

# សៀវភៅសម្រាប់វេទិកាបណ្តុះបណ្តាល ២០១៧

## Cambodian Vegetable Forum Handbook 2017



បង្កើនទំនាក់ទំនងដ៏រឹងមាំសម្រាប់អនាគតប្រកបដោយនិរន្តរភាព

Building strong connections for a sustainable future





## Acknowledgements

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## Background

The vegetable sector in Cambodia currently provides less than half of the domestic demand, with the gaps being filled by imports (especially from Thailand and Vietnam). Challenges within the sector include: low average yields, poor competitiveness within the region, high postharvest losses, product that does not conform to quality and safety demands of consumers, and problems satisfying market demand during the wet season. Thus there are many opportunities for both producers and the private sector to benefit from improved connections and sustainability.

Vegetable production offers smallholder farmers an option to diversify their production systems and market opportunities, improve household nutrition and increase incomes for farmers and traders. Importantly, it also offers women a source of income, and can help improve household food security. As the sector develops, opportunities for market engagement, input supply and agro-processing will increase.

The challenges facing the sector can be addressed in many different ways, and by a range of stakeholders. In Cambodia, there are many public, private and development partners working to improve the productivity and profitability of the vegetable sector. Bringing these stakeholders together is one way to gain an understanding of the current situation in Cambodia and creating potential networks to foster sustainability in the sector.

There are a range of stakeholders working in the vegetable sector in Cambodia, including public and private sector organizations conducting research, development and commercial operations. This handbook has been compiled to capture information about the kinds of projects being undertaken, and the information that is both being produced and sought by people working in the vegetable sector. We would like to extend a thank you to all government organisations, projects, researchers, NGOs and companies that have provided the information contained in this handbook.

This handbook can be used as a reference guide to find people working in similar locations, with similar products or as a way to find information and synergies. We think that by working together and creating strong networks, we can be more effective and improve the sustainability of the vegetable sector.

We hope this handbook is useful for strengthening networks, finding new information and out scaling your successful experiences and results.

The Vegetable Forum Organising Committee

October 2017



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## Australian Centre for International Research (ACIAR)

### Improving market engagement, postharvest management and productivity of Cambodian and Lao PDR vegetable industries (ASEM/2012/081)

<b>Implementing agency and project partners</b>	<p>The University of Adelaide, Australia</p> <p>Project partners:</p> <ul style="list-style-type: none"><li>• NSW Department of Primary Industries, Australia</li><li>• Charles Sturt University, Australia</li><li>• Cambodian Agricultural Research and Development Institute, Cambodia</li><li>• General Directorate of Agriculture, Cambodia</li><li>• Royal University of Agriculture, Cambodia</li><li>• iDE Global, Cambodia</li><li>• National University of Laos, Lao PDR</li><li>• Horticultural Research Centre, National Agriculture and Forestry Research Institute, Lao PDR</li><li>• Clean Agricultural Development Center, Lao PDR</li></ul>
<b>Funding body</b>	Australian Centre for International Agricultural Research (ACIAR)
<b>Start date and duration</b>	1 August 2014 - 31 March 2019
<b>Operational location(s)</b>	Kandal, Kampot and Siem Reap Provinces, Cambodia Champasak Province and Vientiane, Lao PDR
<b>Contact details</b>	Mr Jeremy Badgery-Parker Email: <a href="mailto:jeremy@primaryprinciples.com.au">jeremy@primaryprinciples.com.au</a>

#### Overview

The vegetable industries in Cambodia and Lao PDR face a number of shared challenges. These include: (1) low yields, especially in the wet-season; (2) poor competitiveness with regional neighbours; (3) high postharvest losses (25-40%); and (4) product that does not conform to quality and safety demands of consumers. In both countries, there is strong market demand for high quality, high value vegetables during the late-dry and wet season; however, it can be challenging to produce vegetables during this time. This project is conducting market research and developing and implementing production innovations (including protected cropping, irrigation management strategies and integrated pest management programs) and postharvest interventions that can help farmers to meet these challenges.

## Objectives

The overall aim of the project is to develop innovative production and supply chain systems that enable the vegetable industry to meet year round consumer demand for vegetables in Cambodia and Lao PDR. Specific objectives include:

- Analyse opportunities and evaluate interventions that enable smallholders to successfully engage with and deliver high quality safe product into local and regional markets.
- Determine quality constraints and food safety risks (pesticide and microbial) in current production systems and develop strategies for delivering high quality safe vegetables to market.
- Develop integrated crop management strategies that enable farmers to produce and market vegetables during the late dry and wet seasons
- Foster communication and collaboration between government, NGO and private sector vegetable industry stakeholders

## Outputs

The project is taking a systems approach to innovations in the vegetable sector. The project is:

- Trialing low-cost protected cropping structures at multiple trial sites across Cambodia and Lao PDR to determine whether these technologies can assist farmers to produce higher yields in the wet season
- Surveying vegetable wholesalers in Phnom Penh, Siem Reap and Vientiane to understand market dynamics and provide insights into opportunities for smallholders to access these markets
- Conducting food safety risk assessments to identify the likelihood and potential impacts of contamination (pesticide residue or pathogens) at the production site and provide food safety awareness to farmers
- Mapping vegetable supply chains from the point of production to the wholesale market to identify critical stages in the supply chain that lead to quality loss
- Trialing production innovations (varieties, protected cropping, irrigation management strategies, integrated pest management programs, etc.)

When outputs are available they will be uploaded here: [www.adelaide.edu.au/global-food/research/international-development/cambodia-laos-vegetables](http://www.adelaide.edu.au/global-food/research/international-development/cambodia-laos-vegetables)

## Information needed from external sources and potential links

The project team are interested to work with people/projects that have experience in developing and trialing on-farm innovations for wet season vegetable production and on-farm and supply-chain innovations for improved food safety, including GAP practices. We are collecting valuable information used to characterize the nature of marketing systems from the farm-gate to the wholesale level. We are looking for opportunities to collaborate with groups that are conducting consumer research (demand side) that is exploring market opportunities for smallholders to meet heterogeneous consumer demands. Further, the project is particularly interested in farmer groups/cooperatives that are marketing products as a collective to achieve market share in modern retail chains.

## Integrating soil and water management in vegetable production in Laos and Cambodia (SMCN/2014/088)

<b>Implementing agency and project partners</b>	<p>University of Southern Queensland, Australia</p> <p>Project partners</p> <ul style="list-style-type: none"> <li>• National Agricultural and Forestry Research Institute, Lao PDR</li> <li>• Cambodian Agricultural Research and Development Institute, Cambodia</li> <li>• National University of Laos, Lao PDR</li> <li>• Horticultural Research Centre, Lao PDR</li> <li>• Clean Agricultural Development Center, Lao PDR</li> <li>• University of Tasmania, Australia</li> <li>• University of Queensland</li> </ul>
<b>Funding body</b>	Australian Centre for International Agricultural Research (ACIAR)
<b>Start date and duration</b>	15/05/2016, Lao PDR and Cambodia
<b>Operational location(s)</b>	<p>Champasak Province and Vientiane, Lao PDR</p> <p>Siem Reap and Kampot Provinces, Cambodia</p>
<b>Contact details</b>	<p>Mr Erik Schmidt</p> <p>Email: <a href="mailto:Erik.Schmidt@usq.edu.au">Erik.Schmidt@usq.edu.au</a></p>

Overview	
<p>Lao PDR and Cambodia are developing countries with low agricultural productivity. Improved management of soil and water resources has the potential to sustainably enhance vegetable productivity on smallholder farms in these countries. Socio-economic, livelihood experiences and expectations and organisational constraints affect the uptake of technology by smallholders. Additionally, input supplies, finance, labour, information, and professional human capital are often inadequate. This project will assess the operation and effectiveness of input supply chains, experimentally test and demonstrate improved soil management techniques and irrigation scheduling strategies. Adoption of improved techniques will be fostered through understanding of smallholder livelihoods and expectations that underpin farmer decisions on practice change. The outputs of this project will contribute to improved resource and crop management, increased vegetable production and economic development of smallholder farms.</p>	



## Objectives

The overall aim of this project is to improve soil and irrigation water management to achieve sustainably improved vegetable yields and household economies. The objectives of this research are:

- To analyse input supply chains and identify opportunities to improve their functioning and performance to deliver inputs to farmers in a timely and efficient manner
- To analyse livelihoods and understand socio-economic and socio-cultural factors relevant to the adoption of improved soil and water management strategies and to design and implement strategies to improve adoption and associated household well-being
- To develop technically sound and economically viable practices for management of structurally unstable and nutrient deficient alluvial soils (Acrisols) and upland soils (Ferralsols)
- To develop improved management of irrigation in relation to soil-water status and crop requirements in various growth stages to improve crop yield and profitability

## Outputs

To achieve these objectives, soil and irrigation management experiments and demonstrations on farms, and input supply chain and livelihoods analysis in villages, will be conducted in four locations over four years. The locations are Vientiane and Champasak Province in Lao PDR, and Siem Reap and Kampot Provinces in Cambodia. The project is:

- Evaluating the function, performance and effectiveness of input supply chains to identify opportunities to improve their effectiveness and performance.
- Determining livelihood, socio-economic and socio-cultural factors relevant to adoption of soil, resource and irrigation management practices by smallholder households.
- Undertaking experiments at field and demonstration sites to evaluate soil management options and to develop economic and viable practices to improve soil structural stability.
- Trialing irrigation scheduling strategies at field and demonstration sites to develop simple and practical irrigation practices related to soil-water status and crop development stages.
- Evaluating whether these soil and water management practices increase the quality and yield of crops and household income.
- Evaluating the impact of project activities on smallholders in terms of economic and social terms and household profitability.

## Information needed from external sources and potential links

This project is interested in opportunities to collaborate or share information with groups who are working on soil and water management strategies to improve vegetable production.

We are also interested in gaining information from groups working on pest and disease management and integrated pest programs. Yield losses due to pests and diseases was identified as an issue in the scoping study for the current project and in recent farmer surveys and field trials conducted in our project.

The project is interested in linking with larger scale projects with established networks across vegetable producing areas in order to develop scale out plans.

## Action Against Hunger

### Community Oriented Multisector Mechanism On Nutrition (COMMON)

<b>Implementing agency and project partners</b>	<ul style="list-style-type: none"><li>• Action Against Hunger</li><li>• Srer Khmer</li><li>• Provincial Departments in Preah Vihear (Agriculture; Rural Development, Health)</li></ul>
<b>Funding body</b>	AFD – AERMC – WFP
<b>Start date and location</b>	March 2017 – Preah Vihear province
<b>Operational location(s)</b>	22 villages in 4 communes in the District of Choam Khsant, Preah Vihear Province
<b>Contact details</b>	Mr Jean Luc Lambert Email: <a href="mailto:cd.kh@acf-international.org">cd.kh@acf-international.org</a> Phone: (855) 95 705 026

#### Overview

This intervention simultaneously targets six key sectors impacting nutrition in Cambodia: the involvement of local authorities, gender equality, nutrition, food security, and hygiene and sanitation, and advocacy. Action against Hunger aims to address these by adopting a community-oriented, participatory and integrated approach, based on capacity building of communities and local authorities.

#### Objectives

In a community and integrated approach, is developing a multisector intervention model based on capacity building of local actors and communities to reduce undernutrition in a comprehensive and sustainable manner and to reduce the impacts of climate change.

We expect this integrated intervention to lead to a reduction of the chronic malnutrition rate among children under 5 years old from 34.9% to 29.6% over the target area, and from 6.7% to 5.6% for acute malnutrition.



Outputs
<p>Key outputs related to food security</p> <ul style="list-style-type: none"> <li>• 150 families have improved their access to water (mainly new family ponds)</li> <li>• 44 key farmers are trained and are able to train 10 farmers each</li> <li>• 352 farmers have developed vegetable gardens</li> <li>• 22 rice banks are operational (300 families)</li> </ul>
Information needed from external sources
<ul style="list-style-type: none"> <li>• Better knowledge of possibilities of postharvest solutions existing in Cambodia</li> <li>• Bridge with private sector to develop social marketing</li> <li>• Improve value chain and added value of the smallholder farmers</li> <li>• Scientific evidence on new resilient crops suitable for Cambodia</li> </ul>
Potential links
<p>Maximize the nutritional outputs of food security intervention. For instance, improve link between agriculture intervention and nutrition intervention. Improve the synergies between these two sectors.</p>

## Agriance Cambodia ក្រុមហ៊ុន អេហ្វាលី អេសស៍ កម្ពុជា

<b>Implementing agency and project partners</b>	<p>Our local distributors:</p> <ul style="list-style-type: none"> <li>• Sokahpol Agriculture development Co., Ltd: Vegetable seeds.</li> <li>• Chanrithy Trading Co., Ltd: Vegetable seeds and organic fertilizers.</li> </ul>
<b>Funding body</b>	Private investment from the Mother company in Israel – “Efal” group.
<b>Start date</b>	April 2016
<b>Operational location(s)</b>	All provinces and cities in Cambodia
<b>Contact details</b>	<p>Mr Chea Sokkhen, Cambodia Country Manager</p> <p>Email: <a href="mailto:chea@agriance.com">chea@agriance.com</a></p> <p>Web site: <a href="http://www.agriance.com">www.agriance.com</a></p> <p>Facebook: <a href="https://www.facebook.com/AgrianceCambodia">Agriance Cambodia</a></p> <p>Phone: (855) 92 666 228</p>

<b>Overview</b>	
	<ul style="list-style-type: none"> <li>• Agriance Cambodia is a branch of an Israeli Agriculture company. The mother company is "EFAL" which has an agriculture business in Israel and abroad.</li> <li>• Agriance is the farmer's most reliable partner and source for high performance agricultural consultation and products supplier, directed for high yield and quality with environment crops adaptation.</li> <li>• Our advanced knowledge is supported by our Agronomists that bestow technical agriculture know-how. Our main business done by local distributor.</li> <li>• Our vegetable seeds source is ENZA ZDEN that breeds and supplies their seeds all over the world.</li> <li>• Our organic fertilizer and agro-chemical supplies are from Israel.</li> </ul>

<b>Objectives</b>
Bringing Cambodia our know-how through technical advice, excellent seed varieties and fertilizers to maximize growing potential with environment safety needs.



