be organized and no funds will be disbursed.

1.1.2. PARTICIPATION OF CRF IN RICE POLICY REVIEW AND FORMULATION

CRF was invited to take part (and bring representatives of millers/exporters) in the workshop on the formulation of new rice policy which was organized on February 10. (See § 5.1. page 31).

1.2. SUPPORT TO FEDERATIONS / NETWORKS OF FARMER ORGANIZATIONS

1.2.1. INSTITUTIONAL SUPPORT AND CONSOLIDATION OF FO FEDERATIONS

1.2.1.1. FCFD GENERAL ASSEMBLY

Mr Phat Sophany (AVSF) has provided support to FCFD to organize and manage its General Assembly which took place on the 20th of January 2017 in Phnom Penh. Activity and Financial reports were presented and endorsed.

Mr Prak Put was elected as Vice-President of the Internal Audit Committee in replacement of Mr Mann Phany who resigned.

Action plan and budget 2017 were also presented and approved (with few recommendations to the Board for some amendments). Priority activities proposed in the Action Plan 2017 include:

- Strengthening the FOs in 2017 (Takeo: 10 FOs, Prey Veng: 13 FOs, Kampong Thom: 6 FOs, Siem Reap: 4 FOs and Battambang: 7 FOs) and the actions to strengthen the FCFD's members: annual action plan, inspired and helped to do business plan, accounting and documents management,

¹ Cf. Quarterly Executive Report #15, § 1.1.1.3., page 5.

assist to improve structure and allocate responsibilities, review and revise statutes and regulations of FOs.

- Facilitate access to agricultural inputs.
- Seeds production support activities (print seed bags ...).
- Facilitate access to capital (Loan from banks or micro finance institutions...).
- Coordinate marketing on jointly selling activities.

It is noted that FCFD counts now only 61 members which paid their membership fee, instead of 67 in the previous year.

1.2.1.2. FAEC GENERAL ASSEMBLY

FAEC held its General Assembly on the 3rd of March 2017, with the participation of 53 persons from 24 Agricultural Cooperatives, 7 Associations and 3 partner organizations (ADG, CIRD and FCFD).

Presentations in the General Assembly have included:

- Activities and achievements in Year 2016;
- Services and supported to members in 2016;
- Financial report 2016;
- Action plan 2017, with a focus on Institutional Development and Program activities support to all members.

In 2017, FAEC counts a total of 62 FO members (34 ACs – including one new member) and 28 associations.

1.2.2. IMPLEMENTATION OF FO FEDERATIONS' SERVICES TO MEMBERS FOR PADDY COMMERCIALIZATION

1.2.2.1. PADDY SUPPLY CONTRACT SIGNED AND IMPLEMENTED BETWEEN NIKUM PREAH SIHANOUK AC AND SIGNATURE OF ASIA (FACILITATED THROUGH FCFD)

As stated in the previous report², a contract for paddy supply has been signed between Nikum Preah Sihanouk AC and Signature of Asia in December 2017. The implementation of paddy selling took place from 10th December 2016 until 30th January 2017.

The cooperative has gathered 776.451 tons of paddy from its members to supply to Signature of Asia's mill in Banteay Meanchey province. The paddy was sold for a total amount of 597,746,300 KHR. The AC has spent 568,975,200 KHR for the purchase of paddy and 24,814,000 KHR for other costs (labor, trucks, communication...). This operation has generated a profit of 3,957,100 KHR, out of which 80% (3,165,700 KHR) was paid to the 3 AC leaders responsible for the paddy selling operation, as their remuneration. The rest of the profit was distributed to AC Board (15%, equal to 593,600 KHR), 4% to increase AC's capital (equal to 158,300 KHR) and 1% paid to FCFD as service fee for the Federation support (equal to 39,500 KHR only). Detailed table of costs analysis is shown in Annex 1.

Collection of paddy by Nikum Preah Sihanouk AC, in Battambang province. ▷



² Cf. Quarterly Executive Report #16, § 1.2.2.1., page 5.

These results are quite positive despite the cooperative has faced some difficulties in implementing this activity, notably due to the lack of working capital to pay members immediately, the lack of transportation means and of labor to load trucks, irregular supply by members and purchase by the company, etc.

It seems that the direct selling by the cooperative has a pull-up effect on prices offer by local collectors / middlemen, who tend to compete with the AC. Indeed, whenever the AC has suspended its purchases, farm gate prices offered by middlemen dropped off.

1.2.2.2. SUPPORT MEMBERS IN THE USE OF PADDY TRADING PLATFORM

FO Federations (FAEC, FCFD and FWN) have continued to provide some backstopping to their members to post announcements on the Paddy Trading Platform and helped to provide information on the feedback from FOs. More details on the use and assessment of Paddy Trading Platform are developed in § 3.4. from page 23 in the present report.

1.2.3. OTHER FO FEDERATIONS' SERVICES TO THEIR MEMBERS

1.2.3.1. SUPPORT TO INPUT SUPPLY: FOLLOW-UP OF PARTNERSHIP WITH BAYON HERITAGE

FOLLOW UP OF IMPLEMENTATION OF MOU BETWEEN FCFD AND BAYON HERITAGE

On 3rd of March 2017, FCFD had a meeting with Bayon Heritage to make a final statement of the sales of fertilizers made as part of the partnership between the company and the Federation. FCFD members have bought 268,875 kg of fertilizers from Bayon Heritage (See Table 2 below). Based on the terms of MoU and on the figures of sales, FCFD is entitled to receive an amount of 2,689.00 USD from Bayon Heritage, contributing to progressively generate incomes to sustain Federation's activities. Yet, as of 31st of March 2017, the company has paid only 40% of this amount to FCFD.

Table 2: Summary of sales of fertilizers from Bayon Heritage under partnership with FCFD in 2016

Provinces	Type of fertilizer (kg)					Total amount of fertilizer used (kg)	Service fees to be received by FCFD from Company (\$)
	Pill (0-22-20)	UREA	Powder (0-22-20)	NPK (16-16-8)	PK (0-22-20)		
Takeo	59,650	19,250				78,900	789.00
Prey Veng	61,150	24,150				85,300	853.00
Battambang	8,350	11,350	1,000	6,500	2,950	30,150	301.50
Kampong Thom	20,800	10,575	17,450			48,825	488.25
Siem Reap	19,400	6,300				25,700	257.00
Total	169,350	71,625	18,450	6,500	2,950	268,875	2,688.75

FOLLOW UP OF IMPLEMENTATION OF MOU BETWEEN FAEC AND BAYON HERITAGE

In 2016 FAEC's members have been bought 156,625 kg of fertilizer from Bayon Heritage (See Table 3 next page). According to the agreement made with the Company, FAEC is entitled to receive a commission of 1,570 USD from Bayon Heritage. However, as of 31st of March 2017, this payment was not received yet. It is expected to be received in the next quarter.

Table 3: Summary of sales of fertilizers from Bayon Heritage under partnership with FAEC in 2016

Provinces	Type of fertilizer (kg)					Total amount of fertilizer used (kg)	Service fees to be received by FCFD from Company (\$)
	Pill (0-22-20)	UREA	Powder (0-22-20)	NPK (16-16-8)	PK (0-22-20)		
Takeo	21,550	6,650	0	0	0	28,200	282.00
Kampong Speu	29,250	5,975	0	0	0	35,225	352.25
Battambang	18,050	6,275	0	0	0	24,325	243.25
Prey Veng	2,900	875	750	0	0	4,525	45.25
Svay Rieng	31,850	13,200	16,300	3,000	0	64,350	643.50
Total	103,600	32,975	17,050	3,000	0	156,625	1,566.25

1.2.3.2. ACCESS TO CREDIT: LIAISE WITH RDB CREDIT MECHANISM FOR FO AND GUARANTEE MECHANISM

DISSEMINATION OF INFORMATION ON RDB CREDIT OFFER TO FOS

FAEC and FCFD have collaborated with RDB in order to organize dissemination workshops to promote RDB credit offer to Farmer Organizations (See § 4.2.1. in this report page 28). Provincial workshops to disseminate information on RDB credit offer to FOs have been organized in 6 provinces (Svay Rieng, Prey Veng, Takeo, Kampong Thom, Siem Reap and Battambang). 44 Farmer Organizations took part in these meetings (17 from FAEC and 27 from FCFD).

LOANS APPLICATIONS BY FOS

The request for loan introduced by Chamroeun Phal Raingkesei AC has been approved by RDB in January, and four new loan applications were introduced in March: 3 from ACs members of FAEC, and 1 from AC member of FCFD (See details in Table 13, in § 4.2.2. page 29).

1.2.3.3. ADDITIONAL MANAGERIAL SUPPORT TO BA PHNOM MEANCHEY AC

FCFD has provided additional support regarding the organization and management of activities for fertilizer trade (activity for which the cooperative has received a loan from the Rural Development Bank). The internal organization of the cooperative has been up-graded in order to improve the efficiency in managing the implementation of activities, and roles and responsibility of each member were clearly defined. Moreover, detailed action plan and cash flow planning were prepared.

1.2.3.4. FINALIZATION OF FCFD “SERVICES CATALOGUE”

FCFD’s service catalogue was developed and finalized in December, 2016 and approved by FCFD’s Board of Director in the 2016. It was printed and distributed to members of the Federation during the General Assembly. The Service Catalogue presents the service proposed by FCFD to its members (or possibly non-members) and the fees charged for these services.

The preparation of the service catalogue is part of the process supported by SCCRP to encourage the development of services to members, remunerated by the payment of service fees, in order to progressively increase the funding of the Federations by the services they deliver to their members and the proportion of these “own resources” in the total incomes of the Federations.



In 2015, FAEC Board also decided to set-up service catalogue, in order to get more incomes for they own institution, however, up-to-date the service catalogue of FAEC is not finalized and print yet.

1.2.3.5. MEETING OF FAEC MEMBERS WITH RMA CAMBODIA

FAEC has organized a meeting with RMA Cambodia Company for two of its members (Samley and Dontoy ACs) interested to invest in tractors. The meeting took place on 13th of March in Svay Rieng (Samley AC office). RMA has provided information on the different types of tractor they sell, on prices and on credit conditions that the company can offer (minimum of 30% up-front payment, and possibility to pay by instalments for the remaining amount, with an interest rate of 15% p.a.³ After this meeting, cooperatives shall consult with their members to discuss the opportunity and feasibility of such investments.

1.2.4. FO FEDERATIONS REPRESENTATION AND ADVOCACY ROLES

1.2.4.1. REPRESENTATION OF FARMERS IN CAMBODIAN RICE FEDERATION

There has been no meeting of the Seed and Production Executive Committee of CRF during this quarter. FO representatives have suggested to CRF to convene an ExCo meeting, but this has not been done,

As far as we know, there was also no CRF Board meeting during this quarter.

