



INTERNATIONAL COOPERATIVE ALLIANCE
REGIONAL OFFICE FOR ASIA AND THE PACIFIC (ICA ROAP)

R E P O R T
OF THE
PROJECT APPRAISAL SESSION
FOR
PROJECTS PREPARED BY PARTICIPANTS OF
ICA/JAPAN MANAGEMENT TRAINING COURSES FOR AGRICULTURAL COOPERATIVES
IN ASIA

Venue : ROYAL HOTEL, BANGKOK. THAILAND

Dates : 25 - 27 February 1991

ICA/JAPAN MANAGEMENT TRAINING PROJECT FOR ASIA
PROJECT APPRAISAL SESSION,
BANGKOK, THAILAND.

FEBRUARY 25-27, 1991

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ICA PROJECT APPRAISAL SESSION
FOR
AGRICULTURAL COOPERATIVE DEVELOPMENT PROJECTS IN ASIA

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R E P O R T

1. BACKGROUND:

The launching of the ICA Management Training Project for Agricultural Cooperatives in Asia was the result of successful negotiations between the Central Union of Agricultural Cooperatives of Japan (CUAC) and the Ministry of Agriculture, Forestry and Fisheries (MAFF) of the Government of Japan on the need for strengthening agricultural cooperative activities in the Asian Region through new approaches in training and management practices. ICA was chosen as the most suitable international organisation for bringing about these changes in cooperative functioning.

- 1.1 Following an agreement between the International Cooperative Alliance and the Government of Japan, the ICA/Japan Management Training Project for Agricultural Cooperatives was launched on July 1, 1986. During these years, the Project has ushered in an era of international collaboration between a donor government and a non-governmental international organisation (NGO). The activities during the five years of this collaboration not only aimed at translating the main objectives of the Project into meaningful and result-oriented management development programmes, but also succeeded in establishing certain norms for future activities on similar lines. The

Project also symbolises the active and positive role played by the ICA member organisation in Japan, the Central Union of Agricultural Cooperatives (CUAC) in facilitating the funding of this activity by the Government.

2. Project Objectives:

2.1 Development Objective:

The overall objective of the Project is to help strengthen and improve agricultural cooperative performance in the Asia/Pacific Region in order to bring about a qualitative improvement in cooperative services to member farmers at the grass-root level. The overall aim is to help increase member's income, help improve his standard of living and ensure active member participation in agricultural cooperatives.

2.2 Immediate Objectives:

2.2.1 To examine the present organisational structure of agricultural cooperatives in Asia and the Pacific Region and discuss on the basis of results obtained so far the applicability of an integrated cooperative system for a more effective and result oriented development process.

2.2.2 To introduce various forms of improved managerial practices in cooperative functioning supported by backward, forward and horizontal linkages at appropriate levels;

2.2.3 To introduce business planning for value addition through cooperative management with special reference to decisions on location and capacity, budgeting, investment, costing and in evolving pricing policies;

- 2.2.4 To evolve a project-oriented development approach in cooperatives, and introduce methods for project preparation, appraisal, implementation, monitoring and evaluation.
- 2.2.5 To study working of multipurpose, single-purpose and commodity based cooperatives and examine the applicability of their experience in the participating countries;
- 2.2.6 To study various ways of resource mobilisation for cooperative development, and
- 2.2.7 To induct managerial personnel in farm guidance and better living activities for cooperative member farmers in order to increase farm productivity and ensure their welfare and greater participation in cooperative activity.

3. The First Five Years of Phase One of the Project:

- 3.1 Beginning on July 1, 1986, the ICA Management Training Project for Agricultural Cooperatives in Asia has almost completed the five years of its activities and on June 30, 1991, the first phase of the Project will come to a close. During the span of five years viz. 1986-87, 1987-88, 1988-89, 1989-90 and 1990-91, the Project has introduced in the Region a significant change in the training concept for managerial personnel and has established a meaningful linkage between the training activities and the development initiatives in a very concrete form at the grass-root level.

3.2 During the five years, the Project has trained seventy-five managerial personnel working in middle level to senior level positions in agricultural cooperatives or in other apex level organisations. In exceptional cases, officials working with government departments or agencies closely associated with planning for cooperatives or cooperative development were accepted for the training course. By and large majority of the candidates had a direct relationship with activities aimed at serving the farmer members of agricultural cooperatives. And most of the candidates had already received in their home countries the basic training related to the managerial and financial aspects of their agricultural cooperatives. Only a very small number of these candidates had the opportunity earlier to study or observe cooperative activities outside their national boundaries.

4. Home Country Assignments and Projects:

4.1 One of the most important components of the training programme which emerged as a major factor in determining the level of impact of the training proved to be the Home Country Assignments undertaken by the participants of all the five courses. During these assignments all the participants prepared cooperative development projects most suitable to their areas and based on locally grown commodities.

4.2 During the annual appraisal sessions of these projects, it was soon discovered that almost all the participants had prepared their projects with utmost care and with the seriousness and expertise generally expected of a specialist in the field. And when some of these projects were selected for implementation with

equal seriousness, the value of these projects for the development of cooperative activities in the region was recognised by all concerned with such development.

- 4.3 A survey of the project situation in late 1990 resulted in the flow of considerable feedback in the ICA Regional Office. The picture which emerged after analysing this information was that of an optimistic trend indicating the determination of the past participants and their organisations to pursue project implementation in order to bring added value to primary produce and to ensure better services to farm households in their respective countries.

5. Collective Appraisal:

- 5.1 Recognising the need for further strengthening the efforts needed for project implementation and also realising the importance of bringing them to the notice of United Nations and its Specialised Agencies as well as government aid giving organisations in different countries, the ICA Regional Office decided to organise in Bangkok, during February 1991, a Project Appraisal Session in which representatives of the agencies mentioned above were invited to attend as also other organisations interested in such projects. The exercise of holding the Project Appraisal Session in Bangkok proved to be of great value in bringing all these projects to the notice of the participating agencies and organisations. The confidence generated in the ICA and among participants and their organisations has been further strengthened and it is hoped that many of the projects will succeed in getting support from funding agencies both from within the respective countries and abroad.

ICA PROJECT APPRAISAL SESSION,

6. Inauguration:

6.1 A three day Project Appraisal Session to appraise all the 74 projects prepared by 75 participants of the five ICA/Japan Management Training Courses held so far was held in Bangkok, Thailand, from 25th to 27th February 1991. The main objective of the Appraisal Session was to invite representatives of the United Nations, some of its Specialised Agencies, national agencies providing assistance for such projects and other organisations interested in providing aid to developing countries.

6.2.1 The Project Appraisal Session was held at the Royal Hotel in Bangkok. It was attended by representatives from the UN Food and Agriculture Organisation (FAO), the UN International Labour Organisation (ILO), the United Nations Economic and Social Council for Asia and the Pacific (UN ESCAP), the Swedish International Development Authority (SIDA), the Finnish International Development Authority (FINNIDA), the Danish International Development Authority (DANIDA), the Agricultural Cooperative Development International (ACDI), the Friedrich Ebert Stiftung (FES), the Cooperative Promotion Department (CPD) of the Royal Government of Thailand, the Cooperative League of Thailand (CLT), the Indian Institute of Management at Ahmedabad (IIMA) and the International Cooperative Alliance, Regional Office for Asia and the Pacific.

6.2.2 The Project Appraisal Session was formally inaugurated by Mr Vanich Varikul, Deputy Permanent Secretary in the Ministry of Agriculture and Cooperatives of the Royal Government of Thailand. The inaugural meeting was chaired by Mr Norong Marukatut, Director of the Cooperative League of Thailand. The inaugural session was also addressed by Mr M.V. Madane, Project Director and Mr Karl Fogelstrom, ICA ROAP Senior Development

- Adviser.

- 6.2.3 Inaugurating the Session, Mr Vanich Varikul, congratulated the ICA for successful completion of the five training courses and preparation of 74 projects by the course participants. He appreciated the assistance to ICA by Government of Japan through the Ministry of Agriculture, Forestry and Fisheries (MAFF) and for providing an opportunity for young managers of agricultural cooperatives from the developing countries to get training in modern management techniques. He stressed the need for clear and convincing preparation and presentation of projects as an important element in obtaining external support. It is worth paying attention to the requirements of the donor agencies concerned, he added. He wished well for the projects prepared by the participants in the ensuing appraisal session.
- 6.2.4 Mr Norong Marukatut, Director of the Cooperative League of Thailand, welcomed the representatives from different UN Agencies and donor organisations and course participants to the Appraisal Session in Bangkok and appreciated the long-standing collaboration between the ICA and the CLT in conducting this programme.
- 6.2.5 Addressing the Session, Mr M.V.Madane, ICA Project Director, thanked the Chief Guest and the Director, CLT, for agreeing to attend the inaugural session. He stressed the importance of preparation of projects by participants during their home country assignments and added that all the projects prepared so far have not been mere academic exercises and that about ten projects out of the 59 prepared upto the fourth course, have been under different stages of implementation. Many other projects are awaiting approval from concerned authorities. He said a few projects may be abandoned without implementation due to various constraints.

He thanked the representatives of UN Agencies and government aid-giving agencies and organisations present at the Appraisal Session by responding to the invitation of the International Cooperative Alliance and hoped that they will find some of the projects interesting and worthy of consideration for assistance.

Mr Madane further added that by implementing the projects the participating countries are trying to achieve the ultimate objective of the training programme, i.e. to assist the member farmer at the grass root level to increase his income. He said this will bring a lasting impact on the lives of the member farmers who form the core of the cooperative movements in the Asian countries.

6.2.6 Mr Karl Fogelstrom, Senior Development Adviser of the ICA ROAP, New Delhi, proposed a vote of thanks.

6.2.7 The working sessions of the meeting started with opening statements by representatives of organisations attending the Session followed by presentation of project profiles by fifth year course participants of the participating countries.

7. BANGLADESH:

7.1 The following project proposals were presented by Mr Mohd Nurul Hoque, participant to the fifth training course.

Project No. 1: Integrated Rural Development Project

Project No. 2: Coop Rice Mill Project.

Project No. 3: Coop Tobacco Project.

Project No. 4: Coop Poultry Project.

He presented the main features of the four projects prepared so far by the course participants.

None of the three earlier projects prepared by the participants have been implemented so far because of

financial constraints. The Cooperative Bank of Bangladesh is unable to fulfil the basic requirements of production loans and hence it would be very difficult for the Bank to extend long-term investment oriented loans and assistance which are essential for project implementation. He was of the opinion that unless financial support from external sources is made available, the project implementation may be delayed for a long time. The projects also need technical assistance for updating and preparing proper feasibility studies prior to their implementation. He added that the projects are viable and will immensely help the farmers when implemented.

- 7.2 Mr Sapukotana of UN ESCAP emphasised the need of preparing and presenting the projects in very specific terms to convince the bankers regarding the repaying capacity of the concerned projects. Project documents should be modified to meet the requirements of bankers.
- 7.3 Mr Mogensen of ILO said that the ILO had carried out two consultations on government policies in this respect and assistance from donors for consultancy and feasibility assessments may be possible. The national movement should take initiative to implement the projects in collaboration and consultation with UNDP, Bangladesh.
- 7.4 The representative from SIDA said that Bangladesh is one of the five priority countries in Asia for SIDA assistance, the others being India, Sri Lanka, Laos and Vietnam. SIDA has a few bilateral assistance programmes on-going in Bangladesh and the participants through their national organisations could approach SIDA missions to explore possibilities for securing needed assistance.

8.1 The Project proposals were presented by Mr Rong Jun, participant to the fifth course. So far ten projects have been prepared by the participants from China including the two presented by the 5th course participants. Out of the eight earlier projects presented, three projects are in different stages of operation. Two projects have been abandoned due to various reasons. The other three projects are in the pipeline awaiting approval. While funding of some of the projects in the initial stages may not be a problem for the Chinese cooperatives, expansion of present capacity can be facilitated only by getting external assistance. The project personnel need assistance for training in the application of modern technology. Joint ventures with cooperatives for project implementation would also be welcome.

8.2 The participant reported the present position of the various projects as follows:

Project No.1: Fruit Processing Plant: Project not being pursued due to non-availability of funds for plant and machinery.

Project No.2: The project was implemented and duck raising farmers had considerably increased their income. However, the Project has become unworkable as the lake intended for duck breeding is now being used for developing tourist industry. The project is still needed for the area.

Project No.3 : Poultry project has been implemented with local technical know how and financial assistance. The

rapid increase in project activity has created demand for poultry feed. Hence, another project has been prepared by fifth course participant for production of such feed.