Outputs
<ul style="list-style-type: none"> <li>• Supply of a range of vegetable seeds, plant crop protection, and organic fertilizer products. We offer high quality hybrid (F1) vegetable seeds in accordance with the grower needs. These varieties are bred with selected unique breeders allowing farmers to reach better yield, wide resistances while improving the farmer's cash flow and profitability.</li> <li>• Turnkey Agriculture projects, including feasibility advice, marketing possibilities, growing planning including growing protocols, professional escort and all necessary facilities.</li> </ul>

Information for external sources
<p>Our strengths:</p> <ul style="list-style-type: none"> <li>• 9 vegetable crops are already registered and for sale: cucumber, tomato, eggplant, hot pepper, bitter gourd, lettuce, onion, watermelon.</li> <li>• More crops are in the testing phase: broccoli, cauliflower, cabbage, sweet pepper, melon, ridge gourd.</li> <li>• All our varieties are accepted in the Cambodian market and suitable for the climate and market needs.</li> <li>• We bring high quality seeds with excellent fruiting performance. Disease resistance allows farmers to reduce the chemical use and brings safe products to the final buyers. The high yield brings the growers better income.</li> </ul>

Potential links
<ul style="list-style-type: none"> <li>• Sokahpol Agriculture development Co., Ltd</li> <li>• Chanrithy Trading Co., Ltd</li> <li>• Project Alba</li> <li>• SNV NGOs</li> <li>• Local dealer/ traders all province in the country</li> </ul>

## Angkor Green Investment and Development

<b>Implementing agency and project partners</b>	Angkor Green Investment and Development Co., Ltd: Project Partners: GIZ, CAVAC, SNV, JICA, CIRD, USAID-IESC, HARVEST-USAID and some other local NGOs and agriculture cooperatives
<b>Funding body</b>	By private own company
<b>Start date</b>	August 01, 2011
<b>Operational location(s)</b>	All provinces in Cambodia
<b>Contact details</b>	Email: <a href="mailto:angkorgreen@yahoo.com">angkorgreen@yahoo.com</a> Phone: (855) 92 489 696

### Overview

Our slogans are "We Sell Yield not Agri-inputs!" and "Together for Agriculture Development and Modernization in Cambodia & SEA!" We stick with our slogans, which mean all the clients who are buying our products will increase their yield and they can lower the production costs.

We are not just selling agri-inputs to the farmers, but we provide them embedded services, such as farmer training on crop protection, direct field visit and intervention, phone call consultation and support (hot line), radio – a call in program, and Angkor Green Facebook pages.

Angkor Green works with thousands of farmers/growers every year around Cambodia. Farmers working with us get new ideas, and know how to take care of their crops by identifying pests or diseases affecting their crops/animals.

We are also trying our best to explore the linkage between demand side and supply side and explore the possibility to buy back products from farmers.

To ensure the business sustainability, we are committed to give benefits to the all stakeholders:

- Benefits to the farmers/users
- Benefits to retailers
- Benefits to the Angkor Green and its staffs

### Objectives

- To be a leading supplier in agricultural inputs, irrigation, machinery and other relevant products in Cambodia. AGID is a committed, active & effective contributor for social development and poverty reduction in Cambodia.
- To import some more specialized fertilizers, seeds, machineries and innovative technologies, other agricultural inputs and equipment to expand our existing businesses and in response to the agricultural and other sector's market demand in Cambodia and in the short future for SEA region.
- To export some other relevant products, especially agricultural products overseas, and promote/maximize the use of local products in Cambodia.



## Outputs

### 1. Agrochemical & Bio Control Agents

We provide farmers technical training, crop management, field consultation/intervention all around the country. Angkor Green is the first leading bio-control agent distributor in Cambodia in terms of a wide range of products and the products are newly introduced by development programs and the government. We have more than 70 products of agro-chemicals that farmers can use as part of Good Agricultural Practice (GAP) standard application on their farms. All the products are registered and have official permission from the Ministry of Agriculture, Forestry and Fishery

### 2. Animal Feed Project

We do not sell finished feeds to farmers, but provide them with practical skills training on how to produce good quality feed for their animals. The feed & animal production sector shares feed formula training, protein calculation, vaccination and practicing the feed milling using the formulas provided by Angkor Green, which are included in the training program. Aside from these above mentioned activities, we bring trainees to see where they can buy the feed milling machines and its parts so that all information will be in their hand, and they can start operation for feed production easily after the training course is conducted.

Angkor Green's role is to deploy veterinarians to work closely and support the animal farmers/growers to produce their own feeds, farm management, and animal health care training. We only supply the 20% of raw materials shortage to farmers.

### 3. Drip Irrigation

We are introducing the top world leader brand of drip irrigation to Cambodia. They are the premium quality products and suitable for long term crops and fit well with those who concentrate on product quality. We provide both quality of products and quality of services. We have a range of products to suit the demand of growers, condition of the farms, and types of crops such vegetable, fruit tree, black pepper, landscaping, and so on.

Every day, more and more growers think of the benefits of using drip irrigation. The benefits include higher yield, better crop protection and application, and economic benefits as growers get higher incomes while they lower the production costs, especially on labour cost.

### 4. Tractor and Machinery Project

The newly launched high technology of the world class specialized tractor, BCS/Ferrari brand is very attractive and interesting to many crop growers, especially those who are growing high value crops and high density crops around Cambodia. We are introducing these unique technologies and new tools to farmers/growers. They think that these small machines can replace between 15-20 workers to do the same jobs. They appreciate the machines and their performance and they expect to modernize their farms with these new machines.

Soon, we will introduce other unique implements to the Cambodian market so that growers will gain other better benefits and could enlarge their growing field with less inputs in responding to the labour shortage.

### Information for external sources

More information and activities are included in our website and Facebook page:

**Website:** <http://angkorgreen.com.kh/>

**Facebook page:**

1. Angkor Green
2. Angkor Green Machinery
3. Angkor Green Drip Irrigation
4. Produce Your Own Animal Feeds - រៀនផលិតចំណីសត្វដោយខ្លួនឯង
5. ក្លឹបអ្នកដាំដំឡូងមី - Cassava Farmer Club
6. អង្គការហ្គេប - Angkor GAP
7. Angkor Green មជ្ឈមណ្ឌលសេវាកម្មកសិកម្ម

# ASPIRE

## Agricultural Services Programme for Innovation, Resilience and Extension (ASPIRE)

<b>Implementing agency and project partners</b>	MAFF/GDA, NCDD and SNEC
<b>Funding body</b>	RGC and IFAD
<b>Start date</b>	2015
<b>Operational location(s)</b>	Battambang, Kratie, Pursat, Kampong Chhnang and PreaVehear
<b>Contact details</b>	Email: <a href="mailto:maffpsu@gmail.com">maffpsu@gmail.com</a> Phone: (885) 11 288 121; (855) 15 220 447; (855) 95 336 362

### Overview

Agriculture Services Programme for Innovation, Resilience and Extension (ASPIRE) is a programme of the Royal Government of Cambodia, supported by the International Fund for Agriculture Development (IFAD).

The purpose of ASPIRE is to improve the extension services available to Cambodia's smallholder farmers. ASPIRE works with farmers and especially with poor and vulnerable smallholder farmers, to develop their farms into resilient and profitable businesses.

ASPIRE is a national programme with activities in 5 selected target provinces: Battambang, Kampong Chhnang, Kratie, Pursat, Preah Vihear, and will expand into a further five provinces that currently implement another IFAD funded project titled PADEE (Project for Agricultural Development and Economic Empowerment) when PADEE ends in 2018. Those five provinces are Kampot, Takeo, Kandal, Svay Rieng and Prey Veng.

### Objectives

The outreach target for Component 3 is 144,000 households and the outreach target for Component 4 is 70,000 households, of whom it is expected that about half will be Component 3 participants. Therefore, the combined outreached target is around 179,000 households.

### Outputs

- The development of a Hub hosting all technology information for access by extension workers in both the government and private sectors.
- A Human Resources Strategy to build a more capable workforce engaged in agricultural extension services
- A more harmonized approach to technology so that various extension providers "speak the same language"
- A more vigorous public – private – partnership in agricultural extension



Information needed from external sources
Mostly technology for increased farm production and for agribusiness.

Potential links
Across ASEAN

## Banteay Srei

### Economic Empowerment of Cambodian Rural Women (SEEC)

<b>Implementing agency and project partners</b>	Banteay Srei (BS)
<b>Funding body</b>	UN Women
<b>Start date</b>	2016 - 2018
<b>Operational location(s)</b>	Siem Reap and Battambang Provinces
<b>Contact details</b>	Ms Pat Ponnary Email: <a href="mailto:banteaysrei@online.com.kh">banteaysrei@online.com.kh</a> Phone: (855) 23 216 922; (855) 12 648 335

#### Overview

With over 20 years working experience with vulnerable Cambodian women and their community, Banteay Srei has become a leading local NGO in leadership capacity building to bring about political, economic, and social development. Our work focuses on women's empowerment, community development, advocacy, and engaging men to address gender inequality issues.

Banteay Srei SEEC program aims at strengthening the economic security and livelihoods of 200 poor rural women across five districts in Battambang and Siem Reap Provinces in Cambodia by 2018.

The project helps target women increase their income generating opportunities and improve their food security and employability. SEEC will equip women with agricultural knowledge to increase their productivity which will improve their income and food security as a result. A nutritional training component has included to improve households' food utilization and diet. SEEC has also increased the knowledge of community rights holders and duty bearers on the need of rural women for better economic livelihoods. Target women will a) engage with their communities and share the knowledge they have gained on need to strengthen women's economic and employment rights, b) increase their access to self-sustaining livelihood and income generation activities. These interventions improve the livelihood of poor rural women by enhancing their knowledge and skills to increase their income generating activities. Women will gain economic security and empowerment as a result of their increased income.

#### Objectives

The project goal is to strengthen the economic security and livelihoods of 200 poor rural women across five districts in Siem Reap and Battambang provinces in Cambodia by 2018.

Outputs
<ul style="list-style-type: none"> <li>• Increased access of 60 poor rural women participants to vocational employment.</li> <li>• Increased access of 140 poor rural women participants to (sustainable) agricultural employment.</li> <li>• Increased capacity of 200 poor rural women from Battambang and Siem Reap Provinces to become better entrepreneurs.</li> <li>• Increased knowledge of rights holders and duty bearers across 5 Districts of Battambang and Siem Reap Provinces on the need for better economic livelihoods of rural women.</li> <li>• The 3,906 wider community living within target areas has the potential to benefit from Banteay Srei's program.</li> </ul>

Information needed from external sources
<p>We really need cooperation and engagement from several sectors such as farmer networks, the private sector, civil society and government to improve value chains and technical support. The partnership with NGOs and private sector networks help us to identify employment and business opportunities for women groups. Women will benefit and able to ensure their successful agriculture entrepreneurship and learn from their best practices, economic independence and sustainable income.</p>

Potential links
<p>There are some potential partners we have identified for future cooperative such as ADOVIR, Khmer Organic Cooperation (KOC), Vegetable Forum and Provincial Agriculture Department.</p>



## Cambodia Rural Development Team

<b>Implementing agency and project partners</b>	<ul style="list-style-type: none"> <li>• Cambodia Horticulture Advancing Income and Nutrition (CHAIN)</li> <li>• Provincial Department of Agriculture, Fishery and Forestry (PD AFF)-Kratie &amp; Stung Treng provinces</li> <li>• Provincial Department of Women Affairs (PD oWA)-Kratie &amp; Stung Treng Provinces</li> <li>• SNV Netherlands Development Organisation Cambodia (SNV)</li> <li>• East-West Seed Foundation (EWSF)</li> </ul>
<b>Funding body</b>	<ul style="list-style-type: none"> <li>• Cambodia Horticulture Advancing Income and Nutrition (CHAIN)</li> <li>• Cambodian Rural Development Team (CRDT) Co-funding</li> </ul>
<b>Start date</b>	1 July 2016 to 30 September 2017
<b>Operational location(s)</b>	CRDT has implemented in two provinces; Kratie and Stung Treng, five districts of Chet Borey, Chlong, Prekprasob, Sambou and Thalaborivat and 28 villages. CRDT was responsible for 40 farmer groups out of one hundred groups in line with CHAIN, 20 farmer groups in Kratie and other 20 farmer groups in Stung Treng province.
<b>Contact details</b>	<p>Mr Sut Samedy, GM and Community Specialist</p> <p>Address: Street 2, Trapeang Pring Village, Kratie Town, Kratie Province, Cambodia</p> <p>E-mail: <a href="mailto:sutsamedy@crdt.org.kh">sutsamedy@crdt.org.kh</a>/ <a href="mailto:info@crdt.org.kh">info@crdt.org.kh</a></p> <p>Website: <a href="http://www.crdt.org.kh">www.crdt.org.kh</a></p> <p>Facebook: <a href="https://www.facebook.com/CRDTKratie">https://www.facebook.com/CRDTKratie</a></p> <p>Phone: (855) 726 333 644; (855) 726 666 771</p>

<b>Overview</b>
<p>The Cambodian Rural Development Team (CRDT) is a Cambodian NGO which aims to lift communities out of poverty in support of conservation through participatory community based approaches. It undertakes community development, natural resource management, and social enterprise projects throughout the North East of Cambodia. CRDT was registered with the Ministry of Interior as a local NGO in 2005. CRDT has extensive experience in environmentally appropriate agricultural development, strengthening food security, supporting market linkage and income generation, natural resource management, water and sanitation, renewable energy technologies, eco-tourism, micro-credit and community empowerment. Our mission is to be sustainably improve food security, incomes, and living standards of poor rural communities in support of environmental conservation in Cambodia.'</p>

Since its inception in 2001, CRDT has grown to an organization of some 50 staff. CRDT has fully operational organisational and financial processes and strong administration systems. CRDT works to deliver community and rural development projects and has so far supported over 7000 families across three provinces in the North Eastern Cambodia. Communities that are unsustainably dependent on natural resources, especially in protected areas, are high priorities for CRDT, and previous work has demonstrated that the organization can have a profound and long-lasting impact on natural resource management in these communities. In terms of selecting villages within the target areas, and beneficiaries within villages, CRDT has always had the clear goal of supporting the remote rural poor, especially those most vulnerable and who are often also those most likely to be involved in unsustainable exploitation of natural resources.