1.2.4.2. PARTICIPATION OF FO FEDERATIONS IN RICE POLICY CONSULTATION WORKSHOP

FO Federations took part (as representatives of FO and smallholder farmers) in the consultation workshop on the new rice policy formulation that took place on 10th February 2017 (Cf. § 5.1. page 31). FO Federations and networks representatives had a preparatory meeting the day before, on 9th February, in SNEC, facilitated by SCCRP's consultant team (AVSF-CIRD-ADG), and with the participation of ISC and GRET.

³ It can be noted that if the FO can access to an investment loan from RDB, the interest rates would be lower, at 10% p.a. for an investment loan in USD, for a maximum duration of 3 years.

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

2.1. QUALITY LABEL / CAMBODIAN RICE BRANDING: DEVELOPMENT OF A COLLECTIVE TRADEMARK FOR CAMBODIAN PREMIUM JASMINE RICE

2.1.1. OVERALL MANAGEMENT OF THE BRANDING PROCESS AND BRAND NAME

On the request of SCCRP Project Coordinator, CRF has provided an up-dated action plan and time frame for the branding process, on 15th of February 2017.

The project coordinator has also reiterated the suggestion to entrust a smaller group of motivated exporters to lead further activities related to the registration, promotion and management of « *Angkor Mahys* » certification mark, considering the low commitment shown by the GMP ExCo which is more focused on other issues. But as far as we are aware, this suggestion has not been followed by CRF.

2.1.2. PROGRESSES ON BRAND'S SPECIFICATION, REQUIREMENTS AND MECHANISMS FOR VERIFICATION OF THE COMPLIANCE

TÜV Rheinland has slightly edited the folder with all documents regarding product and quality management specifications and control systems, and a full version (soft and hard copies) has been provided to CRF.

2.1.3. BRAND REGISTRATION PROCESS

2.1.3.1. REGISTRATION IN CAMBODIA

A meeting took place on 24th of February in the Ministry of Commerce with the Department of Intellectual Property, CRF, TÜV Rheinland, ad'communication and SCCRP (PMA). Mr Lao Reasey, Deputy Director of the DIP, has indicated that it should not be a problem to register CRF brand in Cambodia, but has suggested CRF to file a request to DIP to proceed with a search for similar logo or name prior to apply for the registration, which was done by CRF in the following days.

The Department of Intellectual Property has also reiterated a comment previously made regarding the need to get an authorization from the Government to use Angkor Wat image (the shape of Angkor Wat appearing on proposed “*Angkor Mahys*” logo). Mr Moul Sarith (Secretary General of CRF) said that CRF has already checked with the Council of Minister, but informally. Mr Lao Reasey asked CRF to send a formal request to the Council of Minister.

There was also a discussion on the class(es) of products (referring to Nice classification) that should be covered by the brand registration. It seems obvious that the Class 30 (which covers rice) should be the main class of product covered. It could be considered to also include Class 31 which includes “raw and unprocessed grains and seeds”. Paddy should not be commercialized with the logo of “*Angkor Mahys*”, but if CRF think that there is a risk that some stakeholders could sell paddy with “*Angkor Mahys*” name, then registration under class 31 might be required for CRF to be in position to prevent such a misuse. But we do not see a very high need to register “*Angkor Mahys*” under this class 31.⁴

⁴ Later on (several days after the meeting), DIP has also evoked the possibility to also register under a class covering services (including inspection/certification services) in Nice classification, because the mark is a certification mark. SCCRP do not also see a high the necessity for that. For example, after checking in WIPO global brand database (<http://www.wipo.int/branddb/en/>), *Hom Mali* (from Thailand) is generally registered only under Class 30.

2.1.3.2. REGISTRATION IN THIRD COUNTRIES

SCCRP project has offered to support the registration of « *Angkor Malys* » certification mark in third countries and has sent again a request to CRF asking to list (with a priority ranking) the countries or groups of countries where CRF wishes to register its brand for premium Jasmine.

CRF has finally sent a formal reply dated 26 January 2017, indicating the following target countries as priorities:

1. European Union;
2. United States of America;
3. China and Hong Kong;
4. ASEAN countries (mainly Thailand, Vietnam, Singapore, Malaysia and Indonesia);
5. Japan, South Korea, India.

Following up on this exchange, SCCRP PMA has consulted WIPO for advice on the way to manage the process. Taking stock of WIPO advices, a meeting was convened with the Department of Intellectual Property of the Ministry of Commerce in order to see how the process could be managed in the most efficient way, using the international trademark registration process for the target countries which are parties of Madrid Agreement.

SCCRP project management advisor has identified the countries / group of countries members of Madrid agreement, among the countries targeted by CRF for international registration of Angkor Malys, as shown in Table 4 below:

Table 4: List of countries member and non-member of Madrid agreement among countries targeted by CRF for the international registration of *Angkor Malys* certification mark

Countries targeted by CRF for registration of Angkor Malys, <u>members</u> of Madrid Agreement	Countries targeted by CRF for registration of Angkor Malys, <u>non-members</u> of Madrid Agreement
<ul style="list-style-type: none"> ▪ European Union, ▪ United States of America, ▪ China (except Hong Kong), ▪ Brunei, Laos, Philippines, Vietnam, Singapore, ▪ India, Japan, Republic of Korea. 	<ul style="list-style-type: none"> ▪ Hong Kong, ▪ Indonesia, Malaysia, Myanmar, Thailand.

To register the mark in Countries which are parties in Madrid agreement, the process can be managed by the Department of Intellectual Property, through WIPO. There are standards fees that should be paid (depending on the countries covered, on the number of Nice classes, on the mark...). A preliminary assessment of costs using the “fee calculator” for Madrid system in WIPO website⁵ let us anticipate quite limited costs (few thousands Swiss Francs) for the countries listed in the left column of Table 4 (above). Additional provisions might be needed, in particular if there is a need to deal with oppositions in some countries. But this would be likely to occur after the SCCRP project end, and thereof CRF should secure other funds to deal with this.

⁵ <http://www.wipo.int/madrid/en/fees/calculator.jsp>

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

3.1. CONSOLIDATION OF THE SUSTAINABILITY OF ORGANIC PADDY SUPPLY CHAIN IN PREAH VIHEAR

3.1.1. IMPLEMENTATION OF CF AGREEMENT FOR ORGANIC PADDY SUPPLY TO AMRU-RICE

3.1.1.1. FINAL DELIVERIES TO AMRU RICE FOR HARVEST 2016 AND UP-DATE OF TOTAL VOLUMES

Last delivery of paddy as part of the Contract Farming agreement between AMRU-Rice and the 12 Cooperatives in Preah Vihear took place in January.

An up-dated statement of volumes delivered for the full 2016 season is presented in Table 5 below. In total, 8,012.48 tons of organic paddy have been delivered to AMRU by the 12 ACs.

Table 5: Up-dated 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	312,766.00	199,878.00	512,644	45,244	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	993,954.00	680,085.00	1,674,039	(412,961)	-19.8%
Romduol Malu Prey Cheay Den	619,900	519,300	1,139,200	619,335.00	185,870.00	805,205	(333,995)	-29.3%
Satrey Ratanak	1,570,800	734,000	2,304,800	1,844,536.00	588,180.00	2,432,716	127,916	5.5%
Torsu Sen Chey	697,400	190,500	887,900	757,071.00	216,910.00	973,981	86,081	9.7%
Rom Tom Samaki Meanchey	112,900	341,000	453,900	152,039.00	410,960.00	562,999	109,099	24.0%
Bro Mei Sen Chey	-	60,000	60,000	-	57,935.00	57,935	(2,065)	-3.4%
Choam Khsan Cheay Den Meanchey	-	258,100	258,100	-	278,314.00	278,314	20,214	7.8%
Rumdoh Srae Samaki	-	115,500	115,500	-	84,693.00	84,693	(30,807)	-26.7%
Toek Kraham Kelamor Chivipheap	-	117,400	117,400	-	82,006.00	82,006	(35,394)	-30.1%
Total	4,608,250	4,160,200	8,768,450	5,055,249	2,957,231	8,012,480	(755,970)	-8.6%

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

In total, volumes delivered have reached more than 91% of the targeted volumes. Objectives for fragrant paddy (Jasmine varieties) have been exceeded, and 71 % of the targeted volumes for white rice varieties have been reached.

3.1.1.2. QUALITY OF PADDY DELIVERED TO AMRU RICE

In term of quality, there were still major difficulties for Jasmine varieties. Even with the support of PMUAC⁶, it was difficult to mobilize combined harvester to harvest jasmine at the optimum stage of ripening. Topography of rice fields is a constraint to increase the mechanization of harvesting. Moreover, it has to be acknowledged that rainy season ended very late in 2016, and rains were still occurring with an unusual frequency at the time of harvest of Jasmine varieties, which has impacted on the quality (not only in Preah Vihear). Nearly 90% of the dried Jasmine paddy delivered to AMRU was classified in the lowest

⁶ Cf. Quarterly Executive Report #16, pages 14-15.

category of quality⁷, as seen on Figure 1 below. Quality was slightly better for the partly dried Jasmine (See Figure 2). On the other hand, the quality of white rice was much better (See Figure 3), as these varieties are less prone to high rates of broken kernels.

Figure 1: Repartition of dried Jasmine paddy delivered to AMRU by quality grade

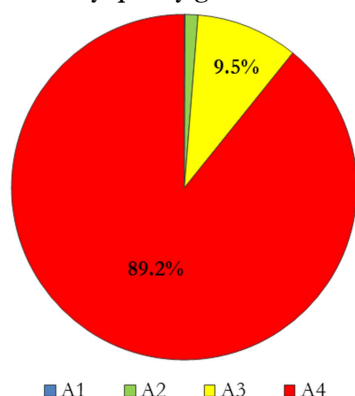


Figure 2: Repartition of partly dried Jasmine paddy delivered to AMRU by quality grade

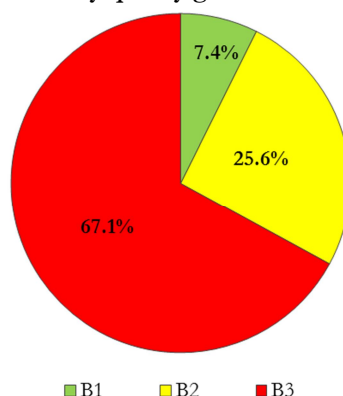
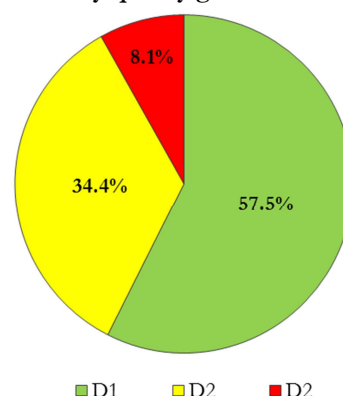


Figure 3: Repartition of dried white rice paddy delivered to AMRU by quality grade



3.1.1.3. WRAP-UP MEETING OF 2016 SEASON WITH AMRU... AND PLANS FOR 2017

PMUAC team and AC leaders held a meeting with AMRU Rice on 6th February 2017 to look back at the Contract Farming implementation for season 2016. The meeting was hosted in PDAFF meeting room, in presence of SCCRP project and other organizations supporting PMUAC or ACs such as PDAFF, IVY, WVC and DPA.