Project No.4: Xianggu Mushroom : The Project is in operation for last three years and a small quantity has been marketed in domestic markets and the rest exported to Japan. Expansion will depend upon external assistance.

Project No. 5 : Strawberry Processing Project: The project is not yet implemented. External assistance needed for project feasibility study and assessment of demand in the export market .

Project No. 6: Cold Storage Plant: The project is not yet implemented. Technical assistance and funding from local agencies is not likely to materialise for a long time and external assistance will expedite implementation of the project.

Project No. 7: Beijing English Duck Breeding Project: Project implementation already started. Civil engineering works including sheds for breeding duck at a cost of Yuan 6.2 million erected. Parent stock of ducks has already arrived and project is being implemented. Further expansion of project with external assistance is possible.

Project No. 8: Development of Rush mat Project: Not yet implemented.

8.3. Mr Karl Fogelstrom observed that these projects have been prepared by the participants with a thorough approach to the problems being faced by the farmers in their respective regions. The projects will bring added value to farmers produce and help in increasing their

income. This approach has been found very successful in Nordic countries. Export opportunities though small in quantity should not be lost sight of and will help in the long run. Marketing assistance for exportable commodities may be needed by some of the projects. He added that during his recent visit to China, he was impressed by some of the agro-processing units owned and operated by cooperatives.

8.4 The representative of ESCAP said that 74 projects prepared in five training courses is a very good number and is an indication of the practical approach of the training programme. "ICA should be proud of such initiative for this kind of approach in training" he said. Joint ventures between cooperatives and others as suggested will help bring advanced level management inputs to cooperatives to develop project related sectors. Success stories of some of the projects being implemented and the new approach being attempted by the ICA in this training programme should be publicised to bring them to the notice of others for information and duplication. This concept should be made known to others. Projects should be presented in acceptable forms for easy understanding of donors. ICA should request its members and cooperative departments to help implement the projects.

8.5 Mr Madane informed the session that the ICA is already getting very valuable support from its member organisations in implementing the projects. Cooperative departments like the CPD in Thailand are trying to implement some of the projects with funds from domestic sources. Many of the projects are rural based and simple in nature and do not require large investments. Donor organisations and agencies could assist projects especially those with export potential.

8.6 Prof. Gaikwad said that the project documents have been prepared and presented by the participants in proper manner at the appraisal session held earlier. The presentations of profiles in the Session are somewhat in a summary form and have been prepared for highlighting important components keeping the bankers requirements in mind. The projects need acceptance by their cooperative leaders and once accepted, special aspects and requirements from bankers point of view could be added. There was a need among the member movements to initiate training programmes in their respective countries to prepare more number of such projects. This is essential as the mortality rate among similar projects is quite high and the movements need more projects to meet this eventuality. Information sharing on this concept is needed and special audio-visual training programmes should be prepared for the spread of this training concept. The success of sugar cooperatives in India is a clear model for proper publicity of the approach.

8.7 Mr Madane informed the session that country programmes for development of this approach had been planned and implementation of such programmes will depend on availability of necessary funds.

9 INDIA:

9.1 The projects were introduced by Messrs Ziley Singh and Raj Pal Gaba, participants to the fifth course. A total of 12 projects have been prepared by the five training course participants from India. Out of the 10 projects prepared upto the fourth year, two projects are in operation and two are in the initial stages of implementation. One project has been abandoned and another one has to be modified due to change in government policy on procurement of paddy. Action is being taken on the implementation of other projects. The participant from India while presenting the projects to the Appraisal Session said the government policy of reserving new agro-processing units for the cooperative sector has encouraged implementation of some of these projects. With the strong cooperative lobby within the Indian Parliament it is possible to safeguard the cooperative interests. The participant requested external assistance for training of managerial and technical personnel which he felt will help implement some of the projects.

9.2 Present position of project implementation is as follows:

Project No. 1 : Orange Development Project: The Project implementation is not yet started. Efforts are being made to obtain land for the project. Revised estimates are being prepared periodically to test its viability.

Project No.2 : Project for Potato Marketing: The Project was abandoned due to lack of organisational support.

Project No. 3: Integrated Paddy Cooperative: The project is no more a workable proposition due to change in government policy on paddy procurement. Alternative project on fruit and vegetable production and processing is being contemplated.

Project No. 4 : Production and Marketing of Oranges: The project has not yet started fully as the apex body, the State Cooperative Marketing Federation, has not yet come forward to market oranges. Primaries are marketing oranges through traditional private exporters to the terminal market in Calcutta. Since the project is located in a deep mountainous area, technical assistance for preparing feasibility study of the project would be beneficial.

Project No. 5 : Potato Marketing and Processing : The project has not yet started. External assistance for training of project staff needed.

Project No. 6: Sheep and Wool Marketing Project: The project is under implementation. Eight primary collection centres for wool and on foot animals have already collected 350 qts. of raw wool from 400 members. The Cooperative Tribal Area Development Federation has provided initial financial support and working capital. Presently forward linkages are being strengthened

Project No.7: Mango Fruit Processing Project: The project is not yet implemented. The participant concerned has been transferred several times and is unable to devote much attention. External assistance is needed for project feasibility study.

Project No. 8 : Onion Marketing : The project is being implemented. Onion is being marketed by the society and 7.5 million tonnes were marketed during 1990 season. Onion is also sold through National Dairy Development Board's retail outlets in Delhi.

Project No. 9 : Potato Marketing through Integrated Cooperatives: The project implementation process has been initiated. Steps for formation of a new society with framing of model byelaws have been completed and byelaws are awaiting approval by the Registrar.

Project no. 10 : Potato Marketing Project: Discussions have been initiated for formation of a new society and its registration. Assistance for project feasibility study would accelerate project implementation.

- 9.3 The representative from ESCAP felt that some projects based on commodities like onions, potatoes and oranges have not incorporated components for meeting uncertainties like diseases and natural calamities and these risk factors should be taken into consideration. He appreciated the Government of India's policy for giving priority to cooperatives in agro-processing sector and felt that this should be emulated by other countries in the region for faster cooperative development. He also felt that some of the projects have indicated complete dependence on one single organisation, i.e. the NAFED, for marketing its products. Multifarious marketing channels should be explored instead of depending on one channel. Export market for some of the products could also be explored. Cold storage facilities may help in getting better prices to the producers. He suggested that if some projects are found viable, the ICA should enter into a dialogue with the cooperative departments of the countries concerned to ensure implementation of these projects. ICA could also consult ESCAP to help persuade lending agencies to help some of these projects.

10. INDONESIA:

- 10.1 In the absence of any participant from Indonesia, the following three projects prepared by the first and second year course participants were presented by Mr Madane, Project Director.

Project No. 1: Integrated Paddy Processing and Marketing Project.

Project No. 2: Feed Mill Plant Project.

Project No. 3: Feedlot Fattening for Calves Project.

The Indonesian Cooperative Movement has not nominated any participant to the training courses from the third

course onwards. The session noted that except the feed mill project, none of the projects has been implemented so far due to financial and other constraints.

11. KOREA, REPUBLIC OF :

11.1 The projects were introduced by Messrs Shin Kie Yup and Kyu Hyun Lee, participants to the fifth course. So far 10 projects have been prepared by participants of all the five training courses. Out of the 10 projects seven belong to the agricultural and three to the livestock sectors.

11.2 The session noted with satisfaction that out of the earlier eight projects submitted upto the last year, except one all the projects have the possibility of being implemented. The meeting was informed that the implementation of the projects have taken a positive turn with the government's decision to democratise the cooperative movement and allow processing plants like feed mills in the cooperative sector and the decision of the National Agricultural Cooperative Federation of Korea to take up some projects for implementation. The National Livestock Cooperative Federation has also taken steps to implement two projects.

11.3 The present position of project implementation is as follows:

Project No. 1 : Marketing of Chinese Cabbage: Project activity has been going on for some time and scope of project expansion is contemplated with the establishment of a Kimchi processing plant in the nearby areas.

Project No. 2: Integrated Area Development Project: In view of the import liberalisation of beef and other agricultural products into Korea, the implementation of project is no more feasible.

Project No. 3 : Cold Storage Project : Project

implementation process has started. Implementing cooperative is presently raising funds for equity capital. NACF will assist in creating infrastructure for marketing facilities. Project is likely to be implemented in two years.

Project No. 4 : Feed Mill Project: Project implementation process has started. Purchase of land and construction are planned this year and project may be completed in two years time.

Project No. 5 : Kimchi Processing Mill : Project is being implemented. Processing plant with a daily capacity of 10 m/t is being installed and production will commence this year. Out of capital investment of 1780 million won, NACF will provide 5000 million won as short-term loan for working capital requirements.

Project No. 6: Dairy Plant : Project proposal has been modified to create three dairy plants with a total capacity of 300 m/t daily instead of one plant of 60 m/t capacity. Total investment is expected to be to the tune of Won 69.8 billion. NLCF will implement the project.

Project No. 7 : Fruit Processing Plant: One project component implemented viz. strawberry freezing plant with a 237 m/t capacity, finished product worth 214 million won was sold and 52 mill won profit earned. Other components of project will be taken up during coming years.

Project No. 8: Feed Mill Project : Land for the construction of the plant has been purchased and despite steep rise in cost, the NLCF is going ahead with its plans of implementation.

11.4 It was suggested that to expand the capacity of some of these projects, external loans may be needed.

12. MALAYSIA:

12.1 The projects were introduced by Mr Ku Mohd. Rodzi, participant to the fifth course. Malaysian participants have so far presented seven project proposals. Out of the earlier five projects, two projects are in operation and initial action for implementation has been taken in one project. Another project has been approved by the authorities for implementation and is expected to be implemented next year. One project on Mini Oil Palm plantation needs expert feasibility study. Cocoa processing plant which is functional requires some export marketing help from UN or aid organisations to expand the market. One of the problems faced by participants for implementation of their projects, is frequent transfers effected by their organisations making follow up work by the participants rather difficult.

12.2 The present position of project implementation is as follows:

Project No.1: Establishing a Mini-Oil Palm Mill:

Project is not yet implemented. External assistance for project feasibility needed before implementation.

Project No.2 : Cocoa Processing and Marketing:
Processing mill for cocoa has already been set up and a small quantity is being processed. Funds are needed to increase the capacity.

Project No. 3 : Production of Quality Rubber : Project has been approved for implementation with financial grant from RISDA. Operation is expected to start from May 1991.

Project no. 4 : Dairy Development Project :
Implementation process has been initiated. High breed cows have been supplied to the farmers and veterinary and guidance services are being provided. Milk collection centre is yet to be set up.

Project No. 5 : Pepper Processing and Marketing :
Machinery for processing pepper has been purchased and installed. Project activity started on a small scale.

13. PAKISTAN:

13.1 The project proposals were introduced by Mr Islam Madni, participant to the fifth course. The following three project proposals have been submitted by Pakistani participants as there was no participation in the first and second courses from Pakistan.

Project No. 1: Potato Grading Project.

Project No. 2: Orange Processing and Marketing Proejct.

Project No. 3: Cotton Ginning, Pressing and Oil
Extraction Project.

Mr Madni said that the first project on Potato marketing could not be implemented so far as there was a leadership change in the board of the society and the new board is yet to decide on its policy towards the project. The loan requested by the society for implementation of the project earlier has not been sanctioned by the bank. Unfortunately, many of the cooperatives do not enjoy a good reputation with financial institutions and hence it is difficult for them to raise huge funds for investment.

13.2 On the implementation of the second project from Pakistan, the participant informed the session that for implementing the project a new society was to be formed for orange marketing. But between the time of preparation and implementation of the project, competition from well established private enterprises has increased and a huge processing plant for oranges is being set up by a multinational organisation in the project area. In view of this the participant, who had prepared the project, is now thinking of an alternative project on sunflower oil for edible purposes. The concerned authorities have also assured support to the new project because of the positive policy support from the new Government of Pakistan. Presently edible oil is imported in huge quantities into Pakistan and priority may be available for this project. The Mercantile Cooperative Finance Corporation, has agreed to sponsor and finance this

project.

- 13.3 The participant informed the session that his project on cotton ginning, marketing and oil extraction plant has a very good chance of implementation as his organisation, the Pakistan Cooperative Supply Corporation has agreed to sponsor and finance it.

14. PHILIPPINES:

- 14.1 The following project proposals were introduced by Ms Amelita Provide and Ms Edith Susan Valdenz, participants to the fifth course.

Project No.1 : Marketing of Paddy Project

Project No.2: Fishermen's Cooperative Project

Project No.3: Paddy Integrated Services Project.