Since 2006, CRDT has incorporated 'Entrepreneurial Approach' in its poverty reduction strategies. We believe that for a development project to be sustainable, its beneficiaries must be first built capacity, empowered on resources needs and business skills then linked directly to the markets. Within this strategy, we define enabling environment is crucial to boost project outcomes. Stakeholders are involved to actively work with farmer producers/entrepreneurs and both obtain mutual social and economic benefits. As an evidence, so far CRDT has mobilized 2560 families, 87% woman, into Self Help Group (SHG), and promoted 150,000 USD internal savings, which has been used as loan disbursement of 400,000 USD on rotation. This has supported and created 2000 Families Based Enterprises (FBEs) in 95 villages, 40 communes, 9 districts in the northeast provinces of Kratie and Stung Teng. CRDT had also provided vocational skill training to 250 families on agriculture and off farm based to promote a viable and sustainable market value chains for farmer producer groups with a range of products such as vegetables, livestock, tailoring, beautician, and solar battery charging station.

Beyond the completion of Coaching of Processors work for SNV, CRDT as based in the Northeast Cambodia and according to its priorities, could possibly further assist the processor groups on the following processes:

1. In compliance with the Agriculture Cooperative laws of Cambodia, CRDT can help the processor groups to form as cooperative and cooperative union based on the available businesses and its value chains
2. To assist the current Family Based Enterprises (FBEs) and Micro Enterprises to up-scale their capacity of producing, processing and selling. This will have been done by preparing a market survey and business plan for cooperatives and its members.
3. CRDT will support them to act as an agent for cooperatives and union in negotiating and contracting markets to buy their agricultural products, to obtaining finance with bans of orders received from buyers.
4. CRDT can act as Managing Agent for famer producers in cooperative and union for distribution of loans and collect payments for buyers for agricultural product supplies.
5. To ensure professionalism sound functioning within cooperative and union by ongoing capacity building its committees and members.

The CHAIN project is structured on using farmers' groups to improved services to end beneficiaries through capacity building interventions delivered by public extension agencies. These interventions will work as a push factor, make farmers "market-ready", improve their production of vegetable and increase demand for private agro- advisory services.

Based on discussion between EWSF, CHAIN and CRDT in February 2016, this cooperation was proposed with the joint objectives to upgrade farm practices and to improve access to the high quality agri-inputs needed to increase productivity and profitability. Additionally, it will assist to improve the quality of services to the farmers through collaboration with the other partners of CHAIN's project.

CRDT currently is working with PAZ Y DESARROLLO (PYD) in Kratie and Stung Treng provinces to strengthening of local associative and productive sphere of small agricultural producers in 6 municipalities of the river provinces of Kratie and Stung Treng is funded by the Foundation La Caxia. The amount of funded was 484,500.00 Euros for 3 years from September 2015 to July 2017. CRDT is also working with Critical Ecosystem Partnership Fund (CEPF). The purpose of the project is that by June 2017, 9 local communities in the Ramsar Site, Stung Treng Province in Cambodia, are informed and aware of the need for the conservation of the area, and engaged in its protection. The amount of funded was 79,958.9 USD from July 2015 to June 2017. CRDT needs other Co-Funding to support on the group capacity building to the community who live along Mekong especially in the Ramsar projection areas to scale up their income generation activities, especially the horticultures.

## Objectives

CRDT will work directly with 78 groups with 1200 families in 60 villages, 40 communes and 9 districts in Kratie and Stung Treng provinces to provide the group strengthening into the collective actions. Also work closed with private sectors and linking the service providers to farmers within CHAIN project to promote horticulture sectors in northeast provinces. CRDT will focus more to mobilize the homestead and commercial farmers. In addition, CRDT will facilitate with EWSF to provide the technical training on vegetable productions with the above groups mentioned. This project will be working with the co-funding with PYD and CEPF.

## What we do and output

1. RDT has conducted the 71 training courses to 769 participants with 655 women.
2. CRDT has implemented with 40 farmer groups, included 15 home garden farmer groups, 19 semi-commercial farmer groups and six commercial farmer groups.
3. Supported the 28 farmer groups who were trained on the group strengthening through B2B model.
4. The 19 farmer groups were upgraded to semi-commercial and 15 farmer groups were stilled homestead groups.
5. The 250 farmers have grown vegetables by following the technical advice provided by CRDT and EWSF provided under the cooperation of CHAIN.
6. The 95 farmers got plastic bags, seeds, plastic nets, and seedling tray.
7. CRDT has conducted 17 field days within 13 groups with 982 participants (452 women) included 279 participants were non-group members.
8. CRDT has conducted nutrition awareness and training on gender during provided group strengthening and technical trainings to all 36 farmer groups, 16 groups in the Kratie and 20 groups in Stung Treng provinces.
9. CRDT has cooperated with PDoWA to conduct workshops about nutrition demonstration dialogs to 28 farmer groups, 16 groups in Kratie and 12 groups in Stung Treng.
10. More than 50 private sectors were able to have a trade deal with at 593 families
11. Developed or improved production and management of small producers
12. Home garden model (increase of income by 100 USD and improved nutrition)
13. Provide follow up to the technical training on the home garden model using the CHAIN materials and approaches. The 55% households making with home gardens.
14. Facilitated the adequate support by Private Sector on necessary inputs.



Information needed from external sources
<ul style="list-style-type: none"> <li>• CRDT has a good cooperation and communication with relevance partners (EWSF, PDoWA, PDAFF) under CHAIN facilitated.</li> <li>• Cooperation with PAZ Y DESARROLLO (PyD) to support the groups of farmer small producer</li> <li>• Provided financial assess to more than 500 farmer groups through SHG Finance Plc to invest in the vegetable productions.</li> </ul>

Potential links
<ul style="list-style-type: none"> <li>• Provided future credit or financial services to farmers in the targeted areas through CRDT's social enterprises called SHG Finance Plc to promote horticulture value chain.</li> <li>• B2B models training and facilitations</li> <li>• Group strengthening and establishment through SHG models</li> <li>• Linked with Plan International Cambodia on the Wash and Nutrition project in Stung Treng province.</li> </ul>

## Cooperation for Women's Economic Development (CWED)

<b>Implementing agency and project partners</b>	Life With Dignity (LWD)
<b>Funding body</b>	Women Bank, Finn Church Aid
<b>Start date and location</b>	2015
<b>Operational location(s)</b>	Province: Battambang, Pursat, Kampong Chhnang, Kampong Speu
<b>Contact details</b>	Mrs NOP Navy, Program Director (LWD) Email: <a href="mailto:nnavy@lwd.org.kh">nnavy@lwd.org.kh</a> Phone: (855) 77 221161

Overview	
<p>LIFE WITH DIGNITY (LWD) is a local NGO, transformed from the Lutheran World Federation (LWF)/Department for World Service's Cambodia Program in Jan 2011. LWD, under the local leadership, continues working with all existing donors/partners and related government agencies to improve the livelihoods of the poor in rural Cambodia. LWD continues the more than 30-year-old program of LWF Cambodia (since 1979), which shifted its mode of operation according to the country context from emergency relief, demining, resettlement and rehabilitation to integrated rural development and to Empowerment toward Self Reliance Program with an emphasis on rights-based empowerment, to uphold the rights of the poor and oppressed. The Integrated Rural Development through Empowerment Program (IRDEP) places more emphasis on rights-based empowerment and integrated development which improves capacity and confidence of communities in the areas of leadership and management of development work, human rights, advocacy and economic livelihoods. Women Hope and Growth is part of economic empowerment efforts for rural women in Kampong Speu, Kampong Chhnang, Pursat and Battambang provinces.</p> <p>FCA is a well-known Finnish NGO in development cooperation and humanitarian assistance. FCA is operating its programs and projects in more than 20 countries worldwide. In Asia, FCA is working to support 3 countries including Cambodia, Myanmar and Nepal.</p> <p>LWD has been implementing Women: Hope and Growth (WHG) project Phase 1 from January 2011-December 2014 with financial support from Finn Church Aid (FCA). This project has established 24 Women Agriculture Cooperatives (WACs) in 24 communes in 4 provinces (Kampong Speu, Kampong Chhnang, Pursat and Battambang) in 152 villages. The WHG project has provided benefits to 4,484 households including 3,201 women.</p> <p>Responding to these challenges, FCA and LWD therefore, propose to implement the next 3-year project namely "Cooperation for Women's Economic Development (CWED)" covering the period from 01 January 2015 to 31 December 2017. The project outcome will be a well-organized and competently managed Women Agriculture Cooperatives that will bring added benefits to its shareholders by way of improved services, increased opportunities for earning income and strengthened voice. This will be achieved through promoting entrepreneurship, continuing support to vulnerable women to play an active role to lead and manage Agriculture Cooperatives, and establishing market linkages through value chain concepts and improving economic status through collective business groups, providing workable business plans, and strengthening of institutional development through networking and advocacy for business opportunities.</p>	

Objectives
<ol style="list-style-type: none"> <li>1. Improved business capacity of women leaders in running micro and small business groups</li> <li>2. Enabled business environment for supporting development of WAC groups</li> <li>3. Developed project staff capacity in providing business coach &amp; mentoring to WACs</li> </ol>

Outputs
<p><b>Output 1:</b></p> <p><i>Business development capacity is enhanced for Women Agriculture Cooperatives</i></p> <ul style="list-style-type: none"> <li>• Conduct entrepreneurship course and business plan training for Women Agriculture Cooperatives</li> <li>• Follow up &amp; Monitoring on business plan</li> <li>• Support agricultural skill for Women Agriculture Cooperative members</li> <li>• Set up the operational model for micro and small business groups</li> </ul> <p><b>Output 2:</b></p> <p><i>Agriculture value chain intervened by Women Agriculture Cooperatives</i></p> <ul style="list-style-type: none"> <li>• Conduct market assessment &amp; VCA</li> <li>• Intervene in selected subsector of value chain</li> <li>• Conduct training and coaching on postharvest management, packaging, and marketing</li> </ul> <p><i>Policies and procedures are supportive to smallholders and Women Agriculture Cooperatives</i></p> <ul style="list-style-type: none"> <li>• Organize quarterly business stakeholders' meetings</li> <li>• Conduct round table discussions on business environment and best practices</li> <li>• Set up the market information mechanism</li> <li>• Organize annual WAC reflection workshop</li> <li>• Conduct research and document best practices and sharing</li> </ul> <p><b>Output 3:</b></p> <p><i>Training on business development &amp; management are conducted for LWD</i></p> <ul style="list-style-type: none"> <li>• Provide training on business and development, value chain analysis &amp; intervention</li> <li>• Provide training on product design, packaging and marketing management</li> <li>• Organize exchange visit/study tour inside and/or outside the country</li> </ul> <p><i>Business coaching and mentoring are regularly conducted for Women Agriculture Cooperatives by LWD</i></p> <ul style="list-style-type: none"> <li>• Provide training to LWD on how to coach business group &amp; to communicate effectively</li> <li>• Provide training on database management &amp; install M&amp;E system for monitoring business operation</li> <li>• Conduct monthly or quarterly meetings with Women Agriculture Cooperatives</li> </ul>



Information needed from external sources
Organic vegetable piloting so needs collaboration on this from external NGOs or private sectors. Strengthening GAP practices to existing producer groups.

Potential links
Looking for collaboration with private sector (linked community vegetable products to specific markets).

## Dan Church Aid (DCA)

### Changing Lives in Partnership

<b>Implementing agency and project partners</b>	Implementing partners that focus on agriculture and livelihoods: <ol style="list-style-type: none"><li>1. Development and Partnership in Action (DPA): Partnership Program</li><li>2. Life with Dignity: Empowering toward Self-Reliance Program</li><li>3. Farmer and Nature Network: Empowerment of Agriculture Cooperative for Sustainable Development</li><li>4. Banteay Srei: Empowering Women for Gender Justice in Cambodia</li></ol>
<b>Funding body</b>	DANIDA and Private Donor in Denmark
<b>Start date and duration</b>	2016-2020
<b>Operational location(s)</b>	Partners that focus on agriculture and livelihoods Kampong Speu, Kampong Chhnang, Pursat, Battambang, Siem Reap, Sihanouk Ville
<b>Contact details</b>	Mr Kimhong Horn Email: <a href="mailto:kiho@dca.dk">kiho@dca.dk</a> Phone: (855) 92 939 890

#### Overview

Dan Church Aid (DCA) is an independent non-governmental and not-political organization. DCA established its first office in Cambodia late 1997 after having supported partners from 1979. In the new country program, Changing Lives in Partnership, from 2016-2020, DCA partners with local organizations, private sector and research institution to promote food security and income generation for smallholder farmers through increasing sustainable and environmentally - friendly agricultural production, enhancing market access, value chain and climate change adaptive agricultural practices.

#### Objectives

Poor and vulnerable men and women have increased resilience, improved livelihoods, and access to productive resources.

Outputs
<ol style="list-style-type: none"> <li>1. Number of households whose on-farm income increases</li> <li>2. Number of households who practice climate smart agriculture</li> <li>3. Number of farmers who organized themselves as cooperatives that are able to link to markets</li> </ol>

Information needed from external sources
<ul style="list-style-type: none"> <li>• Market information</li> <li>• Crop insurance company</li> <li>• Potential buyers or traders</li> <li>• Potential agriculture input suppliers</li> <li>• Value chain in vegetable production</li> </ul>

Potential links
<ul style="list-style-type: none"> <li>• DCA and its partners are interested in linking between buyers, input suppliers and producer groups or agriculture cooperatives in the project target area.</li> <li>• DCA and its partners are interested in linking with companies or projects to focus on crop insurance.</li> <li>• DCA and its partners are interested in collaborating with projects that focus on value chain in agriculture sector.</li> </ul>

## Developing Sustainable Agriculture for Smallholder Farmers in Siem Reap Province in Cambodia

<b>Implementing agency and project partners</b>	Group Research and Exchange Technology and Cambodia Institute Research and Rural Development "GRET-CIRD"
<b>Funding body</b>	Cooperation International Hauts-De-Seine, France
<b>Start date and duration</b>	January 2010, Cambodia
<b>Operational location(s)</b>	Siem Reap province, Prasat Bakong and Sotrnikum districts, 7 communes and 50 villages
<b>Contact details</b>	<ul style="list-style-type: none"> <li>Mr Touch Sokharith, Project Manager Email: <a href="mailto:touch.cambodia@gret.org">touch.cambodia@gret.org</a></li> <li>Ms Lucie Reynaud, Technical Advisor Email: <a href="mailto:Reynaud@gret.org">Reynaud@gret.org</a></li> </ul>

### Overview

In Cambodia, economic prospects concern mostly urban areas, excluding rural populations from the benefits of economic growth. Nevertheless, rural populations represent the majority of population 80%. Due to the economic growth experienced in the country, there is a demand for products with higher added value that could remunerate better poor smallholder farmers. The issue for these farmers is that the mainstream agricultural advisory services do not address their specific constraints but instead tend to focus on large to medium farms and promote agricultural practices based on chemical products and mono-cropping. Our planned intervention strategy is promoting eco-friendly horticulture production in linkage with niche market allowing small farmers to generate a higher value-added as an economic incentive.