Mr Oeur Samath, PMUAC General Manager has briefed the audience on all the activities implemented during the year in order to achieve the expected results (in particular to maintain the organic certification) and reported about the total volumes of organic paddy successfully delivered to AMRU Rice.

Mr Song Saran (CEO of AMRU Rice) has expressed his intention to increase the volume of organic paddy to be supplied for Year 2017, which could reach about 12,000 tons (out of which 5,000 to 6,000 tons of organic Jasmine).

3.1.2. IMPLEMENTATION OF CF AGREEMENT FOR ORGANIC PADDY SUPPLY TO SIGNATURE OF ASIA

3.1.2.1. OVERVIEW OF THE QUALITY OF PADDY DELIVERED TO SIGNATURE OF ASIA

Delivery of organic paddy by the 7 ACs involved in the contract with Signature of Asia were already closed since December, and figures of volume delivered (760.035 t in total) were already provided, with details for each cooperatives, in the previous Quarterly Report⁸.

⁷ Detailed criteria considered for the different grade of quality can be found in the Table 4 of the Quarterly Executive Report #16, page 14.

⁸ Cf. Quarterly Executive Report #16, page 20.

Quality⁹ of paddy delivered by the 7 ACs engaged with Signature of Asia was quite poor in this first year of contract implementation, for the same reasons as what was mentioned above for the case of contract with AMRU. Yet it is noted that even for white rice varieties, the quality of paddy was also poor (as seen in Figure 5 opposite), with the lowest grades (D and E) representing more than 2/3 of volumes delivered to SoA.

Figure 4: Repartition of Jasmine paddy delivered to SoA by quality grade

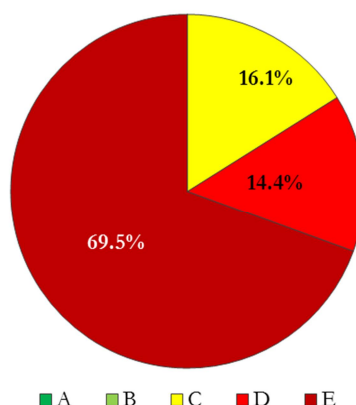
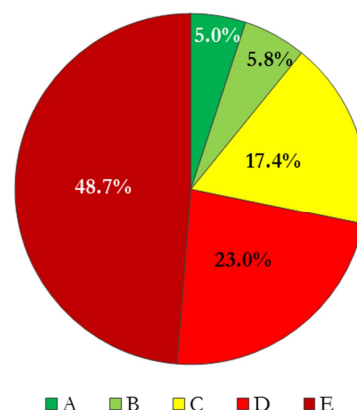


Figure 5: Repartition of white rice paddy delivered to SoA by quality grade



3.1.2.2. WRAP-UP MEETING OF 2016 SEASON WITH SOA... AND PLANS FOR 2017

PMUAC team and AC leaders held a meeting with SoA on 6th February 2017, in PMUAC office, in presence of SCCRP project and other organizations supporting PMUAC or ACs such as PDAFF, WVC and DPA.

Mr Chhum Sineth, ICS manager, has reported about the activities implemented by PMUAC and ACs in order to reach the objective of organic certification and delivery of paddy. Difficulties met were recalled, such as the late rains that have affected the quality, and an issue of transport for two cooperatives due to a broken bridge on a rural road.

Perspectives for season 2017 were also discussed. Mr Chan Pich said that Signature of Asia foresee a major increase of volumes of organic paddy to be supplied through the contract farming agreement. SoA could contract ACs for the production of up to 4,500 tons of organic paddy for year 2017 (Approximately 4,000 tons of white rice varieties and 500 tons of paddy).

3.1.2.3. START ASSESSMENT OF AC MEMBERS PRODUCTION CAPACITIES TO SUPPLY SOA IN YEAR 2017

Followed by the wrap-up meeting hosted on February 06, 2017, Mr. Chhum Sinet, ICS manager, in collaboration with Mr. Seng Sokkearng, Organic Supply Chain Manager of SoA, have visited the 7ACs, with the objective to disseminate information about volume and type of organic paddy that Signature of Asia intend to source via contract farming for season 2017.

The 7 ACs involved with SoA in 2016 cannot meet the full volumes expected, and the possibility to integrate one additional ACs has been considered with PDAFF. Thmea Nala Kiri Samaki Sen Chey Agricultural Cooperative¹⁰ has been selected to join the 7 other ACs already engaged in Contract Farming with SoA.

⁹ Detailed criteria considered for the different grade of quality can be found in the Table 5 of the Quarterly Executive Report #15, page 20.

¹⁰ Located in Thmea village, Thmea commune, Chey Sen district, Preah Vihear province.

As of March 31, a preliminary estimation of farmers, paddy field surfaces and paddy volumes that could be supplied to SoA has been completed. Up to 1,341 producers could be engaged, with a surface of 2,444 hectares, and for a potential production of approximately 5,174 tons of paddy (379 tons of Jasmin and 4,795 t of white rice varieties). Details per cooperatives are provided in the Annex 2.

3.1.3. ORGANIC CERTIFICATION: IMPROVEMENTS FORESEEN FOR YEAR 2017

3.1.3.1. END OF SECOND ROUND OF INSPECTION AND SYNTHESIS OF RESULTS

Some internal inspection visits of farmers continued during harvest period. All farmers have been inspected at least 2 times by ICS inspectors for season 2016. Three producers (engaged with SoA) have been removed from the list of organic producers after the second round of inspection, due to non-compliance with the requirements of EU and NOP standards. None of the producers engaged with AMRU have been excluded after the second round of inspections. All results of inspections for year 2016 were consolidated by PMUAC team in early 2017.

3.1.3.2. CHANGES DECIDED IN THE MANAGEMENT OF ICS

While implementing external inspections in September 2016¹¹, Ecocert has been quite positive on the improvements of the Internal Control System implemented by the ACs and their Union. Yet, with the continuous increase of number of producers, surface and volumes of paddy foreseen to be certified, there are still challenges ahead to consolidate and maintain (and even improve) the quality of the internal control system.

On 5 and 6 January, PMUAC Board has decided that from 2017, Internal Control Inspectors of ACs will be remunerated directly by PMUAC, with a set fee per farmers they have to inspect (regardless of the final decision on compliance or non-compliance of those farmers). This will provide make ICS inspector more independent from their cooperative leaders and will improve the authority of ICS managers/supervisors at PMUAC level on the inspectors to ensure better supervision and coaching. The costs are foreseen to be covered within the budget contribution of 50 KHR/kg of organic paddy sold, which will incidentally increase the acceptance and willingness to pay of cooperatives as one additional service will be covered within this amount of fees.

3.1.3.3. FORESEEN IMPROVEMENT OF PARCELS DELIMITATIONS AND MAPPING

PMUAC also intend to improve the mapping of organic paddy fields, which is strongly advised by Ecocert, considering the increase of number of producers and plots. Up-to-know, paddy field plots were sketched by hand as part of the internal control inspections with an estimation of the surface of each plot. PMUAC now intends to up-grade to a GPS delimitation and mapping with GIS tool in order to have a better delimitation of parcels and estimation of surface, and to be able to locate the parcel on a geo-referenced map in order to ease the evaluation of possible risk of contamination from other neighboring parcels or up-stream agricultural production areas. PMUAC intend to mobilize a GIS-trainer in order to build the capacities of its staff for this purpose, by using the “Capacity building” budget line of the MoU between PMUAC and SNEC (See § 3.1.5.4. Mobilization of specific capacity building support, page 17). Implementation of GIS training and beginning of parcel delimitation is expected to start in April 2017.

¹¹ Cf. Quarterly Executive Report #15, pages 17-18.

3.1.4. FORMAL INTEGRATION OF NEW AC MEMBERS IN PMUAC

In 2016, PMUAC was officially registered as the first Union of Cooperatives in Cambodia with the 8 ACs which were involved in Contract Farming for organic paddy supply since 2014. Yet, it was already clear (and stated in the MoU signed between PMUAC and the project) in 2016 that cooperatives newly involved in Contract Farming for organic paddy in Year 2016 have the vocation to be integrated in the Union. This includes 4 ACs engaged in CF with AMRU rice and getting support from IVY, and 7 ACs engaged in CF with Signature of Asia. Hence, all these 11 ACs had agreed on the principle of retaining a fee of 50 KHR/kg of organic paddy they delivered to their buyer in 2016 to contribute to the budget of PMUAC for 2017, similarly to the 8 funder members.

3.1.4.1. INFORMATION MEETING WITH APPLICANT ACs

Half-day dissemination meetings were organized in each of the 11 applicant Agricultural Cooperatives, from January 24 to 27, 2017 in order to provide to AC members information about PMUAC by-law, internal rule and benefits, and commitments of members of the Union. The sessions were facilitated and coordinated by Mr. Ouk Saroeun, Deputy Director of DACP-MAFF and officials of OACP of PDAFF Preah Vihear, as well as District agricultural officers.

After explanations were provided, all 11 ACs have confirmed their intention to become members of PMUAC. Minutes of these meetings were provided to PMUAC Board.

3.1.4.2. PREPARATION WITH PMUAC BOARD AND REPRESENTATIVES OF THE 11 APPLICANT ACs.

On 14th of March, PMUAC Board and the representatives of the 11 applicant ACs had a joint meeting in order to discuss the details of the integration of the new ACs, identify necessary amendments to make to the statutes (/by law) of PMUAC, and to identify candidates to represent the new ACs in the Board. The session was facilitated and coordinated by Mr. Ouk Saroeun, Deputy Director of DACP-MAFF and officials of OACP / PDAFF, with support from SCCRP team. An agreement was reached on the integration of the new ACs. This meeting has also agreed that the composition of the Board should be enlarged to allow the representation of newly integrated ACs. It was agreed to add 4 seats in the Board and 4 volunteers among new ACs were identified and pre-appointed to join the Board (all this being subject to approval of the General Assembly).

During the same meeting, some amendments to be made to the statutes of the Union were already discussed, mainly to better align the wording in these statutes to the actual situation implemented by PMUAC, notably regarding the activities and objectives of the Union, the sources of incomes and the principles on sharing dividends.

3.1.4.3. GENERAL ASSEMBLY AND EXTENSION OF PMUAC BOARD

On 23rd of March 2017, PMUAC held its General Assembly, in presence of H.E. Un Chanda, governor of Preah Vihear province, who delivered an opening speech and of the Deputy Director General of the General Directorate of Agriculture, Mr. Sameng Keomuny, who has made closing remarks.

In total, 86 persons took part in the General Assembly, representing the 19 ACs (including new members) of PMUAC, its staff, and supporting organizations (GDA, DACP, DAI, PDAFF, MoC, SCCRP, IVY, DPA...).

PMUAC has presented its Activity Report for Year 2016.

The application for membership of the 11 ACs already involved in CF for organic paddy since 2016 have been submitted to the approval of the Assembly, and accepted¹².

