

# Regional Knowledge Sharing & Learning Workshop

SYNTHESIS

## *Sustainable Agri-Enterprises Models and Strategies for Services to Members*

### EXISTING SERVICES

#### **Financing**

- ✓ Indirect: Technical Support, Feasibility Study, Linkaging
- ✓ Direct: Savings & Loan, Commodity Loan

#### **Marketing**

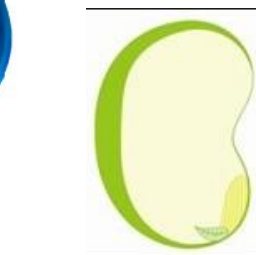
- ✓ Price Negotiation
- ✓ Contract Management
- ✓ Members as Market & Suppliers



Theme 1. Technical/Business Development Services



Theme 2. Financing Services



Theme 3. Marketing Services



### EXISTING SERVICES

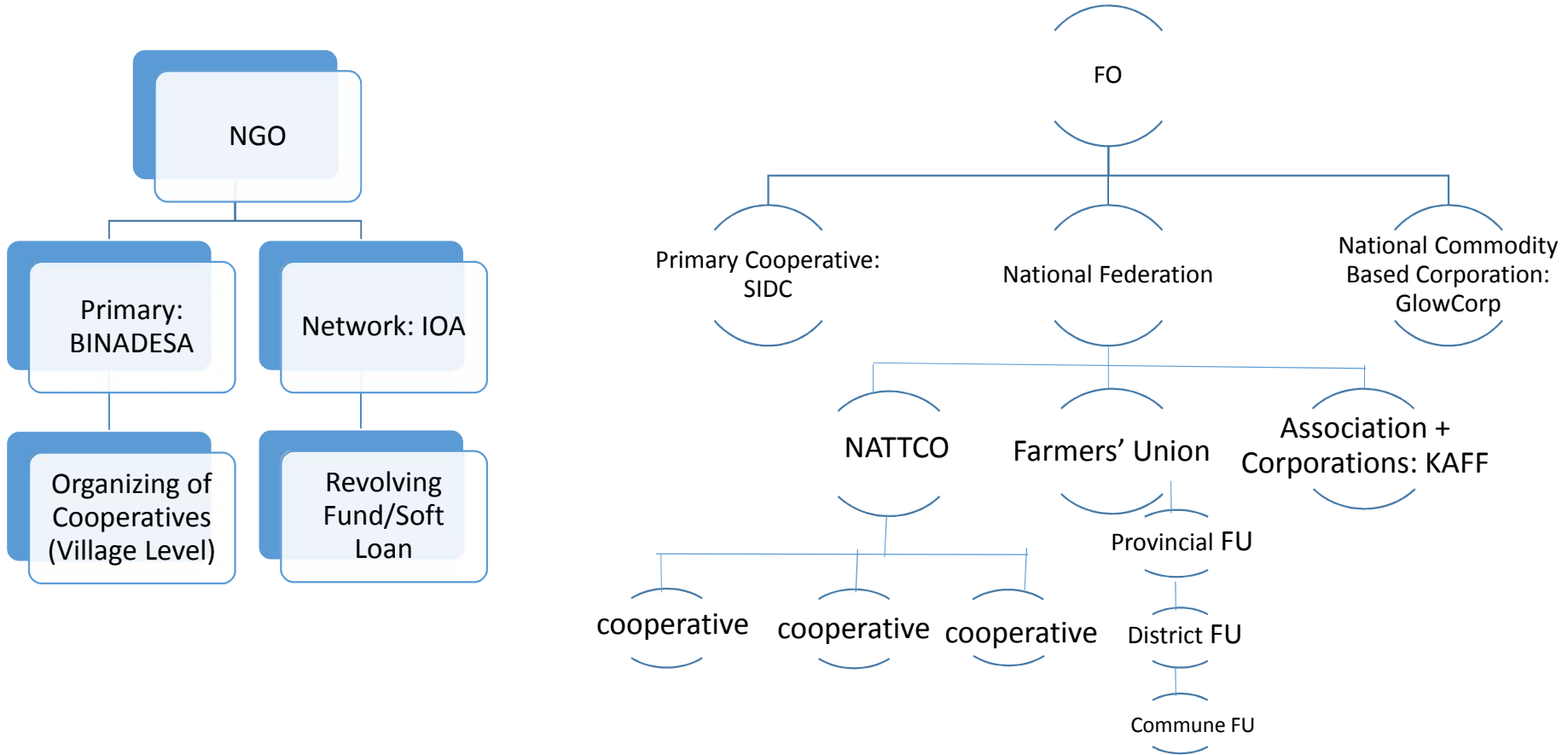
#### **Technical**

- ✓ Training
- ✓ Exposure Program
- ✓ Feasibility Studies
- ✓ Business Planning
- ✓ System Installation
- ✓ Mobilize government support
- ✓ Assistance in licensing/registration





## Different forms of organizations, different forms of services, common mission: service



## Other Services

Technical	Financing	Marketing
<p>Mindset shift/awareness raising (e.g., go organic)</p> <ul style="list-style-type: none"> <li>- Social media</li> <li>- Mass media (broadcast telecast)</li> </ul> <p>Pool of experts on specific subject matter</p> <ul style="list-style-type: none"> <li>- Directory of experts</li> <li>- Mechanisms for engaging experts</li> </ul> <p>Provide enabling environment/capacity building: legal personality</p>	<p>Cooperative Bank</p> <p>Risk mitigation: insurance</p> <p>Access to financing from government and institutions through linkaging</p> <p>Provide enabling environment: tax exemption for cooperatives, soft interest rates, etc.</p>	<p>Member-driven, need-based enterprises (e.g. SIDC feed mill)</p> <p>Provide enabling environment: price negotiation, trade policy, etc.</p>

# Ways Forward

- Meetings to share lessons here to key leaders
- Form pool of experts
- Link all cooperatives for comprehensive services: production inputs and marketing
- Exchange of information and good practices
- Organize study tours and exchange visits

# Support from AFA

- Capacity building: training of experts to train farmers
- Coordinate study tours/exchange visits