### Objectives

To increase incomes and improve the livelihood of smallholders' farmers through various components likely by supporting agroecology practices, intensification and diversification of agricultural production, and strengthening producers' group.

### Outputs

Through project intervention has been implementing in the region so far the results had achieved as following:

- 300 farmers involved in vegetable producers' groups, 15 farmers-collectors, 90 Tons per month of vegetables and fruits, 43 crops on 52 hectares
- 39 saving groups, 1429 farmers' members, 80% of women, average saving 235 USD per farmer, and total capital 336,500 USD
- SRI, 600 farmers, 3.5 tonnes/ha, 50% of their land > drop down to 200 farmers, Support quality rice seed production "30 seed producers"
- Vegetable production, agroecology practices diversification, soil fertility improvement, increase net profit and surface
- Micro-irrigation system, reduce hardness, save time and water

#### Information needed from external sources and potential links

The project team are interested to work with stakeholders and local authorities closely to share experience and get feedback in order improve project strategic actions.

The project has been developed and experimented with 4 experimental and 100 pilot farmers on agroecology practices particularly use local resources available to reduce external inputs and in order to disseminate successful experiences to other farmers in the region.

The project has supported strongly from local authorities to work on safe and environmental friendly products standard through using PGS certification with 60 potential producers group.



## Eco-Agri-Center Co., Ltd (EAC)

### Cambodia Quality Horticulture Project

<b>Implementing agency and project partners</b>	Implementing agency:  Eco-Agri-Center Co., Ltd  The New Zealand Institute for Plant and Food Research Limited  Project Partner: Farmer Producer Groups
<b>Funding body</b>	New Zealand Aid
<b>Start date</b>	25 February 2017
<b>Operational location(s)</b>	Teok Chhou District, Kampot Province
<b>Contact details</b>	Ms THLANG Sovann Pisey  Email: <a href="mailto:pisey@eco-agri-center.com">pisey@eco-agri-center.com</a>  Phone: (855) 12 510 005

#### Overview

Agriculture is critical to the Cambodian economy (28.6% of GDP; 48.7% of the labour force), however, over recent years, growth of the sector has slowed from an average of 5.8% p.a. (2004-2012) to less than 2% per annum. A significant contributing factor to this downward trend is the drop in the prices of commodities (e.g. rice) and inability to compensate due to the lack of diversity and availability of higher value products (e.g. high quality "safe" vegetables). In Cambodia, as with other ASEAN countries, consumer awareness and demand for certified safe food is increasing, with demand for safe produce outstripping supply. The opportunity presented here is to support the growth of the horticulture sector (with focus on vegetables) through strengthening the linkage between market and supply to drive vegetable production, quality, safety and sales; capitalizing on the increasing (and unsatisfied) demand for Cambodian safe vegetables; substituting imported with local produce; and leveraging the introduction of Cambodia GAP (CamGAP) to facilitate safe vegetable production.

#### Objectives

The goal of this project is horticulture sector growth through delivering on market demand for high quality safe products. Specific objectives include:

- Support the growth in demand in Cambodia for safe vegetables through implementation of CQH project activities through the EAC supply chain.
- Facilitate increased incomes for target producers through increased production and premiums for safe produce.
- Help develop the secure pathway to market to EAC produce.

## Outputs

Project activities include:

- Facilitate implementation of GAP aligned food safety practices at the farmer level by training of staff and supporting the development of practical documented processes.
- Provide training of postharvest participants and input suppliers (where appropriate) in the selected supply chains on best practice requirements aligned with GAP.
- Develop a food safety (residue and microbiology) assurance program to assure customers of safe products-applied to each of the target supply chain.
- Support the development for a wholesale market for safe vegetables to supply super markets, specialist retailers, restaurants, institutional buyers etc.

The outputs of CQH project implementation are:

- Improved sustainable production system for vegetables; training in sustainable production methods and market requirements for actors in pilot supply chains.
- Improved postharvest handling system for vegetables; training in postharvest handling approaches and market requirements for actors in pilot supply chains.
- Quality assurance program implemented for pilot supply chains.
- Improved supply chain linkages and safe vegetable wholesale market development.

## Information needed from external sources

To leverage the introduction of Cambodia GAP on vegetable production to be more effective, other integrated programs including:

- WASH /or hygiene programs should be integrated to enhance farmers' knowledge on hygiene practical skills related to safe vegetable practice
- Irrigation systems should be improved to make farmers access water resources for their vegetable cultivation.
- Cold store is also important to farmers to maintain quality and quantity of vegetable production. In developing countries, about 65% of lost food occurs at the production, processing and postharvest stages (AVRDC/USAID Postharvest Program 2016). Lack of postharvest options has led to total loss of production.
- Improved coordination works among public, private sectors, farmer groups and agricultural cooperatives.
- Need pro-support from the government, especially concerned ministries to enhanced safe vegetable products.

## Potential links

Local and regional wholesale will be improved through greater productivity from horticulture, increased demand for local produce, enhanced incomes and employment along the agriculture supply chain and increased integrity of food safety systems. Farmers will be built on technical know-how on inputs, seeds, drip irrigation, Integrated Pest Management (IPM), and postharvest management, especially new technologies.

# Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

## ASEAN Sustainable Agrifood Systems (ASEAN SAS)

<b>Implementing agency and project partners</b>	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)  Project Partners <ul style="list-style-type: none"><li>• General Directorate of Agriculture (GDA),</li><li>• ASEAN Secretariat</li><li>• Eco Agri Co., Ltd (EAC)</li></ul>
<b>Funding body</b>	<b>Commissioned</b> by the German Federal Ministry for Economic Cooperation and Development (BMZ)
<b>Start date</b>	2014 - December 2019
<b>Operational location(s)</b>	Cambodia (unspecific province), Indonesia, Laos, Myanmar, Thailand and Vietnam
<b>Contact details</b>	Mr Claudius Bredehoeft, National Project Coordinator  Address: The Eco-Agri Center, #206E3, Street 63, BKKI, Phnom Penh, Cambodia  Email: <a href="mailto:claudius.bredehoeft@giz.de">claudius.bredehoeft@giz.de</a>  Phone: (855) 12 215 430

Overview
<p>GIZ ASEAN-Sustainable Agrifood Systems (ASEAN SAS) is a regional project that has established six offices in the ASEAN region (Cambodia, Indonesia, Lao PDR, Myanmar, Thailand, and Vietnam). The project operates under the German-ASEAN Program on Response to Climate Change (GAP-CC) and is jointly implemented by GIZ and the ASEAN Secretariat throughout the ASEAN member states.</p> <p>In Cambodia, GIZ ASEAN Sustainable Agrifood Systems (ASEAN SAS) is working closely with the Ministry of Agriculture, Forestry and Fishery (MAFF) to install a regulation scheme for BCA, soil and nutrition management, and an organic agricultural standard, and with Council for Agriculture and Rural Development (CARD) to strengthen the capacity of trainer pool and disseminate on food security and nutrition in Cambodia.</p> <p>On the other hand, the project is cooperating with farmers and the private sector, especially the Eco Agri Co., Ltd through Public Private Partnership to promote the use of sustainable inputs and crop management practices through capacity development; as well as market linkage for agricultural inputs and agricultural products through contract farming.</p>

Objectives
To enable ASEAN Member States to implement the ASEAN Integrated Food Security (AIFS) Framework and its Strategic Plan of Action on Food Security (SPA-FS) by focusing on the promotion of sustainable food production at national level.

What we do and Output
<ul style="list-style-type: none"> <li>• Conducted high level 'Policy Dialogue' to identify priority actions and cooperation mechanism to foster collective efforts in implementing national policies and strategies in accordance with the AIFS Framework;</li> <li>• Coordinate the translation the ASEAN documents such as ASEAN guideline on Regulation, Use and Trade of Biocontrol Agents and Integrated Food Security (AIFS) Framework into Khmer and assist in developing the ASEAN Guideline on Soil and Nutrition Management and to support its awareness raising and the implementation of the country's national policies and strategies;</li> <li>• Cooperate with the Eco-Agri Co., Ltd as a 'Hub' of 6 companies from the green sector which offers agricultural inputs and services to enable the farmer reach organic and gap standard.</li> <li>• 1,600 direct and indirect project beneficiaries from development partners, private sector, agricultural extensionists and farmers upon human capacity development activities on the application of BCA, vegetable value chains, and ecological pest management in rice and vegetable and rice seed.</li> <li>• In collaboration with CEDAC and the Cambodia Organic Farm Enterprise (COFE) on technical assistance on organic and fair trade certified rice for export, resulting 3,000 farmers' successfully certified and increased their profit per ha in average 220 dollar compared to conventional practice.</li> </ul> <p>Our website has further information: <a href="http://www.asean-agrifood.org">www.asean-agrifood.org</a> and <a href="https://www.asean-agrifood.org/download/asean-sustainable-agrifood-systems-the-conclusion/?wpdmdl=10400">https://www.asean-agrifood.org/download/asean-sustainable-agrifood-systems-the-conclusion/?wpdmdl=10400</a></p>

Potential Collaborations, information sharing and opportunity to link with other stakeholders
<p>This project is strongly interested in working with farmer cooperatives, the private sector, other development partners and MAFF to improve agricultural productivities with organic and GAP standard for better market competition and income. In its next phase, the project will start to work on crop insurances: <a href="http://www.rice.org">www.rice.org</a>. The project working closely to support ASEAN member states to implement of AIFS framework and it SPA-FS at national level. Therefore, it is potentially sharing working experience and cooperating regarding agricultural policies.</p>

## The Standards in the Southeast Asian Food Trade (SAFT)

<b>Implementing agency and project partners</b>	<p>Implementing Agency: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p> <p>Project partnership:</p> <ul style="list-style-type: none"> <li>• the ASEAN Secretariat</li> <li>• General Directorate of Agriculture (GDA), MAFF</li> <li>• Khmer Organic Cooperative Co.,Ltd (KOC)</li> </ul>
<b>Funding body</b>	<b>Commissioned</b> by the German Federal Ministry for Economic Cooperation and Development (BMZ)
<b>Start date</b>	07/2015-03/2018
<b>Operational location(s)</b>	Regional Level (ASEAN) and National Level (Cambodia, Indonesia, Lao PDR, Myanmar, Philippines)
<b>Contact details</b>	<p>Mr Ra TEN, SAFT-Technical Advisor, GIZ Cambodia</p> <p>Email: <a href="mailto:ra.ten@giz.de">ra.ten@giz.de</a></p> <p>Phone: (855) 12 944 459</p>

<b>Overview</b>	
<p>The Standards in the Southeast Asian Food Trade (SAFT) is a GIZ supported project that cooperates with the ASEAN Secretariat on the development and implementation of regional food standards for good agricultural practices (ASEAN-GAP) and organic agriculture (ASOA). The objective is to verifiably apply both standards in the ASEAN region, particularly in the production of fresh and processed fruits and vegetables.</p> <p>At the regional level, SAFT supports the ASEAN Secretariat on strengthening regional cooperation and creating an enabling environment for the implementation of regional standards.</p> <p>At national level, SAFT provides support in Cambodia to the General Directorate of the Ministry of Agriculture, Forestry and Fisheries, as well as to the private actors.</p> <p>The four key thematic fields of SAFT are:</p> <ol style="list-style-type: none"> <li>1. Market Linkages: matching suppliers with traders and retailers</li> <li>2. Implementation and Controlling Structure: training inspectors, auditors and state supervisory bodies</li> <li>3. Enabling Environment: encouraging suitable incentives, policy and legal environments (by the public sector) for successful implementation (by the private sector)</li> <li>4. Monitoring and Learning Platform: enhancing peer-to-peer learning between each of the ASEAN Member States</li> </ol>	



## Objectives

The objective of SAFT is to verifiably apply standards for good agricultural practices and organic agriculture in the ASEAN region, particularly in the production of fresh and processed fruits and vegetables.

## Outputs

### 1. Public Sector: Cooperation with the General Directorate of Agriculture (GDA), MAFF

- Provided two inspection trainings on GAP and organic to GDA inspector teams
- Advisory services on the full completion of the standard for Cambodian Organic Agriculture (CamOrganic), including the design of its Logo. Now it was submitted to the Praskas to MAFF for endorsement.
- Developed National Roadmaps for CamGAP and CamOrganic
- Developed video on Food Standards in ASEAN
- Developed monitoring system for GAP
- Organized two Public Private Dialogues to bring key stakeholders of the vegetable and fruit industry to share their various needs and challenges, and agree on Action Plans together.
- Organized Organic Consumer Day to promote the implementation of food standards among the public and private sectors
- Supported GDA's officials to join peer-to-peer learning on the implementation of the PhilGAP and the PNS Organic standards, including CB set up process in Manila, Philippines.

### 2. Private Sector: integrated Public Private Partnership (iPPP) with Khmer Organic Cooperative Co.,Ltd

- Two organic farms (about 24 ha) were EU organic certified by an international certification body (Control Union)
- Sweet Palm Juice Processing for quality upgrading has been implemented and the final internal audit has been completed, and soon will be certified according to the food safety GMP/HACCP standards.

Technical Advisory and Training delivered to KOC include:

- Food Standards Implementation
- Training on Postharvest Management of Perishable Crops
- Training on Internal Control System (ICS) Management
- Training on food safety including GMP (Good Manufacturing Practices), HACCP (Hazard Analysis Critical Control Point) and Food Packaging
- Value Links Training
- Supported KOC's staff to join ThaiFex 2017 to enhance business connections and study visits

## Potential collaborations, Information sharing and opportunities to link with other stakeholders

SAFT is looking for various partners from the private, public and third sectors to jointly work with GDA to implement CamGAP and CamOrganic successfully, in order to promote the safety of food and improve the use of food standards across Cambodia and in the ASEAN region.