Subsequently the four representatives of new ACs who were proposed to join PMUAC Board and Internal Audit committee¹³ were also approved:

- Mrs Kim Mary, from Choam Ksant Cheayden Meanchey AC, in Choam Ksant district, as member of the Board;
- Mr Chan Vichet, from Mlu Prey Pir AC, in Chhaeb district, as member of the Board.
- Mr Ben Chanthou, from Chrach Salvorn Samaki Senchey, in Chey Saen district, as member of the Internal Audit Committee.
- Mr Khorn Sokhoeurn, from Sangkae Pir AC, in Chhaeb district, as member of the Internal Audit Committee.

Then the proposed modification of statutes of PMUAC have been presented and endorsed by the General Assembly.

Last, the Action Plan and Budget Plan for Year 2017 were submitted and endorsed by the General Assembly.



△ Group picture of PMUAC General Assembly on 23rd of March 2017, in Preah Vihear.

Activities planned for Year 2017 of course integrate with a high priority the continuation of PMUAC role regarding the training of members on organic farming practices, the training and supervision of ICS inspectors and the support to the Contract Farming negotiation and implementation with rice exporters (AMRU and Signature of Asia), other support for organic paddy producers (such as organic fertilizer supply for instance). Moreover, PMUAC will try to diversify its activities and look at possible partnership on other value chains, in particular on cassava and cashew nuts which are produced by several farmers in the 19 ACs member of the Union.

¹² An up-dated list of all the 19 ACs members of PMUAC is presented in Annex 3.

¹³ An up-dated list of all the members of the Board and of the internal audit committee of PMUAC is presented in Annex 4.

3.1.5. INSTITUTIONAL AND MANAGERIAL SUPPORT TO PMUAC

3.1.5.1. COLLECTION OF SERVICE FEES FROM SEASON 2016

As stated in the previous Report, Signature of Asia had already transferred the withheld 50 KHR/kg directly to PMUAC since December. The total amount transferred by SoA for the 7 ACs engaged with them reached 38 million Riels (9,500 USD).

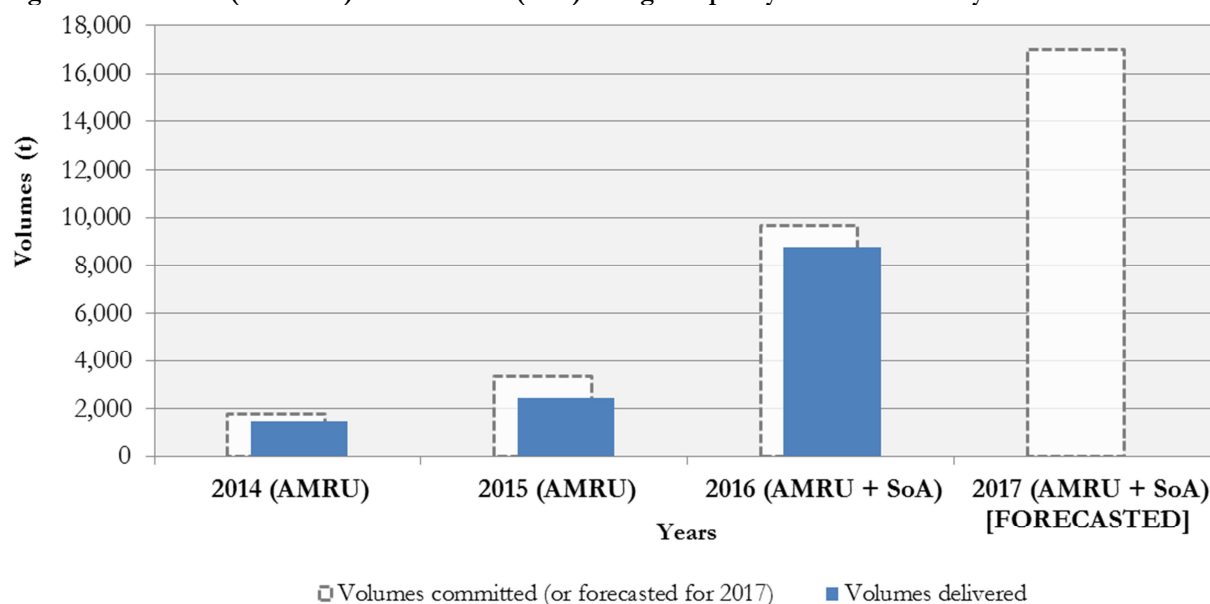
During this quarter, the 12 ACs engaged with AMRU Rice have also transferred to PMUAC bank account the amount of service fees due for 2016 harvest (at the agreed rate of 50 KHR/kg), which represent a total amount of 400,624,000 KHR, equivalent to 100,156 USD¹⁴. In total, service fees collected for organic paddy sold in season 2016 represent an income of more than 109,656 USD for the Union.

3.1.5.2. ACTION AND BUDGET PLANNING 2017

PMUAC has prepared a budget plan 2017 for a total amount of approximately 138,200 USD. This budget includes some investments (notably in term of capacity building), and also integrates the remuneration of Internal Control inspectors (at each cooperative level, which until 2016 was covered by ACs budget – See § 3.1.3.2.) and certification costs.

The amount of service fees collected (109,656 USD) based on paddy delivered in 2016 could be sufficient to cover the costs of replication of PMUAC operation in the same scale as in 2016. Some limited subsidies will yet be mobilized in 2017, as planned in the MoU with PMUAC. Given the budget, these subsidies are needed and justified as it will contribute to finance some investments in capacity building and (mainly) the growth of the organic paddy supplying capacities: with preliminary objectives set at 12,000 tons of organic paddy to be delivered to AMRU and 4,500 to 5,000 tons to Signature of Asia (i.e. a total of 16,500 to 17,000 tons) it's nearly a 100 % increase that is expected to be accomplished in 2017 as shown on Figure 6 below.

Figure 6: Evolution (2014-2016) and forecasts (2017) of organic paddy to be delivered by PMUAC members



¹⁴ 100,048.43 USD actually credited on PMUAC bank account after bank charges for transfers.

3.1.5.3. SUPPORT TO ACCOUNTING AND FINANCIAL MANAGEMENT AND ADMINISTRATION

TRAINING ON DOUBLE-ENTRY ACCOUNTING SYSTEM

To build capacity of PMUAC board members and staff, a 3-day training on double-entry accounting system was delivered by Mr. Pheng Sovanbopea, chief of office of Agricultural Cooperative Promotion in Preah Vihear, in collaboration with officials of DACP on March 15-17, 2017. After the training, the participating people have learnt and were able to fill up cash flow, worksheet, journal, general ledger, and trial balance.

PREPARING PMUAC FINANCIAL REPORT 2016 AND DRAFTING BUDGETING FOR 2017

IVY has also provided some support to help PMUAC staff to prepare its Financial Report for Year 2016 and elaborate Budget Plan 2017. On January 18-19, 2017 two PMUAC employees (Mr. Oeur Samath and Mr Ramo) have worked with IVY consultant and staff and SCCRP team on the Financial report 2016 and plan 2017.

ISSUES WITH BUDGET TO RESERVE FOR 2017 AND SHARING IF DIVIDENDS

The drafts of Financial Report 2016 and Budget Plan 2017 were discussed with the Board on 25th and 26th of January 2017, and the discussion has revealed quite different point of view and understanding among participants, with some members of the Board considering that the balance of service fees received from ACs as a contribution to organic certification (the 50 KHR/kg) should be considered in the calculation of profits from year 2016 and that part of this should be shared as dividends to shareholders. Actually, PMUAC financial sustainability model and cash flow management is based on the principle that fees collected for the Year 2016 are actually the source of budget and cash flow for PMUAC activities to be implemented in 2017. This was made quite clear in the MoU signed with SCCRP project, which initial subsidies allowed to cover the costs for the first year of exercise, while fees collected from Year 1 would feed the budget of Year 2, and so on.

DACP intervention has been needed to address this issue and clarify the principles of the specific “business model” of PMUAC (also for PDAFF officers in charge). A second meeting was organized on February 5, 2017 in PDAFF Preah Vihear meeting room. with 22 participants from PMUAC Boards and staff, Director of PDAFF, chief of OACP, officials from DACP and DAI and SCCRP team. This meeting has clarified that the fees of 50 KHR/kg is a contribution fund for operation cost of PMUAC in order to ensure organic certification every year. Thus, dividend rule is not applied for this budget. As stated in the MoU with SCCRP project, incomes from service fees collected for Year n shall be reserved to be used in the Year $n+1$. Yet, in order to address the insistence of some of the members of the Board, it was agreed during this meeting to propose the introduction of an incentive budget for the Board of 5,000 USD in the Budget Plan for Year 2017, subject to validation by the General Assembly.

OTHER SUPPORT OF SCCRP TO PMUAC ON ADMINISTRATIVE MANAGEMENT

SCCRP team has also provided some advices and support to PMUAC General Manager and team for administrative work, such as for instance: reviewing Quarterly and Annual report of PMUAC, prepare monthly work plans, plan expenditures and manage cash advances, drafting staff contract, and other assistance regarding logistic and procurement issues.

3.1.5.4. MOBILIZATION OF OTHER SPECIFIC CAPACITY BUILDING SUPPORT

In the MoU signed between PMUAC and SNEC / SCCRP project, a budget line of 11,000 USD is reserved for the mobilization of external support for capacity building¹⁵. On 28 February 2017, PMUAC has sent a

¹⁵ MoU No CKH-1077-MOU-C#3-2016-01, budget line “4.1. Miscellaneous training, capacity building, outsourced services”.

request to SNEC and AFD for the approval of the following proposal for use of this budget line in Year 2017:

Table 6: Proposal for use of capacity building budget line submitted by PMUAC in February 2017

No	Description	Consultants name / Institution	Fees (USD)	Other costs for trainings / consultations workshop (USD)	Total cost (USD)
1	Preparation of PMUAC 5 years strategic plan	Mr. Leng Chhay (Freelance)	4,156 \$	1,405 \$	5,561 \$
2	Preparation of PMUAC Staff Policy	Mr. Sok Sovann Cooperation Committee for Cambodia (CCC)	1,540 \$	916 \$	2,456 \$
3	Preparation of PMUAC Financial Policy	Mr. Try Sokha PCG & Partners Co., Ltd	2,500 \$	806 \$	3,306 \$
4	Training to staff on GPS/GIS for organic parcels delimitation and mapping.	Ms. Ros Sophal Freelance Consultant	840 \$	0 \$	840 \$
TOTAL			9,036 \$	3,127 \$	12,163 \$
Contribution of SCCRP project (budget line in MoU C#3-2016-01)					11,000 \$
Contribution on PMUAC own resources					1,163 \$

SNEC's SCCRP project coordinator has approved this proposal on 15 March. As on 31st of March, approval by AFD was still pending.

3.1.4.5. HUMAN RESOURCES MANAGEMENT

During this quarter, PMUAC had to proceed to recruitment for replacement of leaving staff and creation of additional positions in order to take into account the growth of surface, number of farmers and volumes of organic paddy foreseen to be produced and certified in 2017.