Project No.4: Corn Production Project

Project No.5: Integrated Extension Project.

Project No.6: Integrated Paddy Processing and Marketing Project.

Project No.7 : Bicol Integrated Coop Farming Project.

A total of nine project proposals have been submitted so far from the Philippines. Out of the earlier seven proposals upto the fourth year, one project has been partly implemented and in case of two others, initial action of forming cooperative societies for implementing the projects has started. The participants from the Philippines felt that while most of the project proposals are viable, lack of adequate financial base and resources are the two main reasons for non-implementation so far. Unless donor assistance is made available most of the projects may not be implemented and even the project now under implementation requires further financial support to fulfil all the project objectives.

- 14.2 The ILO representative said that a Project on Development of Entrepreneurship in Cooperatives is ongoing in the Philippines with ILO assistance and the participants could contact the Project Officer

through their national organisations for whatever support that may be possible from the ILO.

14.3 Mr Karl Fogelstrom of the ICA suggested that though major components of most of the projects could be implemented with external assistance only, efforts should be made to implement at least certain components which may not require much financial outlay. This will generate confidence among donors who emphasise self-help in implementing such projects.

14.4 The SIDA representative suggested that the project IRR projected in the project in which it is shown to almost 50% should be re-examined ; this may not be accepted by the bankers. He suggested that presentations with financial data and programme are likely to be acceptable to bankers and donor organisations.

14.5 Mr Madane clarified that during the project appraisal session held earlier, such data was used for presenting the projects.

15. SRI LANKA:

15.1 The following projects were introduced by Mr M B R Perera and Mr C A C Fernando, participants to the fifth course.

Project No.1: Rubber Plantation Project

Project No 2: Initiation of a Modern Rice Mill Project

Project No.3: Initiation of a Coconut Oil Mill

Project No.4: Initiation of a Rice Mill

Project No.5: Dairy Project.

Sri Lankan participants have so far presented seven projects and out of the earlier five projects, none of the projects could be implemented. Main reasons for non-implementation include lack of financial resources of societies to undertake the projects, absence of approvals from higher authorities, and internal strife

in the country affecting development efforts. There are no special concessions given to the cooperatives by the government and this makes the competition severe for cooperative expansion and development.

- 15.2 The ACDI representative informed that a Project for Upgradation of Oil Mills in Burma undertaken by his organisation had to be suspended due to change in political leadership in that country. He suggested that the appropriate organisations in Sri Lanka could get in touch with his organisation for any assistance that may be possible in modernisation of oil mills based on the experiences gained in Burma.

16. THAILAND:

- 16.1 The following projects were introduced by Ms Maroum Sutanun and Mr Surya Thummavaro, participants to the fifth course.

Project No.1: Agri.Coop Development Project.

Project No.2: Integrated Project for Agri.Coop

Project No.3: Vermicelli Processing Project

Project No.4: Sericulture and Raw silk Production
Project

Project No.5: Expansion of Rice Mill Capacity.

Project No 6: Production and Marketing of Mangoes.

Project No.7: Sericulture Promotion and Raw Silk
Production Project.

Project No.8: Soybean Project.

Ten projects have been submitted by the Thai participants from all the five courses and only one project has been implemented on a small scale. One participant left the service and efforts are being made to implement that project also. The Cooperative Promotion Department of Thailand through its technical divisions is trying to help implement some of the projects.

- 16.2 After the overall presentation of project proposals

the following comments were made by the representatives of UN and other agencies attending the Session:

17.1

ILO:

All the 74 projects presented seem to be functional, businesslike and well prepared projects. ICA, MAFF and IIMA should be congratulated for the programme implementation which has resulted in a collection of good projects. He said ILO like the ICA is a technical assistance agency and has no funds of its own and depends mainly on UNDP and bilateral donors for running its projects. Unfortunately ILO does not have a fund to finance agro-based projects and FAO is the right agency for this purpose. Most of the projects presented are investment oriented and require large sums for implementation. ILO has a small fund for technical cooperation and it may be possible to use its expertise to organise country based training and feasibility studies for some of these projects by mutual agreement. Several ILO projects are on-going in China, India, Bangladesh, Philippines, Sri Lanka, and Pakistan and ILO participants from these countries could get in touch with these projects for any possible guidance and assistance. On a regional basis he felt that the Cooperative Consultancy Project and the MATCOM project which may end this year may be combined in future on a functional basis.

17.2

UN ESCAP:

"The approach adopted in this training programme resulting in development of 74 rural based development projects is an unique experience and ICA deserves congratulations for devising this approach" said Mr Supukotana. ESCAP will try to use this experience in a proposed seminar to be held later this year with USSR sponsorship. This approach demonstrates that agricultural production will not be economical and successful unless supported by integrated linkage with

processing, marketing and better returns to farmers. ICA has helped improve management practices in the region by this approach. He added that the ESCAP also is not a funding organisation and hence cannot support some of the good projects with funds but can help in discussions with policy makers. Recalling the long association ESCAP had with ICA Regional Office, he congratulated the ICA on a very productive session from which he had amply benefited.

17.3 FES:

The Friedric Ebert Stiftung (FES) representative complimented the ICA for organising the session and said FES support is extended through its representatives and regional office located in Bangkok. FES support from its German headquarters may be possible for some of the projects if approached through the ICA Head Office in Geneva. Some of the projects in Thailand may get support if approached through the CPD and CLT with whom the FES has close collaborations.

17.4 SIDA:

Analysis and presentation of projects from bankers point of view need improvement. Informal discussions sometimes give more information than formal discussions. Main points such as financial analysis, investment, returns, marketing, returns to members should be projected properly. Processing activity linked with marketing may help projects. He again emphasised that SIDA has bilateral relations and projects in priority countries like India, Sri Lanka, Bangladesh, Laos and Vietnam and those projects may be of some help in getting assistance for projects under discussion. Main assistance of SIDA is routed through the ICA Regional Office for Asia through the Swedish Cooperative Centre.

17.5 FINNIDA:

Finland has a strong cooperative movement and helps cooperative development in third world countries

through bilateral and multilateral projects. FINNIDA also supports programmes of organisations like ILO and FAO . Finland is interested in cooperative development of other countries and have regional funds for each region. Special funds for 15 major group of countries have been established and Bangladesh and Philippines are included in a group from this Region. Contacts could be taken up at appropriate levels to take advantage of FINNIDA projects in the Region.

17.6

ACDI:

No uniform code or procedure could be followed for appraisal of projects from different countries as cooperative development varies in these countries. While some countries have no basic financial problem and require only technical and training assistance, some others need the basic financial assistance to start their projects. Hence some flexibility is necessary while assessing the projects, especially by the funding organisations. These projects show that grass-root level cooperatives understand the basic policies and frameworks of governments in their countries. The Asian Development Bank's recent study on NGOs in developing countries has enabled it to allocate funds for NGOs, not on a collective basis but on an individual basis depending on their relative strength. World Bank has also recently initiated such a dialogue. Participants should not be discouraged in their efforts as growth is not achieved in a short time. Getting funds from donor and international organisations takes time.

Mr Arcellana also said that he had spoken to some participants individually to understand their project requirements better and hoped to be of some assistance to at least some of them. ACDI project teams in China, Bangladesh and Korea would be informed of the discussions at the appraisal session and during their future programming the teams could keep in mind the requirements of some of these projects. ACDI could help

in feasibility studies and analyses within a short time after the agreement is reached for such support. The Regional Office in the Philippines helps electricity cooperatives and assistance in this field may also be possible.

17.7 Mr. Karl Fogelstrom from the ICA said that he had a very good exposure to the training course and gained a lot of practical knowledge from the appraisal session. The objective of the training course i.e. to raise the income of farmer members will be achieved partially if some of these projects get implemented. Instead of waiting for financial support from outside, the cooperatives should try to implement with local support at least certain components.

17.8 Prof. Gaikwad of IIMA reiterated that these projects have been prepared giving all the details required by the bankers. The details are available in the original project documents. The training concept has been devised on the basis of success stories like the Amul dairy project and sugar cooperatives in India after thorough studies and discussions of these experiences. These projects have unique features of non-traditional non-farm employment, rural development, local resource base, and involvement of members. Some of these projects have also processing facilities linked with marketing. Based on this experience, business planning techniques to revitalise 90,000 primary cooperatives in India will be introduced soon. This concept has already worked very well in some of the poorly developed States of India and hence has a greater chance of success in other States. Though ICA has attempted to help the movements by this training programme, the national movements should come forward to duplicate such programmes at national levels. Many farmers do not know the product mix and resulting increase in incomes. They should be properly educated. South-South cooperation among developing countries to

minimise competition among themselves and for getting better returns out of their exports by pooling their resources is the need of the hour.

17.9 CPD:

The representative from the Cooperative Promotion Department of Thailand informed the session of the role played by the Department in Cooperative Development. CPD will help to promote some of the projects submitted by Thai participants through its technical and engineering divisions.

- 17.10 Mr Madane thanked the Cooperative Promotion Department, and the Cooperative League of Thailand for all their help and cooperation in making the study visits and project appraisal sessions a success. He thanked the organisations represented in the appraisal session and their representatives for their active participation in the session. He said the ICA is trying to promote cooperation and collaboration among developing countries to meet stiff international competition in export markets through development of international cooperative trade and promotion of technical cooperation among developing countries. He expressed satisfaction on the outcome of the appraisal session and said that contacts established in this meeting will be beneficial in the long run and will be a source of inspiration. ICA will pursue some of the suggestions made for follow-up action on project implementation and hoped that as a result of these contacts, international assistance would be forthcoming for implementation of at least some of the projects.



Regional Office for
Asia & the Pacific

INTERNATIONAL COOPERATIVE ALLIANCE
REGIONAL OFFICE FOR ASIA AND THE PACIFIC
(New Delhi, India)

PROJECT APPRAISAL SESSION FOR
AGRICULTURAL COOPERATIVE DEVELOPMENT
PROJECTS IN ASIA.
ROYAL HOTEL, BANGKOK, THAILAND.

FEBRUARY 25 - 27, 1991

P R O G R A M M E

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Monday, 25th February 1991 :

0930 am	Inauguration by : Mr Vanich Varikul Deputy Permanent Secretary Ministry of Agriculture and Cooperatives.
1030 - 1100	Coffee Break
1100 - 1300	Opening Statement by ICA Representative Opening Statements by Participating Organisations and Agencies
1300 - 1400	Lunch
1400 - 1530	Opening Statements (.contd.) Overall Review of Projects in Asia Countrywise Presentations of Project Proposals and their Appraisals.
1530 - 1600	Tea Break
1600 - 1700	Countrywise Presentations and Appraisals (contd.)

Development Planning Officer
 Development Planning Officer

ICA PROJECT APPRASIAL SESSION. BANGKOK.

about 1991

FEBRUARY 25 - 27. 1991

330

about 1991

LIST OF DELEGATES (Revised)

about 1991

FAO

about 1991

about 1991

UN ESCAP

ILC

SIDA

ACDI

FES

DANIDA

FINNIDA

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Development Planning Officer
 FAC Regional Office for Asia and
 Pacific. UN Building,
 Rajdamnern Avenue. Bangkok

Mr U Sapukotana

UN ESCAP. UN Building
 Rajdamnern Avenue. Bangkok.

Mr Edvind Mogensén

ILC Regional Office for Asia and
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Mr Jan Runnquist

Agriculture Division
 Swedish International Development
 Authority. S.10525. Stockholm.
 Sweden

Mr Antonio A Arcellana

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 Agricultural Cooperative
 Development International
 CUP Building. 2nd floor.
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 Mother Ignacia Street
 Quezon city. Philippines

Mr Sakdina Chatgaku Na Ayudhya

Academic Adviser
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Mr Claus Mogensén

Counsellor. Devpt Cooperation.
 Hed. Danida Branch.
 Royal Danish Embassy
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 South Sathorn road. Bangkok

Ms Kristi N. Kautti

First Secretary
 Embassy of Finland
 Bangkok. Thailand.

IIMA

Prof V.R.Gaikwad
 Indian Institute of Management
 Vastrapur, Ahmedabad.
 Gujarat State, India

CPD

Ms Samtawain Paditpcrn
 Cooperative Promotion Dept
 Ministry of Agriculture and Coop
 12 Krung Kasem road, Theves;
 Bangkok, 10200, Thailand
 Ph. 281 2923

PARTICIPANTS OF
 5th Training Course

Mr Mohd Nurul Hoque Bangladesh

Mr Rcng Jun. China

Mr Huang Yadcng. China..