## Regional Economic Development, phase three (RED III)

<b>Implementing agency and project partners</b>	<p>GIZ</p> <p>Project partner (present partners in the area of vegetable value chain upgrading in Banteay Meanchey province):</p> <ul style="list-style-type: none"> <li>• Provincial Department of Agriculture, Forestry and Fishery (PDAFF) in Banteay Meanchey province</li> <li>• International Institute of Rural Reconstruction (IIRR)</li> <li>• Bayon Heritage Holding Group</li> <li>• Chan Rithy Trading Co., Ltd</li> </ul>
<b>Funding body</b>	Co-financed by the German Federal Ministry for Economic Cooperation and Development (BMZ), Swiss Agency for Development and Cooperation (SDC) and the Cambodian Government.
<b>Start date</b>	2007-2020 (Four Phases of implementation: RED I and II (Siem Reap only); RED III (Banteay Meanchey, Oddar Meanchey and Siem Reap); and RED IV (Banteay Meanchey, Oddar Meanchey and Preah Vihea), Cambodia
<b>Operational location(s)</b>	Siem Reap, Banteay Meanchey, Oddor Meanchey and Preah Vihea
<b>Contact details</b>	<p>Mr Torsten Muenther</p> <p>Email: <a href="mailto:torsten.muenther@giz.de">torsten.muenther@giz.de</a></p>

Overview
<p>The GIZ implemented '<b>Regional Economic Development Program (RED) III</b>', as one of the German Technical Cooperation programs. It supports government, private sector and civil society stakeholders in the provinces of Banteay Meanchey, Oddar Meanchey and Siem Reap to promote economic development and poverty alleviation. The program aims at a growing turnover of regional products, the development of new business opportunities, and increased employment. RED III follows a market driven approach with private sector stakeholders being important partners of the program and working closely with the <b>Banteay Meanchey Provincial Department of Agriculture Forestry and Fisheries (PDAFF)</b>.</p>

Objectives
<p>The RED III Program aims at – amongst other activities – increasing the competitiveness of local rice, vegetable and cassava production. Value chain actors are supported to improve coordination and co-operation and to identify and solve bottlenecks along the value chain from production to consumption. Whenever meaningful, the program builds collaborations with private sector companies to extend technical services to farmers, input dealers and other private sector operators in the rice, vegetable and cassava value chain. The program's overall objective is aimed on poverty reduction in rural areas.</p>

Outputs
<p>RED III:</p> <ul style="list-style-type: none"> <li>Local government action for inclusive growth</li> <li>Improved stakeholder cooperation for local economic development</li> <li>Sustainable services and business links for increased competitiveness of local products</li> </ul> <p>Vegetable Value Chain (selection):</p> <ul style="list-style-type: none"> <li>Improved access to know-how and innovations (particularly in the area of sustainable cultivation techniques)</li> <li>Improved stakeholder cooperation</li> <li>Improved access to product markets and quality inputs</li> <li>Sustainable Business Development Services (BDS) for farmers/small businesses</li> </ul>

Information needed from external sources
<ul style="list-style-type: none"> <li>Potential private sector stakeholders interested in contract farming</li> <li>Successful experiences with Good Agricultural Practices (GAP) or organic Vegetable</li> <li>Potentials for vegetable processing, as well as export potentials</li> </ul>

Potential links
<p>The project is interested to link with projects that have experience in</p> <ul style="list-style-type: none"> <li>Innovations for improved food safety, including GAP practices.</li> <li>Cooperatives or farmers' associations offering sustainable membership services (in access to product markets and quality inputs, etc)</li> <li>Supporting local partners in vegetable processing/packaging</li> <li>Improving the farmers' skills to produce in wet season with adapted varieties and protections structures</li> </ul>

## HARVEST II

### Feed the Future Cambodia Harvest II

Implementing agency and project partners	Implementing Agency: Abt Associates Project Partners: iDE, EMC
Funding body	USAID/Cambodia
Start date and location	Start date: April 18, 2017 Main Office Address: #11A, St. 370, Sangkat Boeng Keng Kang I, Khan Chamkar Morn, Phnom Penh, Cambodia
Operational location(s)	Battambang, Pursat, Siem Reap, and Kampong Thom
Contact details	Email: <a href="mailto:info@harvest2-kh.com">info@harvest2-kh.com</a> Phone: (855) 23 221 628

#### Overview

Feed the Future Cambodia Harvest II is a five-year project funded by USAID, which aims to accelerate the growth of Cambodia' commercial horticulture across the provinces of Pursat, Battambang, Siem Reap, and Kampong Thom – the projects Zone of Influence (ZOI). The project devotes particular attention to building market linkages using **a buyer-led approach** and puts a high priority on developing sustainable commercial partnerships between buyers (often wholesalers) and suppliers. The buyer-led approach begins with an understanding of specific buyers' needs in terms of quality, quantity, price, and timing. Harvest II helps each buyer engage with producers to ensure a reliable and consistent supply of products.

#### Objectives

- Improve capacities for market participation: Leveraging the success of other USAID programs, Harvest II will work with buyers, producers, and other actors in the sector to increase financial and business capacity, as well as to stimulate the use of market information toward more informed decision making and higher market competitiveness.
- Improve market linkages: In Cambodia, relationships between value chain actors – in particular producers and buyers (usually wholesalers or collectors) - can often be tenuous. In order to help build trust in the sector, Harvest II will improve coordination among actors and catalyze private sector investment that will accelerate horticulture sector growth.
- Improve governance and enabling environment: Harvest II will work with private sector and producer organizations at the national and provincial levels to strengthen their advocacy capacity and ability to engage in public-private dialogue. At the same time, Harvest II will also support the Cambodian government to develop a private-sector friendly horticulture growth strategy.

## Outputs

Over the five-year period, the following results are anticipated:

- By facilitating commercial relationships with buyers – and by strengthening other actors in the sector - assist horticultural producers to increase their incremental sales by \$37 million.
- Through business growth and sectoral investment, create at least 1,800 full-time jobs.
- Leverage \$12 million dollars of new private sector investment in the horticulture sector.
- Assist the Royal Government of Cambodia to advance at least seventeen policies and regulations which could include national horticulture strategy, sanitary and phytosanitary regulations, and/or food safety.

## Potential links

Harvest II is interested in connecting with projects working on production-level activities in the four above-mentioned provinces. Harvest II wishes to connect trained and organized producer groups to buyers with a defined demand; Harvest II will then facilitate strengthened commercial relationships between the two. In addition, Harvest II seeks to collaborate with other projects on horticultural strategy/policy or related subject matter such as food safety, phytosanitary issues, or other.



## Hilfswerk der evangelischen Kirchen Schweiz (HEKS)

### Developing Sustainable Agriculture for Small-Scale Farmers (APICI project)

Implementing agency and project partners	GRET and CIRD
Funding body	General Council of Hauts-de-Seine Department - France
Start date	2010
Operational location(s)	Sotr Nikum and Prasat Bankorng districts, Siem Reap province
Contact details	<ul style="list-style-type: none"><li>Mr Prak Sereyvath, Director of CIRD, Email: <a href="mailto:prakereyvath@cird.org.kh">prakereyvath@cird.org.kh</a> Phone: (855)12 887 966</li><li>Mr Touch Sokharith, Project coordinator, GRET Email: <a href="mailto:touch.cambodia@gret.org">touch.cambodia@gret.org</a> Phone: (855)12 434 395</li></ul>

#### Overview

Since 2010, 800 farmers have been involved in the vegetable production activities implemented by the GRET and CIRD team. At the beginning, farmers were growing vegetable crops mainly for self-consumption purposes on a small area during 3 to 4 months. After 6 years period project, we observed an increase of vegetable land growing and farmers record a better economic situation.

**We have noticed three main challenges:** the scarcity of water and irregular rainfall, low levels of crop diversification on farm, and unclear habits and change regarding chemical pesticides use.

We need to create systematically playful, motivating, visual and engaging communication materials:

- To help and assist the agricultural officers' team in training and mobilizing farmers;
- To facilitate farmers understanding, interest and adoption;
- To ultimately provide efficient educational, informative and technical tools for development programs.

#### Objectives

The project aims at increasing incomes and improving the livelihood of smallholder farmers through various components:

- Development of sustainable agriculture
- Intensification and diversification of agricultural production
- Facilitating participatory emergence of collective action
- Setting up producers' groups
- Supporting local farmers-collector business & value chain
- Improving domestic market access for fresh, local and safe vegetables in order to respond to local demand and proximity market in Siem Reap

## Outputs

- 15 vegetables producers' groups gathering 300 farmers members including 243 women;
- 90 tonnes of vegetables are supplied on average every month to local markets;
- Producers are able to grow a diversity of 42 different kinds of crops on 52 ha;
- Producers have been able to increase their cultivated land surface and monthly net profit.

## Improvement of Farmers' Livelihood in Kampong Chhnang Province

<b>Implementing agency and project partners</b>	Society for Community Development in Cambodia (SOFDEC)
<b>Funding body</b>	HEKS-EPER (Swiss Church Aid)
<b>Start date</b>	January 2017 – December 2019
<b>Operational location (s)</b>	21 villages in 6 communes in Kampong Chhnang province
<b>Contact details</b>	Email: <a href="mailto:sofdec@camintel.com">sofdec@camintel.com</a> Phone: (855)17 701 740; (855) 12 718 371

### Overview

The three-year project (2017-2019) of SOFDEC is entitled "Improvement of Farmers' Livelihoods in Kampong Chhnang Province". The overall goal of the project is to improve the food security and livelihoods of target farmers in 21 villages in Kampong Chhnang province. SOFDEC are targeting four outcomes in order to achieve this goal. This project will directly benefit 2500 farmer families (12,500 beneficiaries) including small holder farmers. Their food security and socioeconomic situation will be enhanced through the following intervention activities of the project.

- Increasing agriculture production of 480 small holder farmers through capacity building on new production techniques with emphasis on CCA, and subsidizing the agricultural inputs.
- The target farmers' income increases via farmer organization and profitable value chain development. As many as 400 beneficiaries will engage with the project.
- Strengthening communities' resilience to climate change through access to community safety nets (rice banks, cash credit), access to water resources (water wells, water catchment, water harvesting), and awareness raising on DRR, and CCA. More than 300 people will access to improved drinking water sources and 1,250 farmers access to water irrigation.

### Objectives

Objective 1: Small holder farmers substantially increase agricultural production.

Objective 2: The target farmers' profitability is increased through farmer organization and profitable value chain development.

Objective 3: Communities' resilience to climate change is strengthened.

### Outputs

Profitable Value Chain Development: SOFDEC in collaboration with PDAFF will register and form all producer groups as Agricultural Cooperative in 2 communes (Cheung Kreav and Kbal Tuek). SOFDEC has facilitated AC leaders to collect market information and business connection with traders/shops in various locations. Specifically, the project team is working closely with two vegetable wholesalers in Phnom Penh for selling the vegetables of AC. In the case of chili, SOFDEC has coordinated the production and exportation of chili to Switzerland through Gebana project. It

is a good opportunity to promote the chili product in international markets. The production of rice (Phka Romeat) was organized through contract farming between AC and Exporter. The production volume will be around 100 tonnes in the first year 2017.

**Resilience Building:** Community committee members and local authorities participated in the meeting of awareness raising on Disaster Risk Reduction and Climate Change Adaptation (DRR/CCA) in the target villages. The CCDMs and VDMGs shared their knowledge on DRR/CCA to community members. Also, the project team selected the beneficiaries for supporting the rainwater harvesting materials such as water jar, concrete water tank and metal sheet (Zinc).

**Capacity Building:** SOFDEC organized forums, training courses, workshops, dialogues and meetings in order to improve the capacity of community member by collaborating with PDAFF, PDWRM, CCDM and VDMG. Beneficiaries learned about the activities they shall to do before (e.g. preparedness, prevention, training on DRR), during (e.g. respond, going to safe place or hill, using early warning system) and after disaster (e.g. recovery, respond) to reduce disaster risk. In addition, the CCDM's structure and contact information were shown to the participants so that they should contact to whom when the disaster happening in their communities.

#### **Potential links**

One of the project component is working on improving value chain of vegetables and rice (glutinous rice) (GAP and chemical-free produces) of the AC members. There is great opportunity to collaborate with various stakeholders, particularly the buyers, as to promote Cambodian produce and income generation of farmers.

## Community-Based Livelihood Improvement

<b>Implementing agency and project partners</b>	Anakot Kumar (AK) <ul style="list-style-type: none"> <li>Community-Based Livelihood Improvement</li> <li>Promoting Citizen Engagement in Democratic Development II (PROCEED II)</li> <li>Improve Family Income Project (IFIP)</li> </ul>
<b>Funding body</b>	<ol style="list-style-type: none"> <li>HEKS/EPER</li> <li>Pact – Cambodia</li> <li>ACR/Caritas Australia</li> </ol>
<b>Start date and duration</b>	Starting date from the January 2014 – 2019
<b>Operational location(s)</b>	Pursat province (at Kravanh, Krakor district and Pursat municipality)
<b>Contact details</b>	Mr Khem Sokhon, Executive Director AK Email: <a href="mailto:sokhonk@gmail.com">sokhonk@gmail.com</a> Phone: (855)12 583 862

Overview
<p>The project will train target farmers to apply their knowledge of agriculture technologies in relation to integrated farming systems (IFS). IFS means growing multi-cropping and raising poultry/fish and they do farming year round; non-IFS is mono crop cultivation and mostly seasonal cropping. The IFS brings to mind the image of small, intensive and diversified agricultural production systems. The production system is in combination with fish, livestock, and vegetable and tree crops. The project will support key target farmers who actively apply agricultural technologies of integrated farming system (IFS) and vegetable growing techniques, which will result in being promoted to model of farmers in target areas. The project believes that the model farmers will apply IFS; that they will train and coach 500 farmers to apply IFS; and at least 60% of those trained will apply IFS. IFS field days will also be organized to demonstrate best practice to other farmers, local authorities, and other relevant stakeholders. There will be training for model farmers and project staff through training of trainer (ToT), which allocates a specific time and structure for training or coaching of the target farmers. PDA will involve with the project from the beginning for farmer section, training, coaching and regular monitoring.</p>

Objectives
Project farmers are able to participate in profitable value chains.



## Outputs

**Output 1:** Trained farmers apply their knowledge on agricultural technologies. The project will train target farmers to apply their knowledge of agricultural technologies in relation to integrated farming systems (IFS).