SCCRP consultant team has provided support to PMUAC Board and General Manager in order to proceed to recruitment, design questionnaires and written tests.

Five new staffs have been recruited during this quarter: 4 ICS managers and 1 accountant and administrative officer, as listed in Table 7 below:

Table 7: New staffs recruited by PMUAC

No.	Name	Sex	Position	starting date
1	Heam Meng	M	ICS manager	April 3, 2017
2	Chhun Phearum	M	ICS manager	April 3, 2017
3	Ry Arn	M	ICS manager	April 3, 2017
4	Pheng Chanvannak	M	ICS manager	March 20, 2017
5	Horn Rany	F	Accountant/Admin	March 15, 2017

PMUAC now has a total of 7 salaried employees, which is not yet seen as sufficient to handle the growth of surfaces and volumes of organic paddy to be certified. PMUAC intends to recruit two additional ICS inspectors. This recruitment should be implemented in the next quarter.

3.1.5. COORDINATION WITH OTHER PROJECTS SUPPORTING PMUAC AND ORGANIC VALUE CHAIN IN PREAH VIHEAR

Several meetings have been conducted by SCCRP team with IVY team, with the objectives to discuss and prepare the 2016 financial report and 2017 budget planning of PMUAC. Training on marketing of organic products (organized by IVY) was also discussed before delivering to PMUAC Boards and employees. In addition, the new project of IVY is also expected to support PMUAC with funding of two staff positions (one accountant and another ICS manager). The ICS manager will manage the 3 new ACs identified and selected by IVY team for the year 2017-2018.

Few meetings have been organized with the team of DPA¹⁶/Oxfam about their new proposal to be supported to PMUAC. The meeting aimed to explain and encourage DPA/Oxfam to take into consideration the existing situation and strategy of SCCRP project (and IVY) and to avoid non-coordinated inputs in support to PMUAC. After these meetings, few amendments have been made on the action plan of the new DPA/Oxfam project, in accordance with the recommendation from SCCRP team and IVY team. Besides, on 3rd of March, SCCRP Project Management Advisor also has also provided explanations to Mrs Solinn Lim, Country Director of Oxfam, regarding the history of the creation of PMUAC, on its objective and on the economic model of PMUAC sustainability.

One meeting was hosted on January 12, 2017 at PMUAC office with all stakeholders supporting PMUAC: PDAFF, SCCRP, World Vision, IVY and DPA/Oxfam. The purpose of the meeting was to ensure a common understanding of the objectives of PMUAC, of the approach, and to clarify and harmonize the roles and responsibilities of the different supporting projects / institutions.

3.2. SUPPORT THE INVOLVEMENT OF FWUCS IN PADDY COMMERCIALIZATION AND DEVELOPMENT OF FWN SUPPORTING CAPACITIES

3.2.1. PADDY SELLING GROUPS

3.2.1.1. TRAINING ON PADDY SELLING GROUP MOBILIZATION

At beginning of this quarter, ISC team had provided training to FWUC committee leaders, FWN board members and FWN secretary on paddy selling group establishment and management, including the following topics:

- Method and approach to establish Paddy Selling Group,
- PSG operation,
- Reflection on PSG challenges,
- Preparation a PSG selling schedule plans,
- Communication selling plans' PSG to buyers,
- Access to market price from different buyers in several provinces,
- PSG price identification with estimation cost of PSG's operation,
- Transportation arrangement,
- Rice quality check and control,
- Gathering paddy rice from members,
- Settlement of payments between buyers, FWUC, members and FWN.

3.2.1.2. MOBILIZATION AND OPERATION OF PADDY SELLING GROUPS IN 4 FWUCS

Four FWUCs have been supported to set up and operate Paddy Selling Group for IR and *Sen Kraob* varieties in dry season. Again, the volumes sold have remained limited: whereas all together these 4 FWUCs had

¹⁶ Development and Partnership in Action.

estimated the available volume at more than 2,200 tons, eventually only 336 t of paddy were sold through these Paddy Selling Groups. It was still difficult for FWUCs to offer to their members higher prices than local middlemen and still generate a small margin to cover the costs.

Table 8: Collective paddy selling by 4 FWUCs in first Quarter of 2017

No	FWUC's Name	Province	Members	Estimated volumes planned (t)	Actual volumes sold (t)	Rice Varieties	Buyers
1	Po Pideum	Banteay Meanchey	22	61 t	61 t (100% of plan)	<i>Sen Kraob</i>	<i>1688 Mill</i>
2	Polyum	Pursat	38	318 t	52 t (16 % of plan)		<i>Apsara</i>
3	Baray	Siem Reap	129	840 t	89 t (11% of plan)		<i>Middlemen</i>
4	Angkau	Kampong Thom	11	995 t	134 t (13% of plan)	<i>IR 504</i>	<i>Middlemen</i>
Total			200	2,214 t	336 t (15% of plan)		

At the beginning of the harvest, some group managed to generate some incomes (+3 to +4 % in Po Pideum and Polyum FWUCs) while paying a slightly higher price to farmers (See Table 9 below). But local traders also try to align their prices and in Polyum, Angkau and Baray, FWUCs have quickly decided to stop as they could not maintain higher prices.

Paddy collection in a Paddy Selling Group ▷



Table 9: Estimated added value generated through FWUCs' Paddy Selling Groups

FWUCs	Province	Volumes sold	Gross amount	Estimated additional profits		Cost for PSG leaders	Net profit for PSG members
				(value)	(%)		
Po Pideum	Banteay Meanchay	61 t	13,424 USD	351 USD	+ 3 %	137 USD	183 USD
Polyum	Pursat	52 t	12,248 USD	422 USD	+ 4 %	216 USD	200 USD
Angkau	Kampong Thom	134 t	24,491 USD	294 USD	+ 1 %	21 USD	194 USD
Baray	Siem Reap	89 t	19,038 USD	132 USD	+ 1 %	170 USD	132 USD
TOTAL		336 t	69,201 USD	1,199 USD	+ 2 %	544 USD	709 USD

3.2.1.3. EXCHANGE OF EXPERIENCE ON PADDY SELLING GROUP MODEL

On 9th of March 2017, as part of their activities under SCCRP project, FWN and ISC have organized a workshop in Kampong Thom province to share experience on “Paddy Selling Group Model”. Participants were representative from 5 farmer federations FCFD, CFAP, FNN, FAEC and FWN (notably representatives of FWUCs who had experienced with paddy selling group), PDAFF staffs of Kampong Thom, and members of SCCRP project team.

Participants have discussed their experiences and challenges faced during implementation of PSG operations, and possible strategies or solutions to address those issues.

Despite difficulties encountered, Paddy Selling Group model is still seen as useful. FWN and ISC have identified three different levels of benefits of the model as follows:

- When trust relation can be set with middle men, the Paddy Selling Group is at least a way to establish a clear reference price. According to ISC, this was for instance a positive outcome in the case of Stung Chinit FWUC in 2016. However, in such case, coverage of the PSG operation cost remains a problem, given limited additional price obtained.
- When Paddy Selling Group can establish a partnership directly with a rice miller, prices obtained are likely to be higher (as seen in the Table 9 above, with higher added value for Polym and Po Pideum FWUCs who were dealing with rice mills compared to the two other FWUCs who were selling to middlemen. But volumes accepted by millers have remained limited. Even for farmers who were not selling through the PSG, the price set within the PSG becomes a reference used to bargain with local collectors.
- Ultimately the model is more interesting when larger scale pre-order agreement (/Contract Farming) can be made with large mills / exporters, covering surfaces of 1,000 to 5,000 ha. Discussions are on-going with three companies but did not reach an agreement at the time of the workshop.

3.2.2. COLLECTIVE BUYING GROUPS FOR INPUT SUPPLY

3.2.2.1. SUPPORT REIMBURSEMENT OF FERTILIZER LOANS

FWN-ISC team has facilitated the settlement of fertilizer loan for 59 tons of fertilizer delivered in FWUCs of Stung Chinit, Spean Sreng, Prolay Daukay Thmei, Taing Krasaing and Prey Nub, including in some case aligning the differences in figures recorded by companies and FWUCs. Total amount of fertilizer loan to be collected was 35,167 USD from these 5 FWUCs.

31,900 USD were paid to company (91% of amount due). Only Prey Nup FWUC is still late to settle the repayment and has reimbursed only 41% of the loan to the company, whereas other FWUCs have fully repaid (see Table 10 below). FWN will provide support to the company to obtain full repayment from FWUC Prey Nup.

Table 10: Quantity and total amount of fertilizer loan to be settled within 5 FWUCs

FWUC	Total volume of fertilizers purchased (tons)	Total amount due (USD)	Total amount repaid (USD)	Percentage of repayment
Stung Chinit	25.425 t	15,091 \$	15,091 \$	100 %
Taing Krasaing	17.450 t	10,331 \$	10,331 \$	100 %
Spean Sraeng	2.400 t	1,436 \$	1,436 \$	100 %
Prolay Daukay Thmey	4.650 t	2,783 \$	2,783 \$	100 %
Prey Nub	9.325 t	5,526 \$	2,258 \$	41 %
Total	59.250 t	35,167 \$	31,900 \$	91 %

This operation of facilitation of collective fertilizer supply has generated incomes for FWUCs and FWN of 1,339 USD in total (4% of total amount to be collected), 626 USD for FWN and 712 USD for FWUCs.

3.2.2.2. PREPARATION OF NEW ROUND OF FERTILIZER PURCHASE WITH 3 FWUCS

ISC team had worked with 3 FWUCs in Kampong Thom, Siem Reap and Banteay Meanchey to mobilize fertilizer buying group which are related to activities of paddy selling group (particularly for growing IR504 or CAR15 varieties). In March 2017, an agreement was reached on prices with fertilizer supplier for 500 tons of fertilizer, with better conditions than in 2016, which could ease the mobilization of fertilizer buying groups.

3.2.2.3. TRAINING OF FWUCS AND FWN LEADERS

During this period, ISC team has provided 3 sessions of “on-the-job training” to FWN board members, FWN secretary and FWUCs committee members about price negotiation through collective buying group, pre-ordering and product delivery and follow up the progress of activity.

3.2.3. EXPLORE POSSIBLE CONTRACT FARMING OPPORTUNITIES BETWEEN FWUCS AND MILLERS/EXPORTERS

3.2.3.1. MOU (CONTRACT FARMING) BETWEEN FARMER WATER NET AND BAYON HERITAGE

On 24th of March 2017, FWN and Bayon Heritage Holding Group Co. (BHHG) have signed a MoU of pre-order of paddy with FWN covering 1,500 ha of land. The MoU was signed by the chairperson of FWN, Mrs. Rom Roeurn and the representative of Bayon Heritage, Mr. Ny Vuthea, ISC signing as witness.

Signature of MoU between Bayon Heritage and FWN ▷



According to this MoU, FWN and FWUC committees will mobilize farmers within 3 FWUCs to produce and supply a total volume of 7,500 tons of wet paddy from mid-July until September 2017. FWUCs should deliver every day, 100 t/day, continuously over 75 days.