Mr Ziley Singh. India

Mr R.P.Gaba. India

Mr Shin Kie Yup. Kcrea

Mr Kyu Hyun Lee. Kcrea

Mr Ku Mchd Rodzi. Malayasia

Mr Islam Madni. Pakistan

Ms Amelita Providc. Philippines

Ms Edith Susan Valdez. Philippin

Mr M.B.R.Perera. Sri Lanka

Mr C A C Fernandc. Sri Lanka

Ms Maroum Sutanun. Thailand

Mr Siryua Thummevaro. Thailand

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 Japan

ICA ROAP

Mr M.V.Madane
 Project Director
 ICA Japan Management Training
 Project.
 International Cccperative
 Alliance. Bcnw Hcuse.
 43 Friends cclony. New Delhi.

Mr Karl Fcgelstrom
 Senior Development Adviser
 ICA ROAP. New Delhi.

Mr A.H.Ganesan
 Project Assistant. ICA ROAP
 NewDelhi.

ICA PROJECT APPRAISAL SESSION. BANGKOK.

LIST OF DELEGATES

P. 3

CLT.

Mr Nerong Marukatut
Director
Cooperative League of Thailand
4 Pichai road. Dusit
Bangkok. Thailand

Mr Surasit Impcl
Chief. Technical Division
CLT. Bangkok

Ms Sujitra Vanavanant
Chief. Foreign Relations Section
CLT. Bangkok.

ICA/JAPAN Management Training Project
for Agricultural Co-operatives
in Asia

Project Prepared by Participants

BRIEF OUTLINES

AFC

BANGLADESH

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065. India

Country: BANGLADESH

Project No. ICA/J86/87/BNG.1

NAME OF PROJECT

MANIKGONJ INTEGRATED RURAL
DEVELOPMENT PROJECT

1. PROJECT PREPARED BY: Mr MOHD. ABDUS SAMEE

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 583 SQ.MILES./ 1059674/76394

2.2 Commodities grown, present : Rice, wheat, jute,
pattern of processing/marketing sugarcane, oil seeds,
fruits, onion etc.

2.3 Present source of raw materials: No identified source but
generally through gross
root primaries.

2.4 Justification for the need for changing:
- Need to increase the crop yield and marketing tie
ups.

2.8 Anticipated project benefits in brief.
- Better revenue generation

2.9 Constraints.
- No uniformity and consistency in the production of
commodities and operation of grass root coop
societies and overlapping of efforts.
- Due to overlapping efforts, the input supply and
other basic activities are affected badly.

3. OBJECTIVES

To organise marketing and credit facilities.
To organise distribution of farm inputs and extend farm
guidance activities.
To arrange construction of warehouses and develop
perennial source of irrigation.

4. NAME AND ADDRESS OF COOPERATIVE: MANIKGONJ CENTRAL COOP
RESPONSIBLE FOR THE PROJECT MULTIPURPOSE SOCIETY .TD

4.1 Present Society Membership/: 100,000 / 10% of KSS
Membership coverage to total
population.

4.2 Volume of Business/Commodities : Rice jute, wheat,
handled. pulses and potato

4.3 Services to members:goods/services:Society is
ineffective in
providing services
at present.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, : Union cooperative multi-
and horizontal linkages. purpose societies in the
area will distribute
input supply and other
required facilities.
Bangladesh Samabaya
Marketing Society will be
involved for marketing
after processing by the
implementing coop.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.

7.1 Channels for marketing within Bangladesh Jatiya Samabya
the country. Marketing society.

7.2 Expected turn-over.: Taka 12.86 million

8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Taka 9.35 million fixed
cost and Taka 3.75
million working capital.

9.2 Owned capital.: Taka 2.62 million.

9.3 Domestic cost component.: 10%

9.4 Member contribution for this project :

Additional shares/deposits.:

- 9.5 Loans/sources of such loans.: Taka 10.48 million
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Mechanically operated to process the pulses.
- 10.2 Whether locally available.: no
- 10.3 Whether to be imported.: yes, from India
- 10.4 Whether local agents available for imported items: yes
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel required:
Technical:
Administrative:
General:
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1.3.88-89
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 3rd year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 43.15%, 3 years
- 13.2 Other direct/indirect benefits to members
value addition to farmers,
better input supply and hence increase in the crop
yield.
stable marketing.

- 13.6 Expected impact on the cooperative : Better economy implementing the project.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts for project preparation and its implementation.
- 14.2 Training facilities within the country/ abroad.
- 14.3 Assistance in marketing the products locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and machinery.
- 14.6 Whether external assistance needed for managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY, AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: BANGLADESH

Project No. ICA/J87/88/ BNG.2

NAME OF PROJECT

GAZIPUR UPAZILLA COOP RICE MILLS LTD

1. PROJECT PREPARED BY: MR ABDUL MANNAF MIR

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: Gazipur, 216193, 13289, 40836 ha.

2.2 Commodities grown, present pattern of processing/marketing : Paddy traditional method of processing Marketing by private traders.

2.3 Present source of raw materials: From government food dept.

2.4 Justification for the need for changing: To add value to present pattern of productivity, procesing or marketing. produce and ensure ploughing back the profit.

2.5 Anticipated project benefits in brief.: Value Addition/
Mt of paddy
Tk.864.54

2.6 Constraints.: Credit for the installation of plant and machinery.

3. OBJECTIVES.: To organise processing of paddy and marketing the produce.

4. NAME AND ADDRESS OF COOPERATIVE: GHAZIPUR UPAZILLA COOP
RESPONSIBLE FOR THE PROJECT RICE MILLS LTD.

4.1 Present Society Membership/: 13289 / 6%
Membership coverage to total population.

4.2 Volume of Business/Commodities : 19334 mt / PADDY
Handled.

4.3 Services to members:goods/services: Credit support
only.

5. PLANNED PROJECT ACTIVITIES:

5.1 Details on backward, forward, and horizontal linkages. Setting up of an automatic rice mill to process the marketable surplus of the coop members and linking credit with marketing.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. An additional activity.

7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: From 261 primary agricultural cooperatives.

7.2 Channels for marketing within the country. Wholesale market centres

7.3 Expected volume of marketable surplus. 19334 mt

7.4 Expected turn-over.: Taka 67,382,440

7.5 Expected import substitution.: nil

8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Taka 15,292,210

9.2 Owned capital.: Taka 5,021,000

9.3 Domestic cost component.: 100% 9,326,000

9.4 Foreign cost component.: ...

9.5 Member contribution for this project :
Additional shares/deposits.: Shares @ Rs.400 taka from 13289 members will be taken.

- 9.6 Loans/sources of such loans.: Bank loan Tk. 9,326,000
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Automatic rice milling plant 2 tonness capacity.
- 10.2 Whether locally available.: No
- 10.3 Whether to be imported.: Import from India.
- 10.4 Whether local agents available for imported items: Yes
11. PERSONNEL:
- 11.1 Total number of project personnel required: 37
 Technical: 14
 Administrative: 4
 General: 19
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 18 months
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 3rd year
 to be achieved by:
- 12.4 Any second phase contemplated: Bran oil extraction machinery planned
 for further expansion in activities
 or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 34.10%, 3 years 7 months
- 13.2 Estimated net increase in income to : Tk. 865 MT of
 members as a result of project activities. paddy
- 13.3 Additional employment to be generated
 (in what specific fields)
 - 37 new hands will get employment.

- 13.4 Expected impact on the cooperative : Better economy implementing the project.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts: From India for project preparation and its implementation.
- 14.2 Training facilities within the country/: Experts from abroad. India required
- 14.3 Assistance in marketing the products : Locally available
- 14.4 Funds needed from external sources nil
- 14.5 Assistance for setting up plant and machinery. nil
- 14.6 Whether external assistance needed for managing the plant. nil

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY, AND FOR FUNDING OF THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: BANGLADESH

Project No. ICA/J89/90/ ~~ENG 3~~

NAME OF PROJECT :

RANGPUR COOPERATIVE TOBACCO
PROJECT

1. PROJECT PREPARED BY: Mr MOHD. NURUZZAMAN BHUIYAN

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 3705 sq.miles, 1,703,367
210,817 farm households

2.2 Commodities grown, present pattern of: Tobacco, jute, paddy, .
processing and marketing vegetables - sold
through private
traders.

2.3 Present source of raw materials: from farmers.

2.4 Returns to producers: Poor and fluctuates Rs.17 to 22 per
kg in season.

2.5 Justification for the need for changing: Tobacco marketing
present pattern of productivity., processing
processing or marketing. p r o c u r e m e n t
services through
coops will fetch
better prices to
farmers.

2.6 Anticipated project benefits in brief.: better prices,
credit and farm
productive input
will improve farm
i n c o m e a n d
productivity.

2.7 Constraints.: Tobacco trade in private hands , fluctuating
prices between lean and flush seasons.

3. OBJECTIVES. - to provide cooperative marketing channels for tobacco.
to stabilize prices and to provide remunerative prices to farmers,
to add value to the produce and sell it in value added form.
to provide market intelligence, technical guidance, and input services to farmers and to give them benefit of farm research.
4. NAME AND ADDRESS OF COOPERATIVE: RANGPUR DISTRICT TOBACCO
RESPONSIBLE FOR THE PROJECT GROWERS COOP SOCIETY
- 4.1 Present Society Membership/ : MEMBERSHIP of two
Membership coverage to total existing societies will
population. be merged to form Rangpur
Society.
- 4.2 Volume of Business/Commodities Amalgamation of
Handled. existing 2 societies.
- 4.3 Services to members:goods/services: The two societies
are dormant now.
5. PLANNED PROJECT ACTIVITIES : TOBACCO PROCUREMENT,
PROCESSING AND MARKETING
BY CREATING A VIABLE
SOCIETY.
- 5.1 Details on backward, forward, : Input supply through
horizontal linkages. BSBL, credit from banks,
extension through 210
agrl. blocks and
agrl.dept, marketing,
processing, grading by
district society.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Creation of a new
OR EXTENSION/EXPANSION OF PRESENT society out of two
ACTIVITY. existing dormant
societies.
7. ESTIMATED VOLUME OF COMMODITIES : 144,000 kg of tobacco leaf
TO BE HANDLED/INPUTS. 44,000 kg of tobacco
stem. total 500 m/t
- 7.1 Channels for securing Inputs.: Credit to be arranged
through Bangladesh Jatiya
Bank and other inputs to
be secured through
Tobacco Research Instt.
and private companies.

- 7.2 Channels for marketing within:
the country. Virginia tobacco leaf
to be sold to cigarette
companies, processed
tobacco to bidi and dust
to Zardah factories and
to wholesales and retails
in the country.
- 7.3 Expected volume of marketable:
surplus. 15,000 mt
- 7.4 Expected turn-over.: Taka 21 million.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay. Taka 1,773,000
(working capital : Rs.
195,000)
- 9.2 Owned capital.
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project : 138,000 equity.
19,500 working cap
Additional shares/deposits. 157,500 Total
- 9.6 Loans/sources of such loans. Rs. 1,440,000 from
Bangladesh Jatiya S.Bank
Rs.175,500 for working
capital.Total loan:
Rs.1,615,,500
- 9.7 Government or government sponsored : Agricultural extension
agency support for technical and dept, tobacco research
managerial activities. institute, to provide
technical and
managerial assistance.
10. PLANT AND MACHINERY TO BE INSTALLED: TOBACCO CRUSHING,
MACHINES, ELECTRIC
MOTORS, GRADING MACHINES,
HANDLING EQUIPMENTS ETC.
- 10.1 Type of Machinery: semi-automatic
- 10.2 Whether locally available.: Yes

10.3 Whether to be imported.: Electric motors to be imported from China.

10.4 Whether local agents available for : Yes imported items.

10.5 Whether similar plant operating : 1965 mt of crushing capacity already in the country/or area of operation operating in the if so, the capacity and the products. country.

11. PERSONNEL:

11.1 Total number of project personnel required: 22
Technical: 9
Administrative: 5
General: 8

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: One year 1990-91

12.2 Project Life 10 years

12.3 Maximum capacity utilisation : 4th year onwards to be achieved by:

12.4 Any second phase contemplated: The next phase may for further expansion in include further activities or new additions processing of tobacco to project activities. and bidi and zarda manufacturing.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 100.00%, 1 year 2 months

13.2 Estimated net increase in income to : By growing members as a result of tobacco income per project activities. member will increase by 33,700 taka per year.

13.4 Additional employment to be generated (in what specific fields)
- 22 persons to get employment in tobacco processing plant and the coop society.

