



## Internship KPSP Saluyu 1, West Java Indonesia

**Title:** Increasing membership commitment, improving membership registration and database at a dairy cooperative

**Client:** KPSP Saluyu, West Java Indonesia

**Period:** Starting in August 2017

**Duration:** 12 to 20 weeks

### Assignment

KPSP Saluyu is a dairy farmers cooperative located in Kuningan, West Java with approximately 300 members. Saluyu's mission is to purchase cow milk from its members and deliver them to milk processing factories. While Saluyu is relatively small in size compared to Agriterra's other dairy cooperative clients in Indonesia, it has shown a lot of enthusiasm and openness to new ideas which resulted in a lot of positive changes including a doubling of its milk production in 2016.

Despite this positive attitude there are still several challenges that need to be addressed. One of Saluyu's biggest challenge at the moment is its lack of membership commitment. Before becoming an independent cooperative as it is now, Saluyu used to be part of much larger dairy cooperative in West Java called Dewi Sri. However, poor governance and financial mismanagement caused Dewi Sri to collapse and split into several smaller cooperatives. This business collapse has caused many farmers to lose trust and commitment to the cooperative. While Saluyu is slowly making positive gains, members still lack commitment and at certain times still sell their milk to other buyers outside the cooperative who can provide them with a better price.

In October 2016 Saluyu participated at a governance training where their board, supervisors and management learned cooperative governance principles. A representative of Saluyu's board also participated at a Young Farmer exchange visit to the Netherlands. The lessons learned at these two activities have resulted in Saluyu wanting to take practical steps to improve its membership commitment and to create a membership database which will provide them with a real and accurate picture of its current membership situation.

### We are looking for

We are looking for a well-motivated Dutch/Dutch-based student from an agricultural university/technical college who is interested in working to create a membership database at a dairy cooperative. The characteristics we look for are as follows: good communication and writing skills, adventurous, discipline, precise, independent, fluency in English, result-driven and willingness to work/live in Kuningan, West Java for several months and is prepared to work directly with dairy farmers. Experience in setting up databases / computer knowledge on MS Access is a requirement.

### Objectives

1. Create a membership database;
2. Assists staff in operating membership database;
3. Increase membership commitment/engagement;
4. Create a regular communication channel between Saluyu and its members;
5. Explore possibilities of youth involvement at cooperative.



## **Application**

Send your CV and a motivation letter to the Agriterra office at [vacature@agriterra.org](mailto:vacature@agriterra.org) before 3 March with reference to "Assignment Indonesia-KPSP Saluyu 1".

Prior to the internship the candidate is expected to take part in an introduction workshop.

## **About Agriterra**

Agriterra is an agri-agency founded and steered by the farmers' organisations and agricultural cooperatives in the Netherlands. Its mandate is to strengthen producers' organisations and cooperatives worldwide. For farmer-led business initiatives, Agriterra specifically supports business development services in the pre-investment phase such as feasibility studies, market surveys, business planning and capacity building components. In addition Agriterra provides:

- Brokerage services to link farmer-led business development initiatives with investors, banks and other primary and supportive stakeholders in the value chain.
- Advisory services often employing Agripool advisors: experts stemming from co-operative and private agribusiness companies from the Netherlands and beyond with a specific thematic or sector expertise.