AS part of this agreement, the company took the commitment to offer a premium price of 20 to 30 KHR/kg, above local price to farmers. Moreover, the company will pay 5 KHR/kg to FWN and 10 KHR/kg to FWUC committee involved in order to cover operation and coordination costs required for the implementation of the MoU.

3.2.3.2. ON-GOING NEGOTIATIONS WITH OTHER COMPANIES

Other negotiations are on-going between FWN-ISC team and other companies, namely Apsara-Rice and Golden Rice.

Apsara-Rice has taken a verbal agreement to purchase 400 to 500 tons of *Sen Kraob* paddy from FWN members in August and September. However, discussion on detailed terms and procedures for this agreement is still on-going, in order to prepare its formalization.

3.3. SUPPORT TO PILOT IMPLEMENTATION AND POSSIBLY CONTRACT FARMING FOR “SRP” RICE PRODUCTION

3.3.1. PARTICIPATION IN NATIONAL COORDINATION / TECHNICAL WORKING GROUP ON SUSTAINABLE RICE PLATFORM

SCCRP consultants for Component #3 took part in the national coordination meeting / technical working group on Sustainable Rice Platform standards’ implementation in Cambodia which took place on 15th of March 2017. During that meeting, the different participants¹⁷ have briefly presented about their interest and on-going pilot activities for SRP rice.

¹⁷ Notably: VSO, Oxfam, AMRU, BRICO, WCS, SMP, CAVAC, CRF and SCCR.

The expected roles of this Working Group on SRP rice were discussed, which according to the meeting could include (among others) coordination of initiatives, promotion of SRP standards, technical development, sharing of best practices...¹⁸

3.3.2. REQUEST FOR SUPPORT FROM BRICO FOR CONTRACT FARMING ON SRP RICE

A new contact was made in February by BRICo with SCCRP project team, asking about the possibility for the project to support the identification of FO(s) to develop a Contract Farming partnership for the production of SRP rice¹⁹. A first meeting took place with the Mr Kann Kunthy, CEO of BRICo, and SCCRP team (PMA and Team Leader for Component #3) on the 22nd of February 2017. BRICo has indicated that they could consider a pilot with one or two ACs for this year, for approximately 500 ha of paddy fields in 2017, which could be scaled up to approximately 2,500 ha in 2018, then 3,000 ha. BRICo would provide agronomists to work with farmers on the SRP standards implementation.

At this stage, BRICo mentioned that they envisage the payment of a premium of 10 USD per ton for the SRP paddy (9 USD for farmers and 1 USD for the Cooperative / FO).

SCCRP's PMA expressed that all tasks and responsibilities that would fall to the cooperative (/FO) have to be clearly identified and one should make sure that the premium allocated to the cooperative / FO would be sufficient to cover the costs required to undertake those tasks. Also, the responsibility over the transportation costs (from village to rice mill) has to be clearly defined, as well as the determination of reference price.

SCCRP representatives agreed to work further (in relation with FO Federations) on the identification of potential ACs/FOs to partner with BRICo on this matter.

Besides, BRICo has also provided a table of quality criteria for the paddy they would purchase, defining three grade of quality (A, B, C)²⁰.

Following-up on this first meeting with BRICo, 6 ACs in Battambang (member of FAEC or FCFD) were met on 17th of March to present this opportunity of CF with BRICo and assess their interest. At that stage, the AC leaders have shown limited interest or expressed some reluctance due to limited land surface available and limited understanding on SRP standard. Yet SCCRP team will continue to explore this opportunity and seek potential partners in April 2017.

3.4. DEVELOPMENT OF A “PADDY TRADING PLATFORM” (PARTNERSHIP SCCRP PROJECT AND FO FEDERATIONS)

3.4.1. UP-DATE OF NEW ANNOUNCEMENT POSTED ON THE “PADDY TRADING PLATFORM

16 new announcements for paddy harvest have been posted by FOs during this quarter (from 31st December 2016 to 31st of March 2017), for a total of 21,809 tons of paddy, as detailed in Table 11 (next page). In addition to 16 announcements posted in the previous quarter, we reach a total of 32 posts, for a volume of 36,692 tons of paddy.

¹⁸ More details about this meeting can be found in AVSF-CIRD-ADG Quarterly report for SCCRP project and in the minutes of this meeting.

¹⁹ This is to some extent a follow-up after the SCCRP project's support to the organization of the first training on SRP standards in Siem Reap on 14th and 15th July 2016 – See Quarterly Executive Report # 15, § 3.4.1., page 25.

²⁰ Details are provided in AVSF-CIRD-ADG Quarterly report.

Table 11: List of announcements posted by FOs on the Paddy Trading Platform during this Quarter (from 31st of December 2016 to 31st March 2017)

Organization	Province	Variety type	Volume	Date Posted
Ping Pong FWUC	Banteay Meanchey	Fragrant	3,600 t	31-Dec-16
Por Pi Deum FWUC	Banteay Meanchey	Fragrant	3,200 t	2-Jan-17
Srov Smach AC	Svay Rieng	Red rice	35 t	3-Jan-17
Nikom Prah Sihanuk AC	Battambang	White rice	400 t	4-Jan-17
Krouch Seurch FWUC	Pursat	Fragrant	3,250 t	10-Jan-17
Polyum FWUC	Pursat	Fragrant	3,350 t	15-Jan-17
Polyum FWUC	Pursat	Fragrant	198 t	15-Jan-17
Boeung Leas FWUC	Kampong Thom	White rice	1,356 t	20-Jan-17
Ping Pong FWUC	Banteay Meanchey	Fragrant	350 t	20-Jan-17
Boeung Leas FWUC	Kampong Thom	White rice	400 t	20-Jan-17
Ank kor FWUC	Kampong Thom	White rice	1,372 t	25-Jan-17
Ank kor FWUC	Kampong Thom	Fragrant	995 t	28-Jan-17
Baray FWUC	Siem Reap	Fragrant	3,000 t	1-Feb-17
Baray FWUC	Siem Reap	Fragrant	163 t	20-Feb-17
Sang Kahak Kaksekor Sam Yorng AC	Svay Rieng	White rice	40 t	4-Mar-17
Sro Mok Sok Sen Chey AC	Takeo	White rice	100 t	27-Mar-17

3.4.2. SURVEY ON THE USE OF PTP BY MILLERS AND FEEDBACK FOR IMPROVEMENT

3.4.2.1. FEEDBACK FROM FARMER ORGANIZATIONS

Feedbacks were gathered from FOs which have posted announcement on the Paddy Trading Platform, via their respective Federations.

For FCFD: only 1 miller from Tboung Khmum Province and 1 middleman in Phnom Penh have contacted Nikum Preah Sihanouk AC (Battambang). They were interested in purchasing white rice (IR 504) but the paddy was not yet harvested when the first contact was made. The same miller from Tboung Khmum has also contacted Baphnom Meanchey AC (Prey Veng). He was interested with Fragrant rice (Phkar Rumduol) but offered a price of only 900 Riels/kg delivered at mill gate, whereas at the same time local traders were offering the same price in the village.

For FAEC: none of their members has reported to be contacted by millers/exporters further to posting information on harvest in the PTP.

For FWN: Only Nikoline has contacted Stung Chinit FWUC right after the first announcement was posted on 31st of October. They offered a price of 970 KHR/kg for Phkar Rumduol, which was higher than local millers, but same as the offer of Apsara Rice (Kampong Speu). Nikoline buyer also told the FWUC that the price would drop off to 950 KHR/kg a week later. No deal was made with Nikoline, as price offered by Nikoline in the following days (940 KHR/kg on 3rd of November) was lower than offers from Apsara Rice or “1688 Rice mill” (950 to 970 KHR/kg).

3.4.2.2. RICE MILLER SURVEY

In March Mr. Phat Sophany, SCCRP's institutional capacity building consultant from AVSF/CIRD/ADG team has surveyed 9 rice millers (in six provinces) registered in the Paddy Trading Platform in order to assess their use and perception of the service. Main findings are reported in Box 1 below:

Box 1: Main finding from the survey of millers registered in PTP

- Only 4/9 millers met confirmed that they have received the Paddy Trading Platform user guide (together with their login and password) which was sent by SCCRP project team in October 2016.
- Out of 4 millers who confirmed they have received the PTP Guidelines and the subsequent e-mails or SMS notifications, 3 said they have contacted FO representatives to get more information on paddy specifications and price.
- Out of those 3, only 1 rice miller (1688 mill, in Kampong Thom province) has reported he bought paddy from FO. Another miller said the paddy was already sold when he contacted the FO, and the third one has indicated that price asked by FO representative was higher than the one he pays to local collectors.
- Out of 9 persons met in the rice mill (corresponding to the contact e-mail or phone number registered in the platform) only 1 is directly in charge of paddy purchase. The other ones have higher positions such as CEO or director and are not directly the ones in charge of paddy purchase.
- All interviewed millers consider that the Paddy Trading Platform can be a useful tool to provide appropriate information to paddy buyers.

3.4.2.3. OVERALL TENTATIVE CONCLUSION OF THE FIRST MONTHS OF IMPLEMENTATION OF PTP AND NEXT MEASURES TO UNDERTAKE

Overall, for these first few months of experimentation, the Paddy Trading Platform has not actually generated much more contacts with buyers, and did lead to better selling opportunities for FOs. Yet one cannot conclude, at this moment, that the tool is irrelevant or inappropriate. One element to consider is that the rice market context in 2016 was probably not very favorable, as millers were not significantly increasing their paddy purchase, thereof not looking for new suppliers. Moreover, the survey with millers has revealed some mismatches, with notably irrelevant or not up-to-date e-mail address and phone number registered in the platform, resulting in announcement not always reaching the right persons. These weaknesses can be addressed. The encouraging point being that the millers interviewed remain positive on the concept of the Paddy Trading Platform and encourage the team to pursue its experimentation.

3.4.3. MEASURES TO IMPROVE PTP

The following measures are identified in order to improve the service and the efficiency of the Paddy Trading Platform:

- Provide hard copy of PTP user guide with clear oral explanation to active rice millers (face to face).
- Replace or add more e-mail addresses and phone numbers of the persons who are actually in charge of paddy sourcing in rice mills.
- Train FO representatives on how to communicate with rice millers on paddy supply.
- Possibly propose to farmers to attach to announcements a picture of paddy (100 grain aligned, with scaled lines for millers to be able to assess the shape and length of grains)... of course without cheating and based on a random sampling of grains (if announcement is made at a time when some grain sample can already be taken).

3.5. KNOWLEDGE MANAGEMENT, CAPACITY BUILDING, POLICY AND REGULATORY ISSUES ON CONTRACT FARMING

3.5.1. DEVELOPMENT OF A MANUAL / GUIDELINES ON CONTRACT FARMING IN CAMBODIA

3.5.1.1. CURRENT PROGRESS OF THE WRITING TO DATE







The Table 12 (below) shows progresses of Manual writing as of 31st March 2017.