- 13.5 Other direct/indirect benefits to members
 - To get attractive and assured market for tobacco produced by growers.
 - to get rid of exploitation by private merchants.
- 13.6 Expected impact on the cooperative implementing the project.
 - The existing dormant societies will be revived and the members get effective and efficient service thereby strengthening the cooperative itself.
14. EXTERNAL ASSISTANCE NEEDED: NIL
- 14.1 Technical assistance /services of experts: no for project preparation and its implementation.
- 14.2 Training facilities within the country/ abroad. Yes
- 14.3 Assistance in marketing the products locally / abroad. nil
- 14.4 Funds needed from external sources: Needed to import electric motors from China.
- 14.5 Assistance for setting up plant and machinery. nil
- 14.6 Whether external assistance needed for managing the plant. - no

COMMENTS; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOAN AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

COUNTRY: BANGLADESH

Project No. ICA/J.90-91/ 4

Name of Project: RAJFULBARIA COOP. POULTRY PROJECT

1. Project Prepared by: MR MOHD. NURUL HOQUE
Participant to the 5th ICA
Japan Management Training Course
2. Justification:
 - 2.1 Area. Population. Target group: Tetulzora Union. 21825. farmer members
 - 2.2 Present income level of area: Taka 5.000 p.a.
 - 2.3 Present income level of coop members: Tk 5.000 p.a.
 - 2.4 Commodities grown: present pattern of processing /marketing: Paddy, wheat, pulses, oil seeds and vegetables
Processing by private traders
 - 2.5 Source of raw materials: Farmer members
 - 2.6 Returns to Producers: Average rate of return is 64 p.c.
 - 2.7 Justification for change: Better incomes to members thru. operation of this project.
 - 2.8 Anticipated benefits to members: Incentive price to farmers. by product utilisatin. employment generation. additional income and supportive ingetraged development.
 - 2.9 Constraints: Quality of leadership. lack of motiva. tion and credit facilities.
3. Objectives: unemployment
Increase the incoe of members and remov

3. Objectives:

4. Name of Coop implementing Project: RAJFULBARIA COOPERATIVE POULTRY PROJECT

4.1 Present membership: New society proposed. all farmers will become members

4.2 Vol. of business/ commodities handled n.a.

4.3 Services to members: n.a.

5. Planned Project Activities:

5.1 Details of backward, forward and horizontal linkages: Input supply and marketing of produce, distribution of byproducts for increase in productivity, promotional services through coop and related institutions.

6. Is the project an addl. activity: New coop to be created

7. Estimated vol. of commodities to be handled / inputs 550 m/t

7.1 Channel for inputs: Farmer members to supply inputs

7.2 Channels for marketing: Coop to market

7.3 Expected vol. of marketable surplus: 10.8000 broilers

7.4 Expected turnover: Taka 16.200.000

7.5 Exptected import substitution nil

8. Export potential if any n.a.

8.1 Channel of marketing abroad:

8.2 Estimated export turnover:

8.3 Benefits to members:

Sources of Funds:

9.1 Total project outlay: Tk 11095250

9.2 Owned capital: Tk 2219000

9.3 Domestic cost component: 100 p.c.

Foreign cost component: nil

Contribution : 20 per cent of total outlay
Shares/deposits Tk 22.29.000

Loans/sources of loans:

Bangladesj Samabaya Bank will provide long term loan and local commercial bank will loan working capital needs

Govt contribution/subsidy/grants/soft loans

n.a.

8. Govt support in technical and managerial activities

Component officers of coop dept. will extend necessary support.

10. Plant and Machinery to be installed:

10.1 Type of machinery Feed preparation machines

10.2 Whether locally available: yes

10.3 Whether to be imported: n.a.

10.4 Whether local agents available:na.

10.5 Whether similar plants operating/ capacity yes

11. Personnel:

11.1 Total no.of personnel: 21

technical: h
administrative 14
general

11.2 Whether technically qualified personnel locally available: yes.

12. Project Implementation Schedule:

12.1 Preparatory work: 8 months from the date of sanction

12.2 Project life: 10 years

12.3 Max.capacity utilisation by second year

12.4 Any second phase contemplated: no

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: 40.31 p.c. 2 years 6½ months

13.2 Debt service coverage ratio: 3.24

13.3 Estimated net increase to members: Tk 1000 per year

13.4 Addl.employment generation: 21 persons. 7 technical and 14 general

13.5 Other benefits to members By product will be distributed among members free for increasing productivity

13.6 Benefits to coop implementing project Efficiency and better member participation

14. External Assistance needed: no

14.1 Assistance for preparation
and implementation

14.2 Training facilities

14.3 Marketing assistance abroad:

14.4 Funds needed from abroad

14.5 Assistance for setting up
plant and machinery

14.6 External assistance needed
for management of plant

CHINA

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India



Regional Office for
Asia & the Pacific

PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS RECEIVED FROM MEMBER ORGANISATIONS AND
PARTICIPANTS

C H I N A

Project No. 1 · Fruit Processing Factory by Ms Xin Zong Liu:

Project not being pursued due to lack
of funds for plant and machinery.

Project No. 2 · Duck raising Project by Mr Aiguo Guan:

There has been a major change in the
project situation. The successful
project operation has been disturbed
due to the change of location into
a tourist resort. The lake in Auxin
county has been converted into a
tourist attraction place and local
people feel tourist industry
more rewarding than duck farming.
So many farmers have given up duck
farming.

The need still exists for the setting
up of a duck down processing plant for
converting them into garments which
have demands in Japan and other nearby
countries.

Project No. 3 : Integrated Chicken Breeding Farm Project by Ms He Lanchai

The project has been implemented with
local technical knowhow and financial
assistance. The poultry industry in the
area has created a demand for quality
feed and a new project has been
prepared this year for setting up a
feed mill (No.9 by Mr Rong Jun)

Project No. 4: Xianggu Mushroom Development Project by Mr Shi Yue Jin

The project has been in operation for
almost three years and has achieved
good success in growing Xianggu Mushroo
and selling them in domestic market and
export to Japan and other Asian countri
es. Second phase of the project for
expansion of mushroom growing facili-
ties will be possible only with
external financial assistance.



Regional Office for
Asia & the Pacific

Additional Comments on Projects :

China P 2

Project No. 7 : Beijing English Duck Feeding, Processing and Marketing
Project by Mr Jia Min Sheng.

Construction of civil engineering works has been completed including the sheds for breeding duck and commercial duck costing Yuan 6.2 million (US\$ 1.2 mil.) accounting for 30 per cent of the Project cost. The parent stock of ducks has already arrived on 7th Jan.91. The project is under implementation.

However funds are not adequate for completing all aspects of the project. On the basis of recent report received, external grant to the tune of US\$ 1.2 million is needed to complete the project.

Country: CHINA

Project No. ICA/J86/87/CHN.1

NAME OF PROJECT

FRUIT PROCESSING FACTORY IN GUAN
COUNTY, CHINA.

-
1. PROJECT PREPARED BY: Ms. XIN ZONG LIU
Participant of the FIRST ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: Total area 43,788 ha.,
327000 persons, 69,588
farm households, fruit
area 3968 ha.
 - 2.2 Commodities grown, present pattern of : Apple, Pears, peach,
processing/marketing apricot, haw thorn,
jujube, strawberry.
Marketed fresh
without processing
soon after harvest.
 - 2.3 Returns to producers: Returns are poor and
unstable due to low
prices in arrival
season.
 - 2.4 Justification for the need for changing: Fruits and
present pattern: v e g e t a b l e s
processing factory
will add value to
produce and fetch h
igher returns to
farmers.
 - 2.5 Anticipated project benefits in brief. Stabilisation of
prices, higher
return to farmers
and better
productivity and
services.

- 2.6 Constraints. Low productivity of fruits, lack of irrigation and input supply for fruit production, lack of knowledge of fruit production technology, non-availability of transport facility, no processing facilities, and high fluctuation in prices.
3. OBJECTIVES To create processing facility for valude addition and providing better prices to the farmers,
To protect farmers from distress sales,
To reduce rottage, wastage and damage to stocks due to lack of transportation and processing facilities.
4. NAME AND ADDRESS OF COOPERATIVE: GUAN COUNTY UIION OF
RESPONSIBLE FOR THE PROJECT SUPPLY AND MARKETING
COOPERATIVES, HEBEI
PROVINCE, CHINA.
- 4.1 Present Society Membership/: 69,588 (100%)
Membership coverage to total
population.
- 4.2 Services to members: Supply of inputs,
goods/services: consumer articles,
marketing of members
produce etc.
5. PLANNED PROJECT ACTIVITIES Processing, storage and
marketing of processed
fruits and vegetables.
- 5.1 Details on backward, forward,: Guan county union with
and horizontal linkages. 16 SMCs to supply farmers
with farm inputs, farm
guidance and help in
marketing of farm
produce, 65 processing
workshops in the city
operated for processing
of farm produce. 38
farmers groups will
channelize the benefits.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES : 1618.5 tons of
to be handled/inputs fruits and 1149 tons
of vegetables.
- 7.1 Channels for securing Inputs.: Guan county union
will secure inputs
in bulk from All
China Federation and
distribute to county
SMCs for onward
distribution to
farmers.
- 7.2 Channels for marketing within County union and
the country. outlets of SMCs of
large cities.
- 7.3 Expected volume of marketable: 20,000 tons of
surplus. fruits and 75,000
tons vegetables.
- 7.4 Expected turn-over.: Yuan 3, .972,138
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: 80% of finished
products to be
exported.
- 8.1 Channel of marketing the products: Cooperative Import
and Export Co.
- 8.2 Estimated export turnover.: Yuan 3 million
- 8.3 Benefits to members from exports.: Better prices for
farmers for their
f r u i t s a n d
vegetables.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Yuan 1,435,500
- 9.2 Owned capital.: Yuan 300,000
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project :
Additional shares/deposits.:

- 9.6 Loans/sources of such loans.: 1,135,500 yuan to be raised from banks as loans.
10. PLANT AND MACHINERY TO BE INSTALLED: C O L D S T O R A G E EQUIPMENTS, FOOD PROCESSING PACKAGING, SEALING AND G E R M I C I D E MECHINES.
- 10.1 Type of Machinery semi-automatic
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : Yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel 81
required:
Technical: 11
Administrative: 16
General: 54
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1988
- 12.2 Project Life : ten years
- 12.3 Maximum capacity utilisation :
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 3 years

- 13.2 Estimated net increase in income to : Farmers income
members as a result of project activities. to increase by
30%.
- 13.4 Additional employment to be generated: 81 persons to
(in what specific fields) get employment.
- 13.5 Other direct/indirect benefits to members
- stabilisation in purchase prices,
- overall development of area and economic
upliftment of farmers.
- 13.6 Expected impact on the cooperative
implementing the project.
- The turnover and profitability of the
cooperative will increase. It will promote
greater horizontal integration among SMCs.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts no
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- Training facilities for export packaging
and processing needed.
- 14.3 Assistance in marketing the products
locally / abroad.
- Yes, 80% of produce is export oriented
hence marketing assistance necessary.
- 14.4 Funds needed from external sources No
- 14.5 Assistance for setting up plant and
machinery.
- Assistance in setting up of export oriented
plant and machinery needed.
- 14.6 Whether external assistance needed for No
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR;

- PROJECT FEASIBILITY STUDY.
- EXPORT MARKETING,
- TRAINING OF TECHNICIANS AND
- IMPORT OF PLANT AND MACHINERY WITH
SERVICES FOR INSTALLATION AND
INITIAL MANAGEMENT.

Country: CHINA

Project No. ICA/J86/87/CHN. 2

NAME OF PROJECT

DUCK RAISING PROJECT IN AUXIN
COUNTY

1. PROJECT PREPARED BY: Mr AIGUO GUAN

Participant of the FIRST ICA/JAPAN Management Training
Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1053000 mu, 80115
households, 400 farm
households.

2.2 Present income level of the area: Yuan 560 per annum

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of : Wheat, corn,
processing/marketing. poultry, making
reed,
Marketing/processing
through coops upto
75%.

2.5 Present source of raw materials: Through coop members.

2.6 Returns to producers: Good as cooperatives buy
75% of produce.

2.7 Justification for the need for changing: As the fresh water
lake has dried down
a l t e r n a t i v e
e m p l o y m e n t t o
fishermen, reed
producers etc. have
to be provided by
duck raising.