**Output 2:** Agriculture Cooperatives are established and strengthened. Agriculture Cooperatives (AC) are owned and controlled by farmers and are operated for the mutual benefit of their members. Cooperatives offer opportunity for a farmer-focused and competitive agricultural business. Through their cooperatives, farmers are able to collectively improve their income from the marketplace.

## Information needed from external sources

The project team needs technical persons to support project staff both of providing capacity building on implementing and/or learning-by-doing at project target areas. The team needs support from external sources to monitor, reflection and feedback for improving project implementing. The project needs to join networking or working as partner with other partners who have similar experiences and other funding support to implement IFS. At the present AK have donors (HEKS/EPER) to support the project implementation.

## Potential links

The project team are interested to work with people/projects that have experience in developing on-farm innovations for vegetable production and supply-chain innovations for improved food safety to apply knowledge and skills on Participatory Guarantee System (PGS) for their agricultural produce. This project has selected and promoted to model of farmers in target areas for cropping structures that are easy to build and enable productive, year-round growing of vegetable crops. We are also designing a marketing systems development project to work with existing producer groups and provide opportunities to collaborate with producer groups that are conducting consumer research (demand side) and exploring market opportunities for smallholders to meet consumer demands. This project is particularly interested in farmer groups/cooperatives that are working collectively to marketing products, improve production and/or increase skills.

## Community Empowerment and Livelihood Improvement Project in Prey Veng Province

<b>Implementing agency and project partners</b>	<p>Society for Action and Change for Rural Education and Development (SACRED)</p> <p>Project Partners:</p> <ul style="list-style-type: none"> <li>• Provincial Department of Agriculture</li> <li>• Provincial Department of Rural Development</li> <li>• Provincial Development of Water Resource And Meteorology</li> <li>• Provincial Department of Women Affairs</li> <li>• Provincial Department of Labour and Vocational Training</li> <li>• Provincial Committee of Disaster Management</li> <li>• Local authorities (commune councils, village chiefs)</li> <li>• Private sector</li> </ul>
<b>Funding body</b>	HEKS/EPER
<b>Start date</b>	April 2015
<b>Operational location(s)</b>	25 target villages, 5 communes of Komchaymear, Ba Phnom, and Preah Sdach districts, Prey Veng province
<b>Contact details</b>	<p>Mr Leng Bunhong, Executive Director of SACRED</p> <p>Email: <a href="mailto:edsacred@gmail.com">edsacred@gmail.com</a></p> <p>Phone: (855)12 920 189</p>

Overview	
<p>PooC in the target area are facing difficulties in their life due to: 1) inadequate knowledge on agricultural production, 2) under-average poultry value chain, 3) low ability among PooC to DRR and CCA, 4) poor network with business individuals/institutions, and 5) limited capacity of PKAC to establish and run profitable businesses. In the target area, it has been observed that there are opportunities for building sustainable development through enhancement of livelihoods. This proposed project aims at enhancing livelihoods of PooC through enhancing their livelihoods, raising awareness about safe migration, increasing chicken value chain, increasing resilience to DRR and CCA, establishing more networks, and supporting PKAC to establish and run profitable businesses.</p>	

## Objectives

The overall objective of the proposed project is to improve livelihoods of community people in 25 target villages, 5 communes of Komchaymear, Ba Phnom, and Preah Sdach districts, Prey Veng province. To achieve this project overall objective/goal, 5 specific objectives (expected outcomes) have logically been set:

- **Specific objective/expected outcome 1:** Community based organization (CBOs) are capable to manage and advocate for community development;
- **Specific objective/expected outcome 2:** Agricultural productivity and income of target villagers is improved;
- **Specific objective/expected outcome 3:** Communities are capable to prepare for and respond to disaster and climate change;
- **Specific objective/expected outcome 4:** Institutional capacity and financial situation of SACRED is enhanced and more secure;
- **Specific objective/expected outcome 5:** Agricultural cooperative has ownership and sustainable business for Prey Keav operation.

## Outputs

The project generally uses M4P and HRBA approaches during its 3-year cycle. The project has:

- Strengthened capacity of CBOs to meet community demand
- Built capacity for target beneficiaries to dialogue on community development.
- Developed and activated Village development plans to respond to community needs.
- Raised awareness regarding safe migration among target beneficiaries
- Provided target farmers with knowledge on agricultural technologies (rice production, vegetable growing, pig/ chicken, IFS) which was then applied by the farmers
- Activated Village Animal Health Workers (VAHW) to be more functional
- Set up access to profitable markets for target villagers to enhance chicken production leading to improved chicken value chain
- Formed and trained saving groups
- Activated Local disaster management structures (VDMG and CCDM)
- Improved small scale infrastructures for disaster risk mitigation
- Provided PooC with drought resilience agriculture technique which was then applied in disaster prone area
- Attracted new donors and built staff capacity on fund raising
- Helped improve SACRED's policies and structure for accountability
- Formed and strengthened an Agricultural Cooperative

## Information needed from external sources

The project is implemented in collaboration with project partners from government departments (provincial level) and NGO-partners to obtain all necessary information (e.g. administrative or financial services and markets) for the benefits of PooC as well as target population.

**Potential links**

The project is linked with all relevant stakeholders including provincial departments of government and NGO network (sub-national and national level). The project is possibly linked with any possible donors during its life cycle.

## iDE

### Cambodia Agribusiness Development Facility, Commercial Development and Strengthening of Horticulture (CODES) Project

<b>Implementing agency and project partners</b>	<p>iDE Cambodia's Cambodia Agribusiness Development Facility (CADF).</p> <ul style="list-style-type: none"> <li>• The New Zealand Institute for Plant &amp; Food Research Ltd (PFR)</li> <li>• Private sector partnership with various agricultural input companies.</li> <li>• The Integrated Pest Management Innovation Lab (IPM-IL project)</li> <li>• Angkor Community Heritage and Economic Advancement Project (APSARA/ACHA Project)</li> </ul>
<b>Funding body</b>	New Zealand Aid Programme, the New Zealand Ministry of Foreign Affairs and Trade (MFAT).
<b>Start date</b>	01 July 2014
<b>Operational location(s)</b>	Siem Reap, Banteay Meanchey and Otdar Meanchey Provinces.
<b>Contact details</b>	<p>Mr Bruce H. TODD, CADF Program Director</p> <p>Email: <a href="mailto:bhtodd@ideglobal.org">bhtodd@ideglobal.org</a></p> <p>Phone: (855)99 570 101</p>

Overview
<p>iDE Cambodia's Cambodia Agribusiness Development Facility (CADF) implements agricultural value chain projects, funded by the New Zealand Aid Programme since mid-2005, aiming for sustainable improvement of agribusiness in Siem Reap, Banteay Meanchey, and Otdar Meanchey provinces. CADF identifies market opportunities and constraints for small-scale farmers and then facilitates solutions that can be implemented by private sector service partners. By improving access to technical assistance, market information, quality inputs, and new technologies, CADF helps increase value-chain efficiency and competitiveness to the benefit of small farmers.</p> <p>Key opportunities for the current project, CODES, include diversification of horticultural products; improved production skills and enhanced productivity; high-value crops with high or emerging market demand; and farmer organization and market development—with resultant higher incomes and economic resilience.</p>

## Objectives

The project goal is to significantly and sustainably increase small-scale farmer income in the northwest provinces of Cambodia, via commercial horticulture through:

1. Facilitating the creation and strengthening of high value horticultural cash crop commercial enterprises of 500 motivated farmers; and
2. Facilitating the transformation to productive commercial horticulture of 3,000 small-scale poor farmers, impacted by food security projects, by newly paved roads, and/or by proximity to improved input supply.

## Outputs

The project organizes into two Components, with several cross-cutting Outputs.

**Component 1:** High-value horticultural enterprise by 500 motivated and skilled farmers already having received advance training by CADF and other projects will be facilitated by:

- Output 1 - Identification of:
  - marketable and climate-appropriate high-value crops
  - farmers, and especially farmer-clusters
  - a sustainable commercial organizational model
- Output 2 - Training in commercial high-value horticultural production.

**Component 2:** Transformation to commercial horticulture by 3,000 traditional farmers benefitting from basic training by food security projects, proximity to newly paved roads, and/or improved input supply, will be facilitated by

- Output 1 - Training in commercial horticultural production, with focus on modern inputs, techniques.

**Cross-cutting Outputs** (i.e. apply to both components):

- Output 1: Access to markets, including a non-conventional market system for Component-1, and working within the conventional market system for Component-2.
- Output 2: Training in efficacy /health & safety /environmental aspects of agrochemicals for all farmers.
- Output 3: Access to credit for all farmers.
- Output 4: Access to agricultural inputs and advice for all farmers.

## Information needed from external sources

The project team are particularly interested to interact with people / projects that have experience in developing and operating a sustainable commercial organizational model for high-value crop production and effective non-conventional market access, including contract farming and GAP practice. We are also keen to learn more on new technologies / innovations, which can benefit commercial horticultural farmers and improve competitiveness over imported produce.



### Potential links

CADF operates with a team of experienced national agriculture and business consultants and has supported value chains for various horticultural value chains, and the pig value chain. CADF facilitated establishment of a commodity association that enables melon growers to schedule production, ensure quality and find new buyers.

CODES project is “ahead of the wave” in facilitating new practices for increased crop productivity, quality, and safety, including off-season production, increased yearly crop cycles, fertigation, use of personal protective gear for pesticide spraying; and withholding period. CODES also promotes modern agricultural inputs (e.g. drip irrigation, fertigation, spray tubes, mini-sprinklers, plastic mulching film, seedling trays and planting media, trellis netting, etc) for the benefits of small-scale commercial horticulture farmers. CODES has developed a pest and disease identification and control database, horticultural crop protocols, and factsheets on major pests and diseases of various crop families.

## Lors Thmey

<b>Implementing agency and project partners</b>	Lors Thmey is a program of iDE Cambodia. Current partners include: <ul style="list-style-type: none"><li>• World Vision Cambodia</li><li>• Plant and Food Research</li><li>• Australian Centre for International Agricultural Research (ACIAR)</li><li>• General Directorate of Agriculture</li></ul>
<b>Funding body</b>	Australian Department of Foreign Affairs and Trade
<b>Start date and location</b>	2005, Cambodia
<b>Operational location(s)</b>	Kandal and Takeo
<b>Contact details</b>	Mr Shaun Waits Email: <a href="mailto:swaits@ideglobal.org">swaits@ideglobal.org</a>

<b>Overview</b>
Lors Thmey, meaning "New Growth" in Khmer, was formed in 2005 as a division of iDE Cambodia, an international nonprofit organization that uses market-based approaches to create business solutions to poverty alleviation. Lors Thmey provides agricultural inputs (e.g., seeds, drip irrigation, fertilizer, etc.), agronomic training, and market access to farmers through a network of Farm Business Advisors (FBAs). FBAs are micro entrepreneurs who provide high-quality agricultural products and advice to smallholder farmers. Since its inception, Lors Thmey has sold inputs to and trained 75,000 farmers in Cambodia.

<b>Objectives</b>
Lors Thmey is an agriculture social enterprise that aims to improve the livelihood of small-scale farmers by increasing their financial security and enhancing their economic resilience. Specific objectives include: <ul style="list-style-type: none"><li>• Poverty reduction: Creating income opportunities for small-scale farmers and providing products and services that encourage livelihood development, personal income growth and economic resilience</li><li>• Environmental care: Promoting products and practices that protect the natural resources that farmers depend on for their present and future livelihoods</li><li>• Financial sustainability: Becoming a self-sustaining commercial enterprise</li></ul>

## Outputs

Lors Thmey's outputs include:

- 4,014 farmers that purchase inputs and receive training from Lors Thmey
- 150 farmers that sell produce to Lors Thmey for resell to local markets
- 638 USD average increase in farmers' net annual income

## Information needed from external sources

Lors Thmey is looking for information, training, or partnerships in the following areas:

- Safe vegetable production, including GAP practices
- Distribution of premium safe vegetables
- Climate trends and climate resilience strategies
- New agriculture technologies and practices for safe vegetable production and postharvest processes

## Innovation to Build and Scale Safe Vegetable Value Chain in Cambodia

<b>Implementing agency and project partners</b>	Implemented by Royal University of Agriculture (RUA). Partners in this project include University of California Davis (UC-DAVIS)/University of Battambang (UBB) and IPM Innovation Lab through IDE
<b>Funding body</b>	United States Agency for International Development (USAID) Feed the Future Innovation Lab for Collaborative Research on Horticulture
<b>Start date</b>	01-October-2016 Royal University of Agriculture, Phnom Penh and Battambang Province, Cambodia.
<b>Operational location(s)</b>	Battambang Province
<b>Contact details</b>	<ul style="list-style-type: none"> <li>• Assoc. Prof KONG Thong, Dean of Faculty of Agro-Industry, Royal University of Agriculture, Address: Chamkardaung, Dangkor District, P.O Box 2696, Phnom Penh, Cambodia. Email: <a href="mailto:kthong@rue.edu.kh">kthong@rue.edu.kh</a> Phone:(855) 92 625 995</li> <li>• Dr BUNTONG Borarin, Director of Division of Research and Extension, Royal University of Agriculture, Address: Chamkardaung, Dangkor District, P.O Box 2696, Phnom Penh, Cambodia Email: <a href="mailto:bborarin@rue.edu.kh">bborarin@rue.edu.kh</a> Phone:(855)12 822 910</li> <li>• Dr Karen LeGrand, Principal Investigator, International Programs, UC Davis Email: <a href="mailto:klegend@ucdavis.edu">klegend@ucdavis.edu</a></li> </ul>

Overview
<p>The vegetable sector in Cambodia is limited by technical and social challenges that hinder improvements in the quantity, quality and safety of vegetables available to local consumers. Small-landholder farmers are key actors in the value chain and represent peri-urban and rural communities primed to excel to a higher level of living - standard. Many of the small-scale farmers', small-scale collectors', retailers', and wholesalers' functions are weakly linked due to limitations in key areas such as technology, skill and social networks. Consequently, this project has identified small- landholder farming communities in Battambang Province and focuses on ways to link them with other actors in the value chain. This work supports actors throughout the value chain to link production to consumer demand for high-quality safe vegetables. Our overarching objective is to introduce new agricultural practices to value chain players in ways that promote sustainable adoption of best practices that support the domestic value chain for safe vegetables. The focus is on small-scale farmers and how to link them with other value chain actors in ways that meet the</p>

domestic market demand for safe vegetables. This project aims to support collaborative research within Cambodia and will seek ways to leverage the efforts of multiple organizations working on various aspects of the safe vegetable value chain.