Improvements made to the draft manual on contract farming during this quarter include:

- Integration of additional case studies / illustration in the section 2.1.
- Complements and improvements of section 2.2. on the legal background, notably integrating feedback from Unidroit.
- Add complements and improvements on section 2.3. about contract farming in policies and add a paragraph on cross-border contract farming.
- Complements in Chapter 4: add elements regarding non-performance and applicable law, taking into account comments from Unidroit.
- Overall proof-reading and improvements of all the sections, 1 to 7.
- Add an index of key topics.
- Add annexes.

Table 12: Progress of the writing of the Manual on Contract Farming

Sections	Subsections							
Forewords	For.							
Introduction: Purpose and Scope	Int.							
#1 - Overview of Contract Farming	1.1.	1.2.	1.3.					
#2 - Context of CF in Cambodia	2.1.	2.2.	2.3.					
#3 - Procedures for facilitation and negotiation	3.1.	3.2.	3.3.					
#4 - Contract content and advices for writing	4.1.	4.2.	4.3.	4.4.	4.5.	4.6.	4.7.	
	4.8.	4.9.	4.10.	4.11.	4.12.	4.13.	4.14.	
#5 - Monitoring during implementation	5.1.	5.2.	5.3.					
#6 - Conflict resolution	6.1.	6.2.	6.3.					
#7 - FOs / ACs in Contract Farming	7.1.	7.2.	7.3.	7.4.	7.5.			
Bibliography	B							
Index	Ind.							
Annexes	An.							

Color codes		= Not started		= Improved Draft
		= Parts only		= Submitted to Taskforce
		= 1 st Draft		= Final

Numbers of subsections in **Red and Bold** characters are the ones revised during this quarter.

3.5.1.2. TRANSLATION AND NEXT STEPS TOWARD APPROVAL

This complete and improved draft of the Contract Farming Manual has been sent for translation from English to Khmer in the end of March. Translation in Khmer is expected to be received in end of April. It will be reviewed by project team, before to be shared with all members of the Taskforce on Contract Farming to gather comment and get the document endorsed, hopefully by the end of June.

3.5.2. DEVELOPMENT OF GUIDELINES FOR CASE STUDY NOTES ON PILOT ACTIVITIES

Further to the preparation of an overall plan for the project “experience capitalization” developed by Célia Coronel (IRAM) during her backstopping mission (See Part 5.3.2. in this report, page 31), the Project Management Advisor has prepared guidelines for the writing of case study notes on the different pilot actions implemented under the SCCRP project. Project team (and notably the members of AVSF-CIRD-ADG team) is mobilized to write these notes which will be the first product of the process of “knowledge management” of SCCRP, which will then elaborate on this first raw material to developed more transversal analysis.

Case studies on pilot activities are expected to be finalized by May 2017.

3.6. GENERAL COORDINATION OF THE COMPONENT #3

3.6.1. C#3 COORDINATION MEETINGS

One coordination meetings for Component #3 took place during this quarter, on 7th of March 2017, facilitated by Mr Sok Sarang.

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

4.1. UP-GRADING RDB: RDB REFORMS AND IMPLEMENTATION OF KPMG

RECOMMENDATIONS

4.1.1. SUMMARY OF PROGRESSES IN THIS QUARTER²¹

The period January – March was the final quarter of Mekong Strategic Partners technical assistance to the Rural Development bank. The final quarters activities were spread across several areas, as detailed below in the key deliverables section. Additional activities which were undertaken in the final quarter to support the RDB, which were outside the initial scope of activities, were as follows:

- Support the RDB with the identification and testing of a new banking IT platform. RDB is exploring technological solutions to mitigate its distribution challenge. MSP has engaged a potential software provider in discussions, who provides mobile banking software which would allow the RDB to develop a more efficient client onboarding process, loan monitoring and customer management procedures, through its mobile banking units.
- Impact of the interest rate cap on the Microfinance sector. The RDB has a long history of supporting the Cambodian microfinance sector and currently has extended lending facilities to several MFIs. MSP was requested to provide the RDB with extensive analysis and a report of the potential impact to the MFI sector, and its clients, as a result of the interest rate cap.

During the past 12 months MSP's overall assessment is that substantial progress has been made at the RDB, most particularly within the HR and Risk departments. However further action must now take place amongst the senior management of the RDB to implement and adopt the new procedures and tools provided, particularly within the Credit and Audit department. RDB must continue to prioritize staff capacity development and support and resource the learning and development program with the HR department. Staff across the RDB have demonstrated a willingness to learn and improve their capacity and performance, so this must remain an area of focus and support.

RDB continues to be challenged by its lack of distribution capacity. It is very difficult to fulfill its mandate as a rural farmer bank, with only one branch in central Phnom Penh. MSP have taken this factor into consideration and developed and recommended a refined strategy plan for the RDB, which, from MSP point of view, positions it to effectively fulfil its mandate as a Government policy bank, by addressing areas of financing market failure in the rural economy.

4.2. DEVELOPMENT OF A CREDIT MECHANISM DEDICATED TO FARMER ORGANIZATIONS

4.2.1. DISSEMINATION OF RDB CREDIT OFFER TO FOS, IN PARTNERSHIP WITH FAEC AND FCFD

4.2.1.1. PREPARATION MEETING WITH RDB

A meeting took place in RDB Office on the 16th of January 2017, with two representatives from RDB (the Deputy CEO and the Head of Credit Department), FAEC coordinator (Mr Chay Sara) and Phat Sophany SCCRIP consultant in charge of support to FO Federations). The purpose of the meeting was to prepare field mission to disseminate information to FO Federations members on RDB credit offer. It was agreed that RDB would take part in dissemination meetings in at least three provinces (Takeo, Prey Veng and Svay Rieng), and would also contribute to the costs of those meetings (room rental, stationary and refreshment) for a maximum of 300 USD.

²¹ This paragraph is copied from the summary of MSP quarterly report.

The possibilities to identify and target typical activities of FOs to finance and time windows to submit applications were also discussed, as well as the possibility to develop a formal MoU between RDB and FO Federations on the partnership for credit to FOs. But discussions on these issues were not finalized. No follow-up meeting could be convened within this quarter to explore further these points.

4.2.1.2. FACILITATION OF PROVINCIAL INFORMATION WORKSHOPS

Six provincial workshops were organized to provide information to FOs on RDB credit offer, in the provinces of Svay Rieng, Prey Veng, Takeo, Kampong Thom, Siem Reap and Battambang. 78 participants from 44 FOs have attended these meetings (17 FOs from FAEC and 27 FO from FCFD).

4.2.2. FOLLOW UP ON APPLICATIONS FOR LOANS SUBMITTED BY ACs, AND NEW APPLICATIONS

The application for loan of Chamroeun Phal Raingkesei AC has been approved by RDB, yet with a reduction of the proposed amount to 6,000 USD (instead of 9,070 USD in the application). RDB has requested SCCRP project to provide partial guarantee for this loan, which has been approved²².

The Table 13 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 June 2016²³. As seen in the table, in March 2017, four new applications for loans have been submitted by cooperatives to RDB, from Oudom Sorya AC, Baksey Reakreay AC, Trapeang Kranhoung AC (all three in Takeo) and Sangkahak Kaksekor Samyong AC (Svay Rieng).

Table 13: Requests for loans submitted by FOs to RDB 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 (5,000\$)	Yes (40%)
4	Sahakum Ksikam Samaky Thkov	Prey Veng	14-Sep-16	FCFD	62	\$ 5,000.00	Fertilizer trade	12	Hard-title	No	
5	Chamroeun Phal Raingkesei	Battambang	20-Sep-16	FAEC	87	\$ 9,070.00	Rice trade	7	Soft-title	Yes (6,000\$)	Yes (50%)
6	Trapeang Russey	Kpg Thom	17-Oct-16	FCFD	89	\$ 30,000.00	Paddy + seeds trade	60	Hard-title	No	
7	Oudom Sorya	Takeo	20-Mar-17	FAEC	83	\$ 7,000.00	Rice trade	12	Soft-title	Pending	
8	Baksey Reakreay	Takeo	20-Mar-17	FAEC	66	\$ 20,000.00	Fertilizer & rice trade, mill	24	Soft-title	Pending	
9	Trapeang Kranhoung	Takeo	23-Mar-17	FCFD	90	\$ 10,000.00	Fertilizer & rice trade	12	Soft-title	Pending	
10	Sangkahak Kaksekor Samyong	Svay Rieng	24-Mar-17	FAEC	71	\$ 15,000.00	Fertilizer & rice trade, mill	36	Soft-title	Pending	

4.2.2. INSTITUTIONALIZATION OF THE GUARANTEE MECHANISM

At present, pilot loans provided by RDB to Agricultural Cooperatives have benefited from a partial guarantee (maximum of 50% of the loan capital, on a shared losses principle) provided directly by the SCCRP project. This is indeed a temporary solution to allow the testing of credit guarantee mechanisms developed by HORUS Development Finance as part of the Credit Mechanism for FOs. The SCCRP project has reserved a small portion of its budget (120,000 € are reserved at the moment) to contribute to an initial capital to set up the guarantee fund. But it is an absolute necessity that the fund is formally established before early December 2017 in order for the SCCRP project to be able to disburse this funds.

²² Approval of loan guarantee sent by SNEC to RDB on 24th of January 2017.

²³ Cf. Quarterly Executive Report #14, Section 4.2., pages 29-30.

Besides, MEF is considering to re-set a Credit Guarantee Mechanism, not only to guarantee loans to FOs, but also to offer a possibility of credit guarantee for loans to rice millers / exporters. With ADB support, MEF has commissioned a consultant (Mr Shaan Stevens) to work on the development of the guarantee mechanism for the rice milling industry. SCCRP project team (H.E. Ung Luyna, Project coordinator, together with the PMA) participated in the restitution workshop on the result of this consultancy in MEF on 28 February 2017. A follow up bilateral discussion took place two days after between SCCRP PMA and Shaan Stevens.

The foreseen scenario (enhanced by H.E. Ung Luyna during the restitution workshop) is that MEF would set only one guarantee fund, but with two different products, one providing guarantee on loans to FOs (mainly – if not only – provided by RDB), the other providing guarantee on loans to rice millers/exporters, loans that could be provided by RDB or by private banks.

A follow-up meeting took place in MEF on 13th of March, attended by Mr Bun Hay and by the PMA for SCCRP project. Conditions of loan guarantee and of the overall mechanisms were discussed again. The consultant had made some amendment on the draft format for guarantee agreements. Also it was recommended to keep the mechanism simple and easy to mobilize and handle (drawing lessons from previous MEF guarantee mechanism). The idea to associate crop insurance systems with the credit guarantee mechanism for rice sector was also evoked, as well as the possibility to set up a capacity building and coaching program addressed to borrower (millers) to improve their financial and business accounting literacy and practices.

The principle to mobilize the last mission of Horus Development Finance contracted under SCCRP project in order to carry over the work and finalize the main guidelines and models for the credit guarantee system was endorsed by the meeting.

Finally a third meeting took place in MEF on 31st of March in order to review and fine-tune the Terms of Reference for Horus Development Finance mission. PMA has edited these ToR after the meeting and sent them back to MEF and to HORUS.