2.8 Anticipated project benefits in brief. Better income

2.9 Constraints. Rising cost of feed,
Drying up of lake, Lack of marketing
facilities.

3. OBJECTIVES- To increase income of 400 farm households by providing them alternative employment.
To develop marketing of bird feather and other byproducts for providing subsidiary employment to farmers.
To impart new technology of removing bird feather.
4. NAME AND ADDRESS OF COOPERATIVE: ANXIN COUNTRY SUPPLY AND RESPONSIBLE FOR THE PROJECT MARKETING COOPERATIVES, HEBEI PROVINCE, CHINA.
- 4.1 Present Society Membership/: 69700 individuals (87% Membership coverage to total of total population), population. with 20 gross root level primaries.
- 4.2 Volume of Business/Commodities :Yuan 91,510,000 Handled.
- 4.3 Services to members: Purchase of farm and goods/services: allied products, marketing of reed mats, supply of inputs and consumer goods.
5. PLANNED PROJECT ACTIVITIES RAISING DUCKS, ARRANGING FEEDS, SALE OF BIRDS FEATHER AND OTHER PRODUCE.
- 5.1 Details on backward, forward, and horizontal linkages. Guidance group consisting of 8 persons will be formed. Feed supply through primary coops, farm guidance by ACFSMC
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Extension of present activity.
7. ESTIMATED VOLUME OF COMMODITIES : 200,000 birds TO BE HANDLED/INPUTS. their eggs, feather and other parts. (168 eggs per bird per annum.)
- 7.1 Channels for securing Inputs.: Feed to be provided by the society.
- 7.2 Channels for marketing within the country. Through outlets of the coop.

7.3	Expected volume of marketable: surplus.	40 million eggs, 120 tons of bird feather for processing, 200000 birds for meat after two years.
7.4	Expected turn-over.:	Yuan 30 million.
7.5	Expected import substitution.:	n.a.
8.	EXPORT POTENTIAL, IF ANY.:	Bird feather garments could be exported.
8.1	Channel of marketing the products:	Through Foreign Trading Company.
8.2	Estimated export turnover.:	,...
8.3	Benefits to members from exports.:	Better prices to the farmers.
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.:	Yuan 1,000,000
9.2	Owned capital.:
9.3	Domestic cost component.:	nil
9.4	Member contribution for this project : Additional shares/deposits.:	Farmers own contribution
9.6	Loans/sources of such loans.:	Loan from Agricultural Bank of China.
9.7	Government contribution if any in the: form of subsidy/grant/soft loans	All China Coop Supply and Marketing Federation to provide technical guidance.
9.8	Government or government sponsored : agency support for technical and managerial activities.	-do-
10.	PLANT AND MACHINERY TO BE INSTALLED:	No machines in the first stage.
10.1	Type of Machinery	n.a.

- 10.2 Whether locally available.: n.a.
- 10.3 Whether to be imported.: n.a.
- 10.4 Whether local agents available for:
imported items. n.a.
- 10.5 Whether similar plant operating :
in the country/or area of operation
if so, the capacity and the products. n.a.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 8
 Technical: 6
 Administrative: 1
 General: 1
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 1987-89 (2 years and half)
- 12.2 Project Life : 15 years
- 12.3 Maximum capacity utilisation : 2nd year
to be achieved by:
- 12.4 Any second phase contemplated:
for further expansion in activities To set up factory
or new additions to project activities for processing duck
d o w n a n d
m a n u f a c t u r i n g
g a r m e n t s f r o m d u c k
f e a t h e r s a n d d o w n s

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period:
- 13.2 Estimated net increase in income to : 15,014 yuan
per year
members as a result of project activities.
- 13.4 Additional employment to be generated 400 farmers to
(in what specific fields) be partially
employed in
bird farming, 8
persons to be

employed in the project.

- 13.5 Other direct/indirect benefits to members
- Additional income to members
- alternative employment
- growth of bird feather garment industry.
- foreign exchange earnings from exports.
- 13.6 Expected impact on the cooperative implementing the project.
- The cooperative will provide additional employment and services to farmers, turnover and activities to increase.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts: nil
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- Training facilities available within the country.
- 14.3 Assistance in marketing the products locally / abroad.
- Japanese help needed for duck feather garment manufacturing and exports.
- 14.4 Funds needed from external sources: nil
- 14.5 Assistance for setting up plant and machinery.
- In second stage bird feather garment
manufac-
turing
machinery
needed.
- 14.6 Whether external assistance needed for managing the plant. no

COMMENT; EXTERNAL ASSISTANCE NEEDED FOR
- FEASIBILITY STUDY
- GRANTS
- IMPORT OF MACHINERY.

Country: CHINA

Project No. ICA/J87/88/CHN.3

NAME OF PROJECT

SANHE COUNTY INTEGRATED
CHICKEN
BREEDING FARM PROJECT

1. PROJECT PREPARED BY: MS HE LAN CHAI

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 40,000 ha/ 330,000 persons

2.2 Present income level of the area: 540 yuan

2.3 Commodities grown, present pattern of : wheat, maize,
processing/marketing grams and cotton

2.4 Present source of raw materials: Own farm and local market

2.5 Justification for the need for changing.:

To use the fallow land with the farmers for poultry and provide required marketing.

2.6 Anticipated project benefits in brief.: Increase in income by 65%

2.7 Constraints.: Lack of funds, technical knowledge, high cost of maintaining chicks and lower returns, unstable market conditions.

3. OBJECTIVES.: Strengthening backward and forward linkages in chicken breeding activity; impart technical and managerial skills to the members, provide cooperative education.

4. NAME AND ADDRESS OF COOPERATIVE: SANHE COUNTY COOP.
RESPONSIBLE FOR THE PROJECT UNION, HUBEI
PROVINCE, CHINA

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. To set up a hatchery and feed mill plant. A slaughter house in 3rd year. Inputs will be from the farms of the members.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: 600 households
8 chicken farms.

7.2 Channels for marketing within: Domestic market
the country.

7.3 Expected volume of marketable: 490,000 chicks (laying)
surplus. 280,000 broilers
490,000 male chicks
43,200 MT and chicken
feed

7.4 Expected turn-over.: 31,647,000 yuan

8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: 4.63 million yuan

9.2 Owned capital.: 634,000 yuan and
1,000,000 from National
Federation.

9.3 Member contribution for this project :

Additional shares/deposits.: 634,000 yuan

9.4 Loans/sources of such loans.: 3,000,000 yuan

9.5 Government contribution if any : 1 million yuan from
Provincial and
National Coop
Federations.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Artificial incubation hatchery and chicken feed plant.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : Yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 108
Technical: 4
Administrative: 19
General: 85
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 2 years
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 2nd year
to be achieved by:
- 12.4 Any second phase contemplated: Salughter house for
for further expansion in activities pigs and chicken
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 13.37%
- 13.2 Estimated net increase in income to : 65%
members as a result of project activities.
- 13.4 Additional employment to be generated
(in what specific fields)
- 108 persons will additional employment.
- 13.5 Expected impact on the cooperative : Better economy
implementing the project.

Country: CHINA

Project No. ICA/J87/88/CHN.4

NAME OF PROJECT

XIANGGU DEVELOPMENT PROJECT IN
FUYONG

1. PROJECT PREPARED BY: Mr SHI YUE JIN

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1830 sq.km/ 566434 / 27205

2.2 Present income level of the area: 520 yuan per year

2.3 Present income level of coop members: 520 yuan p.a.

2.4 Commodities grown, present pattern of : Paddy, Xianggu processing/marketing mushrooms.

2.5 Present source of raw materials: Local supplies from FMRI (Fuyang Mushroom Research Centre)

2.6 Returns to producers: 1000 to 2000 yuan per year (i.e. 500 to 1500%)

2.7 Justification for the need for changing:

- Present production is not marketed properly due to improper packing, grading, techniques. The project envisages marketing of fresh Xianggu mushrooms in domestic as well as foreign markets.

2.8 Anticipated project benefits in brief.

- Better returns to farmers due to export oriented mushrooms.

2.9 Constraints.- same as 2.7

3. OBJECTIVES.: Enhance production of Xianggu mushrooms.
Organise marketing of fresh product through FMRI and local coops.
Better pakacing afor value addition in international market.
4. NAME AND ADDRESS OF COOPERATIVE: FUYONG COUNTRY
RESPONSIBLE FOR THE PROJECT FEDERATION OF
SUPPLY AND MARKETING
COOPERATIVES.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages.: Supply of Xianggu vaccine from FMRI and marketing through FMRI and BPSMC. Setting up of a processing/packaging unit
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Extension of present activity by adding processing or value adding activity.
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: FMRI and Govt suply agency
- 7.2 Channels for marketing within: the country. FMRI and BPSMC
- 7.3 Expected volume of marketable: surplus. 1.4 million pieces of Xianggu mushrooms.
40,000 bags of grass mushrooms.
66 mt of green beans.
- 7.4 Expected turn-over.: 0.55 million yuan
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: YES
- 8.1 Channel of marketing the products: FMRI/BPSMC
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: 380,000 yuan
- 9.2 Domestic cost component.: 7.2%

9.3 Member contribution for this project : 16600 yuan from county committees

Additional shares/deposits.:

9.4 Loans/sources of such loans.: short term loan : 82,000 yuan
Relief loan: 66,300 yuan
by county government.

9.5 Government contribution if any in the: -do-
form of subsidy/grant/soft loans

9.6 Government or government sponsored : Research and
agency support for technical and marketing support
managerial activities.

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Solar energy
operated dryer.

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for:n.a.
imported items.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel
required:
Technical:
Administrative:
General:

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1988

12.2 Project Life : 5 years

12.3 Maximum capacity utilisation : 1st year
to be achieved by:

12.4 Any second phase contemplated: no

for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 49.25%
- 13.2 Debt service coverage ratio (DSCR):
- 13.3 Estimated net increase in income to: 500 to 1500
members as a result of project activities. yuan p.a.
- 13.4 Additional employment to be generated
(in what specific fields)
- 13.5 Other direct/indirect benefits to members
Optimum/better utilization of the land area.
- 13.6 Expected impact on the cooperative
implementing the project.
- better economy and efficient coop functioning

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts by FMRI
for project preparation and its implementation.
- 14.2 Training facilities within the country/: Yes
abroad.
- 14.3 Assistance in marketing the products : locally
locally / abroad.
- 14.4 Funds needed from external sources: no
- 14.5 Assistance for setting up plant and: no
machinery.
- 14.6 Whether external assistance needed for: no
managing the plant.

COMMENTS; EXTERNAL ASSISTANCE IS NEEDED
ONLY FOR TRAINING OF PROJECT STAFF.

Country: CHINA

Project No. ICA/J88/89/CHN.5

NAME OF PROJECT :

STRAWBERRY PROCESSING PROJECT

IN MANCHEONG COUNTY, CHINA.

1. PROJECT PREPARED BY: Mr Bi Mejia

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1300 sqHec, .km. 390,000
persons strawberry
farmers

2.2 Present income level of the area: 700 yuan.

2.3 Present income level of coop : 750 yuan.
Members.

2.4 Commodities grown, present : wheat, straw berry
pattern of processing/marketing

2.5 Present source of raw materials: Strawberry supplied by the
farmers

2.6 Returns to producers 750 yuan per ton.

2.7 Justification for the need for 365 days capacity
changing present pattern of utilisation of the
productivity, processing or processing unit by
marketing. converting it to multi
product processing unit.

2.8 Anticipated project benefits Increase in income of
in brief. the farmers

2.9 Constraints. 1. short harvesting period of
strawberry.
2. limited cold storage facilities.
3. limited processing capacity of the
present plant.

7.2	Channels for marketing within the country.	Own marketing organisation to market finished products through other coop channels.
7.3	Expected volume of marketable surplus.	10932 tons
7.4	Expected turn-over.	Yuan 45 million
7.5	Expected import substitution.	nil
8.	EXPORT POTENTIAL, IF ANY.	33% of the produce amounting to 1600 tons of A quality could be exported to Japan.
8.1	Channel of marketing the products.	Cooperative Foreign Trade Organisation.
8.2	Estimated export turnover.	4.8 million yuan.
8.3	Benefits to members from exports.	Better price realisation for their produce.
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.	2.5 million Yuan
9.2	Owned capital.	working capital 400,000 Yuan.
9.3	Domestic cost component.	100%
9.4	Foreign cost component.	nil
9.5	Member contribution for this project:	Only working capital Additional shares/deposits.
9.6	Loans/sources of such loans.	2.5 million yuan, 7.11% from the coops
9.7	Government contribution if any in the form of subsidy/grant/soft loans:	92.89% from govt bank (Agriculture Bank)
9.8	Government or government sponsored agency support for technical and managerial activities.	The Provincial and National Federations will help in technical and managerial work.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Processing machines, laboratory equipments, transformers, generators etc.
- 10.2 Whether locally available. Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for imported items. : N.A.
- 10.5 Whether similar plant operating in the country/or area of operation if so, the capacity and the products. Yes, a 500 ton capacity processing plant is already in operation.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 90
Technical: 24
Administrative: 16
General: 50
- 11.2 Whether technically qualified personnel locally available. Yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to 1989/90
- 12.2 Project Life Ten years
- 12.3 Maximum capacity utilisation to be achieved by: 1998
- 12.4 Any second phase contemplated for further expansion in activities or new additions to project activities. No

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period 17.54%, 5.71 years
- 13.2 Estimated net increase in income to members as a result of project activities. 200 yuan Increase of income per farm household.