Our research involves pilot testing and applied participatory research with value chain actors to define local challenges and then the solutions to challenges that hinder improving the safety and quality of vegetables. Areas of concentration are those with potential for scaling by local community members. This work has the following objectives:

### Objectives

- Pilot test various horticulture and postharvest technologies with potential to improve the domestic safe vegetable value chain
- Field test promising technologies and market linkages with potential to improve the domestic safe vegetable value chain
- Research approaches that promote innovation and adoption of technologies and strengthen market linkages in support of the local safe vegetable value chain
- Build human capacity, particularly of farmers and other value chain actors, to participate in a sustainable domestic safe vegetable value chain

### Outputs

- Introduced and conducted the first field trials of protective nethouse structures in Kandal Province to protect crops from insect damage and reduce reliance on pesticides
- Currently conducting field trials using protective nethouse structures in Thmor Koul District, Battambang Province to protect crops from weather hazards and pest damage
- Partnering with Agroecology Learning Alliance to conduct trials using protective nethouse structures in Svay Rieng Province.
- Conducting pilot tests and field trials on various formulations and application methods for local production and use of compost.
- Developed linkages that organized Tarsey Samaki farmer association in Thmor Koul District, Battambang Province.
- Developed linkages for partnerships that are working together to build a packinghouse in Thmor Koul District, Battambang Province.
- Testing appropriate ways to incorporate cold chain into the vegetable value chain.

### Information needed from external sources

This project team is interested to work with people and projects that are also working to improve the safety and quality of vegetables in Cambodia.

### Potential links

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Natural Agriculture Village</li> <li>• ICCO</li> <li>• Boosting Food Projection Project</li> <li>• Winrock</li> <li>• Project Alba</li> </ul> | <ul style="list-style-type: none"> <li>• iDE Cambodia</li> <li>• Green Garden</li> <li>• Ce-Sain Cambodia</li> <li>• Agroecology Learning Alliance</li> </ul> |
|--|---|

## Natural Garden

<b>Implementing agency and project partners</b>	Natural Garden
<b>Funding body</b>	Private
<b>Start date</b>	March 2008
<b>Operational location(s)</b>	Office and store#1 :213 street 63, BKK1 Store #2: 243 street 63, BKK1 Store #3: 178 street 155, TTP Store #4: 90 street 598, Toul Kork Natural Garden Wholesale: 70 street 310
<b>Contact details</b>	Email: <a href="mailto:bd.naturalgarden@gmail.com">bd.naturalgarden@gmail.com</a> Phone: (855)23 555 20 28; (855)90 227 722

<b>Overview</b>
<p>Natural Garden was created in 2008 with the mission of producing and distributing organic and healthy products to the consumers in Cambodia. Since then, NG has developed its own farms, works with contract farmers, NGOs and social enterprises in different provinces in Cambodia to supply safe fruit and vegetables. The products are sold in 4 retail stores in Phnom Penh and to some restaurants and businesses in Phnom Penh. Recently, Natural Garden has taken part into the 'Cambodia Horticulture project' lead by the New Zealand agency Plant and Food Research, in order to certify GAP (Good Agricultural Practices) groups of farmers.</p>



## New Zealand Plant and Food Research Ltd.

### Cambodia Quality Horticulture (CQH)

<b>Implementing agency and project partners</b>	The New Zealand Institute for Plant and Food Research Ltd. Partners: <ul style="list-style-type: none"><li>• MAFF Cambodia</li><li>• Project Alba</li><li>• Lors Thmey</li><li>• EAC (Eco-Agri Centre)</li><li>• Natural Garden</li></ul>
<b>Funding body</b>	New Zealand Ministry of Foreign Affairs and Trade
<b>Start date</b>	February 2017
<b>Operational location(s)</b>	Phnom Penh, Tekeo, Kandal, Kampot
<b>Contact details</b>	Mr KANG Sideth Email: <a href="mailto:k.sideth@gmail.com">k.sideth@gmail.com</a> Phone: (855) 12 611 103 Address: Office CAMHR, Regency Square, Complex A, 2nd Floor, No-8A/298, Mao Tse Toung Blvd, Phnom Penh, Cambodia

Overview
New Zealand's Institute for Plant and Food Research has been contracted by the New Zealand Government to deliver the Cambodia Quality Horticulture (CQH) programme - in partnership with selected Cambodian businesses and the Cambodian Government. The project has been designed to help satisfy the demand for high quality safe vegetables produced in Cambodia. The programme is focused on training supply chains - in particular agronomists and postharvest operators on best practice aligned with GAP standards.

Objectives
The project is designed to grow incomes and employment opportunities along the Cambodian horticulture value chain through: <ul style="list-style-type: none"><li>• Enhancing vegetable farm productivity and food safety;</li><li>• Training supply chain agronomists / farmers about effective, efficient and safe agrichemical use and practices that reduce amounts of pesticides used;</li><li>• Improving agronomic and postharvest handling systems to reduce both spoilage and contamination associated with human pathogens;</li><li>• Verification of GAP compliance through pesticide residue and microbial contamination testing.</li></ul>

Outputs
<ol style="list-style-type: none"> <li>1. Improved sustainable production systems for vegetables; Training in sustainable production methods and market requirements for pilot supply chains</li> <li>2. Improved postharvest handling systems for vegetables; Training in postharvest handling approaches and market requirements for pilot supply chains</li> <li>3. GAP aligned Quality Assurance Programme implemented for pilot supply chains</li> <li>4. Improved supply chain linkages and safe vegetable wholesale market development</li> </ol>
Information needed from external sources
<ul style="list-style-type: none"> <li>• GAP Guidelines</li> <li>• Pathogens, parasites and chemical residue analysis data for benchmarking and evaluating improvements in food safety.</li> </ul>
Potential links
<p>The Cambodia Quality Horticulture Programme aligns well with the ambition of the Cambodian government to substitute local produce for imports and eventually export produce, through improving quality and safety standards. CQH provides expertise to facilitate, in a stepwise fashion, the Cambodian government's eventual achievement of its goal of obtaining CamGAP certification for local produce. As such the programme has potential links with many of the other safe food aligned initiatives in Cambodia.</p>

## Non-Timber Forest Products (NTFP)

Implementing agency and project partners	NTFP
Funding body	SNV, ICCO, CEPF, PLAN, Caritas French, NPA, DVV, NLL, AeA.
Start date	SNV: (2016-2017), NPA: 2015 -2019, ICCO: 2016-2019, CEPF: Jan 2017 – Feb 2018, PLAN: 2015 – June 2018, Caritas French: Annual contract (since 2015), DVV: Annual contract since 2011: NLL: Annual Contract since 2009: AeA: 2014- Dec2017.
Operational location(s)	Cambodia (Ratanakiri and Preah Vihear Provinces)
Contact details	Mr Long Serey Address: Ratanakiri Province, Banlung Municipality, Sangkat Boeung Kanseng, Oukontil village, P.O. Box 89009 Email: <a href="mailto:longserey1967@gmail.com">longserey1967@gmail.com</a> Website: <a href="http://www.ntfp-cambodia.org">http://www.ntfp-cambodia.org</a>

Overview
<p>NTFP was established in 1996 the organization has played a critical role in helping indigenous people secure their rights to their land and natural resources, which is fundamental for their daily subsistence. NTFP also recognizes the important preservation the cultural heritage and identity of indigenous people, often inextricably linked with the lands and forests.</p> <p>NTFP is supporting the indigenous peoples in Cambodia to exercise their rights and effectively participate in the development of national society; using and managing their land and natural resources toward improving their families' economic wellbeing and maintaining their cultural identity.</p> <p>NTFP promotes indigenous communities, both women and men, to effectively and equitably participate in decision making by allowing them to choose their own future, <b>especially to assure their rights in sustainably managing, using and developing their land and natural resources</b> that are the basis of their livelihoods and for conserving their culture.</p> <p>Our focus Areas</p> <p>There are 3 main thematic areas and an enabling area of activity in NTFP's development work. These 3 thematic, whilst forming individual strand of activity, nevertheless are indispensably interlinked. Each is also a vital component of development work if the Indigenous Communities are ever to stand on their own two feet and take responsibility and authority for development activity within their communities. Here are the 3 main components:</p> <ol style="list-style-type: none"> <li>1. Land and Natural Resource Management.</li> <li>2. Community Development and Education.</li> <li>3. Community Empowerment and Advocacy.</li> </ol>

#### NTFP Strategic Goal 2013 – 2017

1. The communities are strong to demand their basic rights.
2. The communities have knowledge, in which they are capable to conserve, manage and use the natural resources in sustainable way.
3. The communities' food security and education are improved.

#### What we do and outputs

- Developing farmers' agricultural skill to grow vegetable.
- Developing farmers' technical horticulture skill to grow cashew nut (M 23), maintaining cashew orchard, and linkage market.
- Developing farmers' knowledge and skill on market and business.
- Maintaining the indigenous culture and tradition through non-formal bilingual education project;
- Facilitating and working with primary schools and District of Education to enroll students and promote educational campaign for the dropped out children.
- Developing the capacity of key communities including elders, women and youth to monitor forest, land and mineral resources.
- Providing technical support for committee of community forestry and community protected areas to manage and protect their forests.
- Providing technical support for farmers on agro-ecological farming and agro-ecological forestry.
- Establishing the community forestry and community protected areas.
- Supporting the indigenous people's communal land titling registration.
- Protecting and conserving biodiversity and wildlife through community warden forest patrolling.
- Developing key focal persons and committee's members on technical knowledge and skill to lead their own community's development.
- Collaborating with the local authorities to establish child protection system.
- Participating with national network platforms to lobby and advocate national policies and laws in relation with natural resources management.
- Mobilizing and supporting community activists to protect their communities from external violation.

#### Information needed from external sources

- Collaboration with Department of Agriculture for providing technical of home gardening and demos.
- Collaboration with Department of Women Affairs to disseminate on nutrition and cooking demos.
- Collaboration with private company to develop community capacity on market system and business.
- Collaboration with Department of Education to provide technical monitoring on non-formal education.

- Collaboration with private companies supplying services, agronomic inputs or technologies
- Collaboration and technical support from Department of Environment and Forestry Administration to disseminate forestry laws, CPA's laws, Conservation Law and policies.
- Collaboration with Department of Mining and Energy to support the community to establish community mining group.
- Cooperation with network of extractive industry on social environmental impact at national level to engage advocate and dialogue with Ministry of Mines and Energy on impact of mining.
- Cooperation and network with NGO Forum to advocate the policy change.
- Cooperation and networking with NGO Education Partners (NEP) on indigenous education.

### Case Story

Mr Thean Sophal is member of farmer lives in Anlong Svay village, Rohas commune, Rovieng district, Preah Vihear province. He was selected to be the homestead farmer in CHAIN project. He has received more training related to the techniques of home gardens such as soil management, preparation, water management, pest and disease management, soil mixing, nursery and transplant etc. He received demo from Wang Long Mekong company on how to grow long bean. A right now he changes the old model of home garden practice to adapt new models. Up to now he becomes semi-farmer commercial. He earns from vegetable around 50- 60 USD per month. He usually grows cucumbers and long beans. Mr Thean Sophal said that, "I am very happy with NTFP's CHAIN project that selected me to the farmer member and I gained more knowledge and skills related to home gardens. My income could support my children to school and pay for daily food. I try to apply the commercial farmer in the phase 2 and I never forgot CHAIN".



## Project Alba

### Improving the quality of vegetables in Cambodia through advanced contract farming

<b>Implementing agency and project partners</b>	<p>Project Alba</p> <p>Partners:</p> <p><b>New Zealand Plant and Food Research:</b> Partnering with New Zealand Plant and Food Research to develop GAP standards in Cambodia</p> <p><b>USAID:</b> An awardee of the <a href="#">Securing Water For Food: Grand Challenge for Development</a>, a global program supported by the US Agency for International Development (USAID), Sweden through the Swedish International Development Cooperation Agency (Sida), the Government of South Africa, and the Ministry of Foreign Affairs of the Kingdom of the Netherlands.</p>
<b>Funding body</b>	Project Alba is a for profit social enterprise funded primarily by business angels.
<b>Start date</b>	December 2011
<b>Operational location(s)</b>	Takeo, Kampot, Phnom Penh
<b>Contact details</b>	Email: <a href="mailto:michelle.lowery@project-alba.com">michelle.lowery@project-alba.com</a> Partnerships and Communications Manager

#### Overview

Contract farming as an industry is in its very early stages in Cambodia, yet is key to ensuring that smallholder farmers can grow safe, healthy and clean vegetables.

Project Alba is a social enterprise operating in Cambodia. Our model innovates contract farming and in doing so allows farmers to make more money, while we make profit and deliver tonnes of fresh vegetables to market daily.

We do this by offering a partnership to farmers in which they will get everything they need - equipment, tools, seeds, and technical advice - to adapt small plots of their land (400m<sup>2</sup>) to grow high value vegetables. We also commit to buying 100 per cent of their produce which we sell on to regional wholesalers. It is by managing the whole process from farmer through to wholesaler that we can deliver quality standards.

**By working with us smallholder farmers can implement GAP standards.**

#### Objectives

The overall aim of Project Alba is to:

- Increase the income of smallholder farmers in Cambodia
- Provide better food for 4 million people in Cambodia by 2020
- Produce healthy, safe vegetables using advanced techniques that are respectful of the environment



## Outputs

The direct outcomes of Project Alba's approach is:

- Increase in soil fertility and diversified production for more resilient production systems.
- Increase in agricultural productivity; increased yields (x 2 on average, x 5 in certain months)
- Regularity of production and cash flows for farmers as a result of improved techniques
- Increase in farmers' income (up to 2,000 USD per year for a farmer working a full year with us)

The longer term outcomes are:

- Project Alba farmers recognised as GAP standards
- Improved food security of rural households thanks to the diversification of their crops
- Economic development of the rural areas as money spent by the company to purchase harvest goes directly from the company to the farmers with no intermediaries
- Sustainable management of water and soil and improved agriculture practices for better fertility
- Improved resilience to climate change for 100% of our farmers as we introduce and train them on new techniques
- Increased competitiveness of Cambodian farmers in regional markets contributes to the economic growth of the country

## Information needed from external sources

We are open to collaboration and information sharing and are keen to hear learnings and experiences from all organisations working in agriculture. We would like to foster links across the sector.