5. COMPONENT #5: CROSS-CUTTING ISSUES

5.1. RICE POLICY REVIEW AND UP-DATE

The second consultation workshop on Rice Policy reformulation took place on 10 February 2017 in Phnom Penh. More than fifty participants²⁴ have attended the workshop, which was facilitated by SNEC (H.E. Ros Seilava and Ung Luyna), and consultants (Francesco Goletti and Srey Chanthy) have presented the key principles they propose for policy formulation and a tentative formulation of a vision for Cambodian Rice Sector. These were discussed in groups, then in plenary session.

SNEC will take over the results of this consultation and carry further the process of the new rice policy formulation.

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

After the call for proposal to recruit a consulting firm or economic research institution has been sent²⁵ in December 2016, SCCRP project has received two offers only. The Center for Policy Studies (CPS) has been selected as a result of the procurement process, and the contract with CPS was signed on 9th of March 2017.

CPS will work in April with Mr Frédéric Lançon (who will come for a third and final mission) in order to familiarize themselves with the economic modelling tool developed, up-date variable data and work on the first issue of a “Cambodian Rice Sector Economic Bulletin”.

In the meantime, in end of March, Mr Frédéric Lançon has completed the value chain models and prepare his third mission.

5.3. AFD SUPERVISION MISSION AND IRAM BACKSTOPPING MISSION

5.3.1. AFD SUPERVISION MISSION

Mrs Alexia Hofmann (AFD Paris) undertook a supervision mission in Cambodia in February 2017. The mission was covering several project financed by AFD, and the time allocated for the SCCRP project was limited. Yet, the mission had meetings with representatives of FO Federations on 9 February morning, and with SNEC project management in the afternoon of the same day, then briefly with RDB and CRF.

A wrap up meeting took place with SNEC project management team on 13th of February afternoon.

5.3.2. IRAM BACKSTOPPING MISSION

Mrs Célia Coronel, from IRAM, undertook a backstopping mission on the project from 5th to 11th of February, partly in the same period with AFD supervision mission. The main purpose of this mission was to elaborate a proposal for a process of knowledge management and lessons learnt from the SCCRP project experience and to identify the main products that should come out of this process. This proposal has been submitted to SNEC project management first, then shared by e-mail to AFD on March 21st, 2017.

²⁴ From Government institutions (SNEC, MAFF, MoC, MoWRaM) CRF, Private sector, FO Federations, Financial institutions, development partners, projects and experts.

²⁵ Cf. Quarterly Executive Report #16, § 5.2.2. page 34.

5.4. PROJECT COMMUNICATION AND COORDINATION WITH OTHER PROJECTS AND STAKEHOLDERS

5.4.1. EXCHANGES WITH UNDP CASSAVA PROJECT

The SCCRP Project Management Advisor has met two consultants working on the UNDP cassava project:

- Mr Hun Wisal, met in SNEC on 26th January 2017.
- Mr Vincent Lefebvre, met on 17th February 2017.

The UNDP project has expressed some interest for the Contract Farming model and in particular for the successful experience of contract farming in Preah Vihear. Besides, contacts has been established between PMUAC and that project, as a number of members of cooperatives involved in organic paddy production Preah Vihear are also cassava producers. Their organization and their experience of internal control systems could be an asset to position those cooperatives as potential partners for cassava production.

Following up on the contacts with SCCRP project, the UNDP cassava project has envisaged to organize a study tour and workshop in Preah Vihear. It was first scheduled in the end of March 2017 but was finally postponed sine die.

5.4.2. PARTICIPATION IN VALIDATION MEETING ON EMPLOYMENT IMPACT OF IFC'S RSSP PROJECT

The SCCRP Project Management Advisor took part in the result validation meeting of the evaluation of the employment impact of IFC's project in rice sector (Cambodia Rice Sector Support Project). The meeting took place in IFC office on 17th February 2017.

ANNEXES

ANNEX 1: EXPENDITURES AND INCOMES FROM PADDY SELLING OPERATION FOR NIKUM PREAH SIHANOUK AC IN BATTAMBANG

Description	Currency		Total in (Khmer Riels)
	Thai Bath	Khmer Riels	
Expenditures			
Payment on paddy cost to members	5,079,957	20,000	568,975,184
Admin cost		170,500	170,500
Labor force cost		8,461,000	8,461,000
Truck rental fee	75,050	7,080,700	15,486,300
Gasoline (motorbike to withdraw money)		218,200	218,200
Food and guest house for PSG coordinator		79,000	79,000
Snack and drinks for workers		399,000	399,000
Total Expenditures	5,155,007	16,428,400	593,789,184
Incomes			
Cash received from paddy sold	5,337,021		597,746,352
Total Incomes	5,337,021	-	597,746,352
Net profit	3,957,168		

ANNEX 2: DETAILED ESTIMATION OF NUMBER OF PRODUCERS, SURFACE AND POTENTIAL VOLUMES OF ORGANIC PADDY THAT 8 ACS OF PREAH VIHEAR COULD SUPPLY TO SIGNATURE OF ASIA IN SEASON 2017

Province	District	Commune	Code/Name of Cooperative	Name of Village	Number of Farmer	Total OROs by Acs	Land Size 2017 (Hectare)		Total Land Size (hectare) 2017	Expected Paddy sell in each AC 2017 (kg)		Total Quantities of expected paddy sell in each AC 2017 (Kg)
							WR	FR		WR	FR	
Preah Vihear	Chaeb	Sangke 2	AC025. Aphivat Samaki Sangkae 2	Chork Chey	50	150	195	22	217	497,030.00	57,100.00	554,130.00
				Ka Loat	35							
				Sambo	65							
		Sangkae 1	AC018. Sangkae Samaki Mean Chey	Sangkae	80	126	148.6	18.5	167.1	313,624.00	47,300	360,924.00
				Saem	46							
				Chhaeb Kuert	33							
		Chaeb 1	AC039. Samaki Sovankiri Chaeb	Chhaeb Lech	50	95	145.6	8	153.5	178,500	14,200	192,700
				Krasang	12							
				Bos	124							
	Chey Saen	Mlu Prey 2	AC022. Rundoul Samaki Meanchey Mlu Prey 2	Breus Kha' Oak	9	133	304.2	33	337.2	61,132.1	76,100	68,742.1
				Kchorng	60							
				Sleng	82							
		Kchorng	AC020. Kchong Sang Samaki	Mern Reach	58	200	453.2	34	487.0	107,815.0	74,500	115,265.0
				Chrach	51							
				Chanrem	39							
		Chrach	AC030. Chrachsalvorn Samaki Sen Chey	Pakdivath	56	279	413	24	437	76,254.0	66,700	82,924.0
				Brormoul Pdon	53							
				Ploch	51							
Total	2	8	8	23	1341	1341	2283	160.7	2444	479,481.5	379,000	517,381.5
		8	8	Thmea	67	72	108.7	7.3	116.0	34,965.0	21,600	371,250

ANNEX 3: UP-DATED LIST OF ALL 19 MEMBERS OF PREAH VIHEAR MEANCHEY UNION OF AGRICULTURAL COOPERATIVES

(All cooperatives member of PMUAC are located in Preah Vihear province)

AC Code	Name of AC	Commune	District	Total number of farmers in the AC
AC01	Kraboia Prum Tep	Kuleaen Tboung	Kuleaen	291
AC02	Kelum Or Chiveak Pheap	Chhean Mukh	Tbaeng Mean Chey	217
AC03	Samaky Rohas Mean Chey	Rohas	Rovieng	243
AC04	Leuk Kompos Satrey	Robieb	Rovieng	795
AC05	Romduol Mlu Prey Cheay Den	Mlu Prey Muoy	Chhaeb	217
AC06	Satrey Ratanak	S'ang	Chey Saen	488
AC07	Tasu Sen Chey	Tasu	Chey Saen	188
AC08	Romtum Samaky Mean Chey	Romtum	Rovieng	336
AC09	Prame Sen Chey	Prame	Tbaeng Mean Chey	117
AC10	Choam Khsant Cheay Den Mean Chey	Choam Khsant	Choam Khsant	236
AC11	Rumdaoh Srae Samaky Mean Chey	Rumdaoh Srae	Choam Khsant	127
AC12	Tuek Kraham Kelamor Chivipheap	Tuek Kraham	Choam Khsant	217
AC18	Sangkae Samaki Meanchey	Sangkae Muoy	Chhaeb	138
AC20	Kchorng Sang Samaki	Kchorng	Chey Sen	236
AC22	Rumdoul Samaki Meanchey	Mlu Prey Pir	Chhaeb	260
AC23	Putrea Samaki Vattanak Mean Chey	Putrea	Chey Saen	349
AC25	Aphivat Samaki Sangkae Pir	Sangkae Pir	Chhaeb	229
AC30	Chrach Salvorn Samaki Sen Chey	Chrach	Chey Saen	251
AC39	Samaki Sovankiri Chhaeb	Chhaeb Muoy	Chhaeb	173

Total: 19 Agricultural Cooperatives, gathering a total of 5,108 farmers.

ANNEX 4: UP-DATED LIST OF BOARD MEMBERS OF PRAH VIHAR MEANCHEY UNION OF AGRICULTURAL COOPERATIVES

No	Name		Sex	Position	Address	Phone No.
	Khmer	Latin				
Board of Director						
1	ធួន ន	Thuon Sann	M	President	Krabau village, Kuleaen Tboung commune, Kuleaen district	0886816052
2	អ៊ិន ស៊ីង	In Sdoeung	F	Deputy President	Sedthkakech village, Chhean Mukh commune, Tbaeng Mean Chey district	0886040411
3	គឹម ឡៃស៊ីម	Kim Laysim	F	Treasurer	Ta Tong village, Reaksmei commune, Rovieng district	0885071777
4	នួន ជេ	Nuon Dei	M	Secretary	Tasu village, Tasu commune, Chey Saen district	0979603092
5	"វ សុ ត	Bao Sovat	M	Member	Thkaeng village, Rohas commune, Rovieng district	0883366422
6	គឹម "រី	Kim Mary	F	Member	Choam Khsant village, Choam Khsant commune, Choam Khsant district	0883214431
7	ន់ វិចិត	Chann Vichetr	M	Member	Bos village, Mlu Prey Pir commune, Chhaeb district	0888950640
Supervisory committee/Internal Audit Committee						
8	ចេង សុផល	Cheng Sophal	M	Chief	Trapeang Tontuem village, Romtum commune, Rovieng district	0978024399
9	រស់ រី	Ros Sary	F	Vice-chief	Thmei village, S'ang commune, Chey Saen district	0977796146
10	កែវ ហុង	Keo Hong	M	Member	Kdol village, Mlu Prey Mouy commune, Chhaeb district	0978913718
11	បេន ន់ធួ	Ben Chanthou	M	Member	Pramoul Phdom village, Chrach commune, Chey Saen district	0888889846
12	ខន សុខេ ន	Khon Sokhoeun	M	Member	Sambour village, Sangkae Pir commune, Chhaeb district	0718562820