- 13.3 Additional employment to be generated 90 persons to get f u l l employment. 1
time (in what specific fields)
- 13.4 Other direct/indirect benefits to members
1. Members get 0.20 yuan more per kg for their produce.
 2. Better processing infrastrucutre will ensure better raw material utilisation and minimize damage/rottage of fruits.
 3. Farm guidance and farm input supply
- 13.5 Expected impact on the cooperative implementing the project.
1. The cooperative will be able to process and market farmers produce in a better way. Its turnover and activities will increase.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts : for project preparation and its implementation.
- Japanese coops may advice for manufacturing products to their specificatios.
- 14.2 Training facilities within the country/ abroad. Available within the country.
- 14.3 Assistance in marketing the products locally / abroad. : Assistance needed for selligin Japan.
- 14.4 Funds needed from external sources No
- 14.5 Assistance for setting up plant and machinery. No
- 14.6 Whether external assistance needed for managing the plant. No.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR
1. PROJECT FEASIBILITY STUDY
2. EXPORT MARKETS.

Country: CHINA

P r o j e c t
No.ICA/J88/89/CHN.6.

NAME OF PROJECT
A COLD STORAGE FOR FARM
PRODUCTS

1. PROJECT PREPARED BY: Mr. GAO JIHAI

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1.72 MILLION mu cultivated farm land, 970,000 total population, 870,000 farmers population.

2.2 Present income level of coop members: 594 yuan per annum.

2.3 Commodities grown, present pattern of processing/marketing : wheat, maize, cotton, ground nut tobacco, apple, eggs, garlic botls, fruits and vegetables.

2.4 Present source of raw materials: Farmers directly sell to government or to consumers.

2.5 Returns to producers: Present return are not remunerative - project may provide 50% higher returns.

2.6 Justification for the need for changing present pattern of productivity., processing or marketing. : Increase in shelf life of perishables is necessary for better and assured return to producers.

2.7 Anticipated project benefits in brief.:- better prices to producers,
- higher anticipated production.

2.9 Constraints. - lack of market mechanism,
- high production costs,
- lack of storage and processing facilities.
- distress sale and - rottage and wastage.

3. OBJECTIVES.
- to maintain high quality of goods and to increase their shelf life.
 - to maintain continuity of supply of perishables in lean season.
 - to offer better prices to farmers by avoiding distress sale and releasing the commodity in lean season when the prices are high.
4. NAME AND ADDRESS OF COOPERATIVE: ZHUCHENG COUNTY SUPPLY & RESPONSIBLE FOR THE PROJECT MARKETING COOPS, SHANDUNG PROVINCE, CHINA.
- 4.1 Services to members: goods/services Marketing of members produce, supply of inputs and daily necessities.
5. PLANNED PROJECT ACTIVITIES: Creation of cold storage of 2700 tons capacity.
- 5.1 Details on backward, forward, and horizontal linkages. Collection of produce from farm gate, supply of inputs and farm guidance, grading, storage, packaging and marketing of produce in cities coop stores.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. An additional activity.
7. ESTIMATED VOLUME OF COMMODITIES TO BE HANDLED/INPUTS. 2,700 tons
- 7.1 Channels for securing Inputs.: Inputs will be secured from the government and supplied to farmers.
- 7.2 Channels for marketing within the country. Coop stores in cities as well as from gates of farms.
- 7.3 Expected volume of marketable surplus. 5000 tons of garlic bolts
- 7.4 Expected turn-over.: 6.96 million yuan
- 7.5 Expected import substitution.: nil

8. SOURCES OF FUNDS

8.1 Total Project Outlay.: 3.18 million yuan

8.2 Owned capital.: 0.360,000 million yuan

8.3 Domestic cost component.: 100%

8.4 Foreign cost component. nil

8.5 Member contribution for this project : 120,000 yuan

Additional shares/deposits.

8.6 Loans/sources of such loans.: 1.2 million yuan from
Agricultural Bank , 1.5 million
yuan working capital.
from other local banks.

9. PLANT AND MACHINERY TO BE INSTALLED:

9.1 Type of Machinery: Cooling towers, refrigerator ammonia
compressor, wash pumps, other cold
storage equipments.

9.2 Whether locally available.: yes

10. PERSONNEL:

10.1 Total number of project personnel
required: 32
Technical: 13
Administrative: 6
General: 13

10.2 Whether technically qualified: yes
personnel locally available.

11. PROJECT IMPLEMENTATION SCHEDULE;

11.1 Preparatory works from - to: 1989 - March 90

11.2 Project Life : Ten years.

11.3 Maximum capacity utilisation : second year
to be achieved by:

11.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

12. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 12.1 Project IRR, Pay Back period: 9.8%, seven years
- 12.3 Estimated net increase in income to : 50% higher price
members as a result of project to farmers for
activities. their produce,
particularly
garlic bolts,
eggs and apple.
- 12.4 Additional employment to be generated: direct employment
to 32 persons.
- 12.5 Other direct/indirect benefits to members
- assured market outlet to growers,
- higher price for their produce,
- assured supply of garlic bolts, apples and eggs
to consumers during the lean and festival seasons.
- 12.6 Expected impact on the cooperative : The service and
implementing the project. marketing
efficiency of
the coop will
improve manyfold.

13. EXTERNAL ASSISTANCE NEEDED:

- 13.1 Technical assistance /services of experts: Locally
for project preparation and its available.
implementation.
- 13.2 Training facilities within the country/: Yes
abroad.
- 13.3 Assistance in marketing the products ; Not needed
locally / abroad.
- 13.4 Funds needed from external sources: no
- 13.5 Assistance for setting up plant and: nil
machinery.
- 13.6 Whether external assistance needed for: nil.
managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM THE LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: CHINA

Project No. ICA/J89/90/CHN.7

NAME OF PROJECT
BEIJING ENGLISH DUCK FEEDING,
PROCESSING AND MARKETING
PROJECT

1. PROJECT PREPARED BY: Mr JIA MIN SHENG

Participant of the FOURTH_ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 458 Sq.km., 280,000 persons
93% are farmers.

2.2 Present income level of the area: 700 yuan per annum

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of : wheat, corn, cotton,
processing/marketing fruits and
vegetables

2.5 Returns to producers The produce are marketed
through cooperatives. return
is fairly ok.

2.6 Justification for the need for changing : It is a new
present pattern of productivity., activity to
processing or marketing. increase farmers
income and to
improve supply of
duck meat.

2.7 Anticipated project benefits in brief.: Better income to
farmers , more
employment.

2.8 Constraints.: lack of awareness of technology of cross
breeding and processing for marketing of duck
products.

3. OBJECTIVES.- to generate additional employment and income for the farmers,
to develop superior cross bred birds for better supply of animal protein and meat.
to transform rural economy through duck farming and duck product exports.
4. NAME AND ADDRESS OF COOPERATIVE: XIANGHE COUNTY BEIJING
RESPONSIBLE FOR THE PROJECT ENGLISH DUCK FEEDING,
PROCESSING AND MARKETING
CO LTD (TO BE PROMOTED
BY XIANGHE COUNTY SUPPLY
AND MARKETING COOPS)
- 4.1 Present Society Membership/ : 68,132 (98% of farmers
Membership coverage to total population)
population.
- 4.2 Volume of Business/Commodities : 98 million yuan
Handled.
- 4.3 Services to members:goods/services: supply of
agricultural inputs,
supply of consumer
goods, marketing of
a g r i c u l t u r a l
produce.
5. PLANNED PROJECT ACTIVITIES BEIJING ENGLISH DUCK
FEEDING, PROCESSING AND
MARKETING.
- 5.1 Details on backward, forward, : To develop cross bred
and horizontal linkages. through cherry valley
duck to market produce
through Beijing Xianghe,
Tianjin and Tangshan
SMCS, Cherry Valley Farm
Ltd UK and Largeship Ltd
Taiwan.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 2 million ducks per annum.
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Cross bred ducks to be
developed through Cherry valley
Farms Ltd UK and other inputs
from government and All China
Federation of Supply and
Marketing Cooperatives.

- 7.2 Channels for marketing within: Xiangge county SMC will sell the country. ducks in Xianghe, Beijing, Tianjin and Tangshan markets.
- 7.4 Expected turn-over.: 91,737,000 Yuan
- 7.5 Expected import substitution. Nil
8. EXPORT POTENTIAL, IF ANY. Yes, 50% can be exported.
- 8.1 Channel of marketing the products.: Cherry Valley Farms Ltd
UK will sell duck tongues, feet and feather in international markets, Largeship Ltd, Taiwan, will sell 30% duck meat, part of duck viscus and duck wings.
- 8.2 Estimated export turnover.: 25 million yuan.
- 8.3 Benefits to members from exports.: Better prices to farmers
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay. 15,787,700 yuan
- 9.2 Owned capital.: 5,920,380 yuan
- 9.3 Domestic cost component.: -do-
- 9.4 Foreign cost component.: 223,200 yuan - Cherryvally, UK
1,750,260 yuan -Largeship Ltd,Taiwan
- 9.5 Member contribution for this project : Equity: 7,893,850
Additional shares/deposits.
- 9.6 Loans/sources of such loans. Equity amount to be raised as loans.
- 9.7 Government contribution if any in the:
form of subsidy/grant/soft loans
- 9.8 Government or government sponsored : Chinese government will agency support for technical and support project.
managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: Feed processing plant, slaughter house, roast duck processing etc.
- 10.1 Type of Machinery semi-automatic.

- 10.2 Whether locally available. : yes
- 10.3 Whether to be imported. Some machinery need import
- 10.4 Whether local agents available for : yes.
imported items.
- 10.5 Whether similar plant operating n.a.
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel 400
required:
Technical: 50
Administrative:
General: 350
- 11.2 Whether technically qualified Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: March to Dec. 1990
- 12.2 Project Life 10 years
- 12.3 Maximum capacity utilisation : After second year.
to be achieved by:
- 12.4 Any second phase contemplated: not specified
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 42.5%, 3 years
- 13.2 Additional employment to be generated: 400 persons
(in what specific fields)
- 13.3 Other direct/indirect benefits to members:
- additional income to farmers by duck farming.
- transformation of vegetable protein to animal
protein.
- employment to the members of farmers families.
- foreign exchange earning through exports.

Country: CHINA

Project No.ICA/J89/90/CHN.8

NAME OF PROJECT
DEVELOPMENT OF RUSH MAT
PROJECT

1. PROJECT PREPARED BY: Mr YANG BAO GUO

Participant of the FOURTH_ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 3,200 MU, 600 FARMERS

2.2 Commodities grown, present pattern of : Paddy, rush paddy,
processing/marketing vegetables grown.
processed, sold locally.

2.3 Present source of raw materials: Chinese mat rush grown
and supplied by farmers.

2.4 Returns to producers: Poor

2.5 Justification for the need for changing: Rush mat will
present pattern of productivity., fetch Yuan 18
processing or marketing. per mat, entire
produced to be
exported.

2.6 Anticipated project benefits in brief.: Higher price
for growers.

2.7 Constraints.: lack of knowledge and technology of growing
rush mats,
- farmers have poor income level.

3. OBJECTIVES.

- to provide alternative vocation to farmers,
- to increase their income by value addition activities,
- to increase foreign exchange earning of the cooperative/country.

