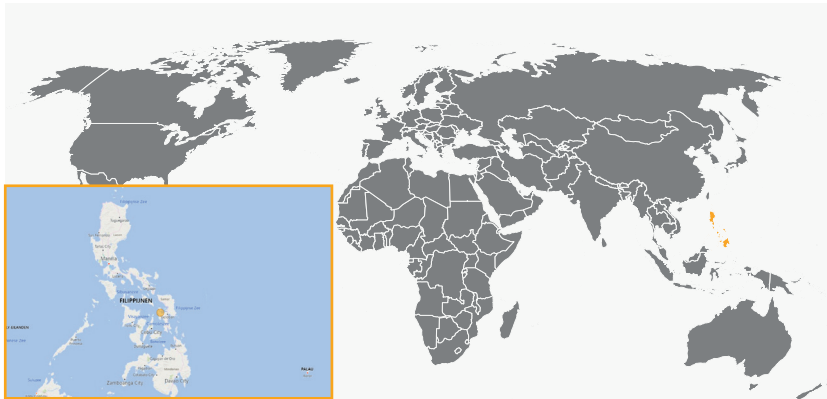


PHILIPPINES

FATIMA MULTI-PURPOSE COOPERATIVE



BHAG: Maintain and sustain the position as the main consolidator of cassava in the region



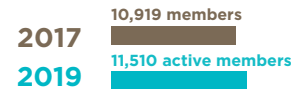
FARMER BUSINESS LOBBY SERVICES



Outcome

2017-2019

BENEFITING FARMERS



TOTAL REVENUE



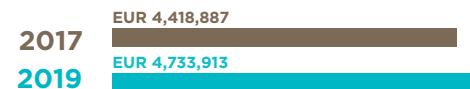
MOBILISED LOANS

2018 Financial institution Landbank, purpose working capital based on business plan, total amount EUR 1,667,000 attribution of Agriterra EUR 500,100

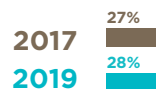
EQUITY



TOTAL ASSETS COOPERATIVE



RATIO EQUITY / TOTAL ASSETS (%)



Name: Fatima Multi-Purpose Cooperative

Year of establishment: 1996

Commodities: cassava

Processing factory: no, although they do some post harvest processing that includes the chipping and drying of fresh cassava tubers

Start Agriterra: 2018

Core business:

Savings/Credit but the Agribusiness is catching up. Agribusiness is the procurement/consolidation of dried cassava for sale to feed millers.



“What Agriterra wants – Agriterra Gets”. When asked to explain what Chairperson Albeos meant, it was more like “What Agriterra Sets, Agriterra Gets it done”. Agriterra keeps its commitments no matter what and delivers on its promise”

Ms Nellen Albeos, Chairperson of the Board

**AGRI
TERRA**

“Nothing compares to a good exchange visit in opening the minds of coop management and board to the potentials or new heights their cooperative can reach”

Rene Guarin, business advisor Agriterra

(after the board and management of Fatima MPC visited two cassava starch factories in Mindanao and thereafter the board declares with confidence their ambition to establish one in their region)



Input Agriterra

2018

Training on Financial Management
Training on Governance
FACT Training
Cross Site visit to cassava starch factories in Mindanao
Facilitated the conduct of Business Planning
Facilitated and supported the Automation of Accounting System of the Agribusiness group



2019

Training on AgriMarketing
Follow-through on Governance training
Learning Exchange in the Netherlands on Modern Cooperative management
Facilitated the conduction of Business Planning for the Agribusiness
Assessment and Development of Sustainable Services
Supported the conduction of market study on Cassava Starch



RESULTS

1 

As a result of the upgrade in the cooperative financial systems, the cooperative can now provide real time status of the business financial performance

2 

With the review of the business model, the cooperative expanded its production sites and currently remains the main consolidator/supplier of cassava chips in the region

3 

Expansion of production areas from 100 hectares in 2018 to almost 200 hectares in 2019



Advice



Training



Exchange

GOALS FATIMA MPC:

To expand its cassava production and saturate the market of San Miguel

To give loans to young enterprising farmers of the farmer associations and purchase a tractor which can work on the fields of other farmers as well

To establish its own processing plant and process its own food grade cassava starch

To diversify into other products like yam for Unilever's Selecta ice cream, and bioethanol for fuel



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