We are also interested in hearing about funding opportunities, in particular those that will help us scale to reach 10,000 farmers by the end of 2020.

## Potential links

We would like to discuss opportunities for joint marketing approaches, such as branding or behaviour change to promote safe vegetables as we believe a multi-stakeholder approach would benefit the whole industry.

# Swiss Agency for Development and Cooperation (SDC), SNV and Swisscontact

## Cambodia Horticulture Advancing Income and Nutrition (CHAIN)

<b>Implementing agency and project partners</b>	<p>SNV Cambodia is the lead implementing agency in consortium with Swisscontact.</p> <p>Project partners GDA, PDAFF, PDoWA, and local NGO's (KBA, RCEDO, NTFP, CRDT, KAFDOC)</p> <p>Partnership with World Vegetable Centre and private sector market actors (EWSF, AGID, HLM, EAC, Sokaphol, KFP)</p>
<b>Funding body</b>	Swiss Agency for Development and Cooperation (SDC)
<b>Start date and duration</b>	December 2014 - November 2017 (first phase of an eight-year project)
<b>Operational location(s)</b>	Cambodia (Oddar Meanchey, Preah Vihear, Stung Treng, Kratie)
<b>Contact details</b>	<p>Mrs Marieke van Schie</p> <p>Address: Premier Office Centre, #184, Street 217 (Monireth), P.O. Box 2590, Phnom Penh</p> <p>Email: <a href="mailto:mvanschie@snv.org">mvanschie@snv.org</a></p> <p>Website: <a href="http://www.snv.org/project/cambodia-horticulture-advancing-income-and-nutrition-chain">http://www.snv.org/project/cambodia-horticulture-advancing-income-and-nutrition-chain</a></p>

<b>Overview</b>
<p>The SDC Cambodia Horticulture Advancing Income and Nutrition (CHAIN) project overall objective is to increase the income and food security of smallholder farmers (including ethnic majorities) in targeted rural areas of Cambodia. With a specific focus on the development of the vegetable sector in the target provinces, CHAIN tackles market system constraints; improving the gender responsive and inclusive service delivery to poor farmers households and assisting female and male farmers and processors (including ethnic minorities, where present) to increase their sustainable vegetable production, and market opportunities.</p> <p>The Project intervention strategies concentrate on the necessary sustainable systemic changes, reinforced with the relevant private sector services and products, and through strengthening farmers' groups for collective action. CHAIN facilitates public-private partnerships (PPP) between the local public sector (PDAFF and PDOWA), private sector companies, and local input suppliers and traders. Central to CHAIN's approach is building the capacities of partners and farmers groups to improve the safe vegetable production capacity of by smallholder farmers. Additionally, the project facilitates linkages between market actors to strengthen local markets with improved access to safe, local vegetables.</p> <p><b>Focus topics:</b> Facilitation of public-private partnerships, stakeholder collaboration for improved gender responsive service delivery for introduction of adequate technologies and market development.</p>

## Objectives

The overall goal of CHAIN is to increase the income and food security of smallholder farmers in the targeted rural areas of Cambodia; to facilitate sustainable income growth to 5,000 homestead farmers, 1,000 commercial farmers and 200 processors (overall 90% female, 10% ethnic minorities) and improved household food security and nutrition for 24,000 people by end Phase I (2014-2017).

## What we do and outputs

- Work with 303 farmer groups on homestead, semi-commercial, and commercial production to increase diversity in production and productivity by adapting improved technologies
- Implement 3 type home garden models with integrated behavior change campaign on supermom
- Facilitate PPP collaborations between public sector and local private partner companies
- Implement B2B facilitation; business planning for farmer groups based on market assessments and assist them to provide demand-oriented services and facilitate transparent and fair market engagement.
- Public and private sector deliver demand-driven, gender-sensitive, accountable advisory services.
- Introduction of 6 new companies to the provinces, increasing the access to new technologies and improved services by local input dealers
- Work with 10 processor groups on improved processing techniques and market development
- Provided training of trainers to partners on agricultural techniques, service provision, gender & women's economic empowerment (WEE), and business tactics to establish relationships
- Stakeholder collaboration through the 4 provincial trade fairs, MSP and provincial and district dialogues.
- IPM and seed variety trials, to introduce adequate technologies for smallholder farmers to the provinces
- Support local trader network to develop the market of local safe vegetables

## Information needed from external sources

- Cooperation and support from MAFF/PDAFF on gender responsive extension services and synergies
- Collection of agricultural data, specifically in CHAIN provinces
- Access to and distribution of market information (safe vegetables); supply, demand and prices
- Collaboration with private companies supplying services, agronomic inputs or technologies
- Collaboration with other initiatives supporting market systems and capacity building to further support farmers and market linkages

### Potential links

- Market development for local safe vegetables within the CHAIN provinces and forward markets
- Collaborate and provide inputs to the development of a Horticulture Policy, and implementation of quality standards (Organic and GAP)
- Market development of adequate BCA products in agriculture
- B2B facilitation for deal making and constrain specific
- Pest and disease management in vegetable production

**Mr Yan Seab** has his farm in Okoki Krom village in Oddar Meanchey, where he is a member of a commercial farmer group and was selected to demonstrate new agricultural techniques to other farmers. After starting to work with CHAIN, he can now earn 10 million Riel (2,500 USD) in three months from vegetable production, which includes wax gourd, bitter gourd, yard long bean, tomato and cucumber. Mr Seab usually sells his vegetables to Ms Srey Lon, a trader at Anlong Veng market who works with CHAIN.



## World Vision

### Cambodia Sustainable Business Development (CSBD)

<b>Implementing agency and project partners</b>	<ul style="list-style-type: none"><li>• World Vision International – Cambodia</li><li>• World Vision Australia</li><li>• MAFF/PDoAFF, MoC</li><li>• Agriculture Cooperative (AC), Agriculture Cooperative Network (ACN), Agriculture Cooperative Union (ACU)</li><li>• NGO partners and private sector/company.</li></ul>
<b>Funding body</b>	Grant funding named ANCP through DFAT of Australia government & PNS fund
<b>Start date and duration</b>	<ul style="list-style-type: none"><li>• First started April 2014 - June 2016 implemented in 09 targeted provinces such as Phnom Penh, Kandal Takeo, Kampong Chhnang, Kampong Thom, Preah Vihear, Siem Reap, Banteay Meanchey and Battambang provinces</li><li>• After re-design: Implementing from July 2016 onward, the target area has reduced from 09 provinces to only 03 provinces such as Kandal, Kampong Thom and Preah Vihear Provinces.</li></ul>
<b>Operational location(s)</b>	Currently, project has operated in 03 provinces of Kandal, Kampong Thom and Preah Vihear Provinces.
<b>Contact details</b>	Email: <a href="mailto:you_malen@wvi.org">you_malen@wvi.org</a> Phone: (855)12 682 936; (855) 98 777 434

#### Overview

Cambodia Sustainable Business Development (CSBD) has operated in response to some issues being addressed from an evaluation of a previous project named Agriculture Cooperative for Sustainable Community Economic Development (ACSCED). Those issues as shown below:

1. High levels of rural poverty: In 2012, an estimated 17.5% of the approx. 15 million population were classified as poor with over half of the population (8.1 million) classified as 'near poor'. 90% of poor people live in Cambodia's countryside.
2. Lack of trust and social capital in rural communities: Cambodia's Agricultural Cooperatives (ACs) aim to provide cooperative and credit services and have clear structure for trust and social capital between the rural farmers. The government of Cambodia strongly supports the development of ACs, with a 'Royal Decree on the establishment and function of agricultural cooperatives in Cambodia' passed in 2001.
3. Low agricultural productivity: Many farmers in the Cambodian countryside still practice subsistence farming, or they only produce enough for their families' consumption. Without the right technical skills and knowledge, farmers are often only able to produce low yields of agricultural crops, leading to low incomes.

4. Poor connections to markets: Many farmers in the Cambodian countryside have limited understanding of agricultural markets. This often leads to farmers growing agricultural products which are not in demand. It also has limited relationships with key market actors, such as buyers and input suppliers.
5. Lack of financial literacy and business knowledge and skills: Having practiced subsistence farming for many generations, many farmers lack basic financial and business skills and knowledge to be able to generate profits from their agricultural activities.
6. Lack of access to capital: Finally, many farmers do not have the access to capital required to be able to purchase key assets, inputs and other resources (e.g. family pond required for accessing water) to be able to increase their productivity and profits.

Anyway, the project beneficiaries are communities in Cambodia's rural areas, and are farmer members of agricultural cooperatives (ACs). It is expected that the households or family members of the ACs will indirectly benefit from the project. About 85% the population have not attained a high school level education, with 25% being illiterate, and 8% having never attended school.

The project's Baseline Survey found at the start that 68% of the households were engaged in rice farming as main income source, followed by waged labour, which provided a monthly wage. The annual net income was average 2,764 USD per household, but it was only 1,965 USD for poorer households. About 48% of the surveyed households were living with a net income over 1 USD per day per capita.

The project targeted smallholder subsistence farmers, with average cultivating land of 0.43 hectares. The baseline recorded 80% households owned land for agricultural production, whilst around 20% were landless households. Further, 82% households reported having some debt 24% and 20% respectively of the poorest households and female headed households had taken at least one loan from several sources in the 3 years prior to the survey.

The average household size of the survey was 5 members, of whom around 50% are female. This figure is larger than the average national household size of 4.7<sup>1</sup> members per household. Migration issues was a prevalent issue for many households with one third of surveyed households (31%) reporting having migrant family members, with an average of 2 members having migrated for work.

## Objectives

1. World Vision's Cambodia Sustainable Business Development (CSBD) project aims to empower poor and vulnerable rural families to increase their livelihoods by improving farmers' connections and skills to operate in agricultural markets
2. The project seeks to address the challenge of rural farmers continuing to practice subsistence farming in isolation of agricultural markets, growing crops that are not in market demand, with low yield outcomes

## Outputs

The Cambodia Sustainable Business Development (CSBD) project's goal states that AC members from 168 agriculture cooperatives (AC) have improved livelihood for well-being of their children in nine target provinces by 2019. The project supported by the Australian Government which will benefit to 97,812 people through supporting steering committees from 134 ACs to have strong leadership and profitable business, and to enable their business environment in 9 provinces and one city in 2016 -19.

<sup>1</sup>NIS (2009) General Population Census of Cambodia 2008.



The project worked closely with Provincial Department of Agriculture, Forestry and Fishery (PDoAFF), and relevant partners to strengthen good governance and leadership among AC steering committees. Through AC annual report, there were 23 ACs reached to mature stage among total 134 ACs, 81 ACs fully applied bookkeeping introduced by Ministry of Agriculture Forestry and Fishery (MAFF), 63 ACs applied up-to-date business plan, 82 ACs steering committees applied 75% of their roles and responsibilities, and 95 ACs steering committees had strong leadership (in term of business ideas, commitment and engagement of member participation). The project mid-term evaluation reported that 65% of sampled households had high to very high trust with its AC steering committees due to their good performance in their AC's work.

To enable AC to be profitable, the project had worked with PDoAFF, NGO partners, and business partners to strengthen/coach to AC steering committees' capacity on business management and agricultural techniques. The AC's report indicated that 989 AC members had participated in technical trainings such as business plan, agriculture techniques etc. After training, the impacts showed: 265 AC poor members adopted agriculture techniques to scale up productivity, 723 of poor AC members became savers and obtained loan from ACs to improve family's business. Moreover, based on mid-term evaluation report showed 60% of AC members (including 54% of poor AC members) increased household income compared to last report period, 45% of sampled AC members also increased income at least 30%.

The project also cooperated with partners to maintain/establish some AC network/Union as well as equip their capacity on business plan development and contract farming. The project also facilitated business dialogues to connect with private sectors about business linkage. Based on annual assessment with 720 AC steering committees from 134 ACs indicated that 112 ACs registered as member of AC unions and/or networks and 69 ACs increased annual net profit from multi-business which facilitated by ACN and ACU. In addition, 24 business dialogues were conducted to solve the business issues and 4 AC networks had been established and signed business contracts with private companies, in the details below:

1. AC network at Kampong Thom province: an AC network of 03 ACs had signed contract with Rice Seed Station in Kampong Thom province to supply 10 tonnes of Romdoul rice seed (fragrant rice) and the selling price was 3,200 Riels (0.80 USD)/kg while ACs actually produced 50 tonnes of seed rice and they sold the rest to local traders in district only 1,600 Riels (0.40 USD)/kg;
2. AC Network at Kampong Speu province (Phnom Srouch): 04 ACs had agreed with Bayon Heritage Company to buying/supplying around 25 metric tonnes of organic fertilizer for 04 months in 2016. Through this contract, AC members were able to buy organic fertilisers cheaper than market price about 5,000 Riels (1.25 USD)/50 kg. For this 04 months, the AC was able to earn about 700 USD;
3. AC network at Takeo province: 22 ACs at Takeo signed contracts with CEDAC on organic vegetable production to supply the Phnom Penh vegetable market. Through the contact, their ACs had more opportunity in expanding their market and partners, especially generating more income through growing organic vegetables which is normally more expensive than GAP or conventionally produced vegetables; and
4. AC Union at Preah Vihear province: 17 ACs had signed contract with AMRU company through 03 different channels namely ACU, Agro-Angkor and Signature of Asia companies with estimated 10,000 tonnes of organic rice, but actually only 8,965 metric tonnes of rice were sold to the company due to irregular weather issue which affected their organic rice productivity. Producers also appreciated to ACU for this coordination because even though the market price of organic rice declined, the contracting producers were still paid a higher price.

### Information needed from external sources and potential links

The project team are interested to work with people/projects that have experience in developing and trialing on-farm innovations for wet season vegetable production and on-farm and supply-chain innovations for improved food safety, including GAP and Organic practices. We are collecting valuable information used to characterize the nature of marketing systems from the farm-gate to the wholesale level. We are looking for opportunities to collaborate with smallholders and buyers in big market of Phnom Penh and also supermarkets and restaurants in terms of contract farming to meet heterogeneous consumer demands. Further, the project is particularly interested in forming produce group among cooperative members who have the same products for promoting collective sell and buy.







## វេទិកាស្តីពីដំណាំបន្លែ កម្ពុជា ២០១៧ Cambodian Vegetable Forum 2017

ការជំរុញនិងលើកកម្ពស់  
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Fostering a Safe  
and Sustainable  
Vegetable Sector