4. NAME AND ADDRESS OF COOPERATIVE: SHANGHAI FEDERATION
RESPONSIBLE FOR THE PROJECT OF SUPPLY AND
MARKETING COOPS.

- 4.1 Services to members:goods/services : Supply of consumer goods, inputs, marketing of farmers produce.
5. PLANNED PROJECT ACTIVITIES: TO SET UP RUSH PADDY PLANTATION TO PROCESS AND MAKE RUSH MATS FOR EXPORT.
- 5.1 Details on backward, forward,; and horizontal linkages. Shanghai Company of Export, Imports, Shanghai Coop Fed and Songjian county supply and marketing coop. will supply fertilizers, pesticides, net rope, seedlings, technical guidance and procure raw material, process and exort finished mats.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity
7. ESTIMATED VOLUME OF COMMODITIES : 90,000 pieces of rush mats TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Shanghai Federation and Songjian county coops will secure fertilizers, pesticides, netrope and seedlings from government and foreign buyers.
- 7.2 Channels for marketing within: the country. To be marketed through Shanghai Import and Export Co.
- 7.3 Expected volume of marketable: surplus. 90,000 pieces.
- 7.4 Expected turn-over. Yuan 1,620,000
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: FULLY EXPORT ORIENTED PROJECT 100% production to be exported.
- 8.1 Channel of marketing the products.: Shanghaiu Export Import Co.
- 8.2 Estimated export turnover. Yuan 1,620,000 per year

8.3 Benefits to members from exports.: Higher income to farmer members as per supply.

9. SOURCES OF FUNDS

9.1 Total Project Outlay. Yuan 6,090,042

9.2 Owned capital. Yuan 192,000

9.3 Domestic cost component. -do-

9.4 Foreign cost component. Yuan 4,170,042

9.5 Loans/sources of such loans. : loan to be raised from foreign company @ 5% intt repayable in 5 years.

9.7 Government contribution if any in the: nil form of subsidy/grant/soft loans

9.8 Government or government sponsored : It is a government agency support for technical and sponsored activity. managerial activities.

10. PLANT AND MACHINERY TO BE INSTALLED: RUSH MAT SEWING PLANT

10.1 Type of Machinery Fully automatic

10.2 Whether locally available.: No

10.3 Whether to be imported.: yes

10.4 Whether local agents available for: Yes, through Shanghai imported items. Import and Export Co

11. PERSONNEL:

11.1 Total number of project personnel required: 7
Technical: 3
Administrative: 2
General: 2

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to 1988-89

12.2 Project Life 5 years

12.3 Maximum capacity utilisation to be achieved by: 4th year

- 12.4 Any second phase contemplated capacity of the
for further expansion in activities: plant to be doubled
or new additions to project activities. after 5 years.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 38.8%, 3 years.
- 13.2 Estimated net increase in income to : Yuan 433.8
members as a result of project activities. per member
per year.
- 13.3 Additional employment to be generated: 600 farmers to
get part-time employment in rush mat
production, 7 persons to get full
employment
- 13.4 Other direct/indirect benefits to members
- the project will generate exort oriented
activities.
- the additional income will be generated to
farmers and workshop workmen.
- There will be optimal utilisation of spare
time available with farmers and their family.
- 13.5 Expected impact on the cooperative
implementing the project.
- The export turnover and marketing services
of the coop would expand.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts:
project preparation and its implementation.
- Foreign company will help in project
preparation.
- 14.2 Training facilities within the country/
abroad.
- Training to managerial persons to be
provided by foreign collaborators.
- 14.3 Assistance in marketing the products
locally / abroad.
- export marketing to be done by Shanghai Export
Import Company.
- 14.4 Funds needed from external sources
- Sewing machines and mat making machines to be
imported from abroad.

14.5 Assistance for setting up plant and machinery.

- Yes, expert guidance necessary for setting up plant and machinery.

14.6 Whether external assistance needed for managing the plant.

No

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR
PROJECT FEASIBILITY STUDY
EXPORT MARKETING
TRAINING OF TECHNICIANS AND
IMPORT OF PLANT AND MACHINERY WITH
SERVICES OF EXPERTS FOR INSTALLATION AND
INITIAL MANAGEMENT.

COUNTRY: CHINA

Project No. ICA/J.90-91/ 9

Name of Project: SANHE COOP CHICKEN
FEED PLANT

1. Project Prepared by:

MR RONG JUN
Participant to the 5th ICA
Japan Management Training Course

2. Justification:

2.1 Area: Population 40,000 ha. 360,000. 330,000 members
Target group:

2.2 Present income level of area: Yuan 1500-2000 p.a.

2.3 Present income level of coop members: - do -

2.4 Commodities grown: Wheat, corn, vegetables. Marketed in ra.
present pattern of material form through coops and
processing /marketing markets.

2.5 Source of raw materials: From members

6 Returns to Producers: Higher price for corn and low price
on chicken feed for poultry farmers
planned

2.7 Justification for change: Corn marketing is a problem. Supply
of quality feed and cheaper prices
to members.

2.8 Anticipated benefits to members: Addition in value for corn producers
reduction of feed cost for poultry
farmers

2.9 Constraints: Trace elements for chicken feed has to
be bought from outside market

3. Objectives:

Secure corn producers remunerative
price and income. guarantee supply of
poultry feed at reasonable prices.
chicken marketing to benefit farmers

3. Objectives:

4. Name of Coop implementing Project: SANHE COUNTY UNION OF SUPPLY AND MARKETING COOPERATIVES. SANHE COUNTY HEBEI PROVINCE. CHINA
- 4.1 Present membership: 330.000 members out of 360.000 inhabitants
- 4.2 Vol. of business/ commodities handled: 3400 m/t 5880.000 to 6.720.000 yuan
- 4.3 Services to members: Agrl. input suply . prodn. guidance marketing of produce
5. Planned Project Activities:
- 5.1 Details of backward, forward and horizontal linkages: Help farmers assess better seed, chemic als. techniques, collection of products processing, marketing
6. Is the project an addl. activity: additional activity.
7. Estimated vol. of commodities to be handled / inputs: 8.400 m/t corn. 15000 m/t feed
- 7.1 Channel for inputs: Local primary coops
- 7.2 Channles for marketing: 80.000 m/t corn thru local coop societies
- 7.3 Expected vol. of marketable sruplus: 80.000 m/t corn
- 7.4 Exptected turnover: Yuan 20.700.000

- 7.5 Exptected import substitution Yuan 20.700.000
8. Export potential if any nil
- 8.1 Channel of marketing aborad:
- 8.2 Estimated export turnover:
- 8.3 Benefits to members:
9. Sources of Funds:
- 9.1 Total project outlay: Yuan 4.000.000
- 9.2 Owned capital: Yuan 500.000
- 9.3 Domestic cost component: Yuan 3.500.000
- 9.4 Foreign cost component: nil
- 9.5 Member contribution : Yuan 500.000
addl shares/deposits
- 9.6 Loans/sourcesof loans: Yuan 3.500.000
- 9.7 Govt contribution/subsidy/
grants/soft loans nil
- 9.8 Govt support in technical and managerial activities County government to support in technical and admn. activities.
10. plant and Machinery tobe installed:
- 10.1 Type of machinery Entire plant and machinery for feed manufacturing
- 10.2 Whether locally available: yes
- 10.3 Whether tobe imported: no

10.4 Whether local agents available: a.

10.5 Whether similar plants operating/
capacity

11. Personnel:

11.1 Total no. of personnel: 60

technical: 7
administrative
general 53

11.2 Whether technically qualified
personnel locally available: yes

12. Project Implementation Schedule:

12.1 Preparatory work: June - July 31, 1991

12.2 Project life: 14 years

12.3 Max. capacity utilisation 15000 m/t output
by

12.4 Any second phase contemplated: no

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: 23.43 per cent. 6 years

13.2 Debt service coverage ratio:

13.3 Estimated net increase to members: Yuan 6.623.500 for the entire
project life

13.4 Addl. employment generation: 38 - 48 new jobs.

13.5 Other benefits to members Cost of transportation for corn and
feed will be saved. Time for
procuring inputs and marketing saved

13.6 Benefits to coop implementing
project More efficient service to members
Effective member participation

14. External Assistance needed:

No

14.1 Assistance for preparation and implementation

From Ministry of Commerce, and All China Federation of Supply and Marketing Coops

14.2 Training facilities

locally available

14.3 Marketing assistance abroad: n.a.

14.4 Funds needed from abroad

met from local sources

14.5 Assistance for setting up plant and machinery

no

14.6 External assistance needed for management of plant

no

COUNTRY: CHINA

Project No. ICA/J.90-91/10

Name of Project: INTEGRATED CHINESE
ONION PROJECT

1. Project Prepared by: HUANG YADONG
Participant to the 5th ICA
Japan Management Training Course
2. Justification:
 - 2.1 Area. Population 6400 ha. 18000. target group:
Target group: 10800 members
 - 2.2 Present income level of area: Yuan 600 p.a.
 - 2.3 Present income level of coop members Yuan 630 pa..
 - 2.4 Commodities grown: Rice. wheat. cotton. lotus root and tea
present pattern of processing /marketing
 - 2.5 Source of raw materials: From members. local towns. adjacent
counties and province
 - 2.6 Returns to Producers: Total return for five years
Yuan 150.000
 - 2.7 Justification for change: Local supply and marketing coops
runs on loss in onion business.
purchase price from farmers vey low
Farmers should get remunerative price
 - 2.8 Anticipated benefits to members: Total profit Yuan 260.000 and member
revenue in five years would be 2.8 mil.
yuan
 - 2.9 Constraints: Total reliance on foreign markets
3. Objectives: Increase in income of farmer members an
and revive coop's onion business

3. Objectives:

4. Name of Coop implementing Project: TOU ZHENG PRIMARY AGRICULTURAL COOP.
- 4.1 Present membership: 60 per cent of total population
- 4.2 Vol. of business/ commodities handled
1st year - 340 mt/
2nd year - 740 mt
3rd year - 2700 m/t
- 4.3 Services to members: Supply of inputs like chemical fertilizers, pesticides, seed, other agro inputs, provide technical guidance to members
5. Planned Project Activities:
- 5.1 Details of backward, forward and horizontal linkages: Organise and support farmer member group in their production; organise model farmers to guide others, open domestic market in addition to foreign market for onions.
6. Is the project an addl. activity: Expansion of present activity
7. Estimated vol. of commodities to be handled / inputs
- 7.1 Channel for inputs: from 60-80 per cent of onion growers in the area
- 7.2 Channels for marketing: whole sale and retail outlets of supply and marketing coops, guesthouses, factories, canteens etc.
- 7.3 Expected vol. of marketable surplus: 100 m/t per year
- 7.4 Expected turnover:
1st year - 777000 yuan.
2nd year - 2046000 yuan

- 7.5 Exptected import substitution nil. exportable item
8. Export potential if any Yes.
- 8.1 Channel of marketing aborad: Provincial Foreign Trade Corpn.
- 8.2 Estimated export turnover: Yuan 620000 in 1st year and Yuan 93000⁰by fifth year
- 8.3 Benefits to members: Yuan 387.800 in 5 years.
9. Sources of Funds:
- 9.1 Total project outlay: Yuan 610.000
- 9.2 Owned capital: Yuan 250.000
- 9.3 Domestic cost component: Yuan 610.000
- 9.4 Foreign cost component: no
- 9.5 Member contribution : addl shares/deposits Yuan 10.000
- 9.6 Loans/sourcesof loans: Yuan 300.000 from Agrl. Bank of China
- 9.7 Govt contribution/subsidy/ grants/soft loans nil
- 9.8 Govt support in technical and managerial activities Yes. support for technical issues will be drawn
10. Planē and Machinery tobe installed:
- 10.1 Type of machinery Selecting machine TG 85
- 10.2 Whether locally available: yes
- 10.3 Whether tobe imported:

10.4 Whether local agents available: n.a.

10.5 Whether similar plants operating/ Yes. with different capacities.
capacity.

11. Personnel:

11.1 Total no. of personnel:	94
technical:	3
administrative	11
general	90

11.2 Whether technically qualified personnel locally available: yes

12. Project Implementation Schedule:

12.1 Preparatory work: January 92 to May 92

12.2 Project life: 5 years

12.3 Max. capacity utilisation 100 per cent
by

12.4 Any second phase contemplated: no

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: 21.8 per cent. 5 years

13.2 Debt service coverage ratio:

13.3 Estimated net increase to members: 500,000

13.4 Addl. employment generation: 94 persons.

13.5 Other benefits to members Decrease in production cost.
increase in unit yield.

13.6 Benefits to coop implementing project increase in sales income
Revival of coop for better functioning.

14. External Assistance needed: yes
- 14.1 Assistance for preparation and implementation Technical guidance for processing
- 14.2 Training facilities Food processing training within and outside country needed
- 14.3 Marketing assistance abroad: Market in foreign countris for product needed
- 14.4 Funds needed from abroad Yuan 100.000
- 14.5 Assistance for setting up plant and machinery no
- 14.6 External assistance needed for management of plant No.. training will be undertaken by the society itself.

INDIA

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India



Regional Office for
Asia & the Pacific

ICA PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS RECEIVED FROM MEMBER ORGANISATIONS AND
PARTICIPANTS.

I N D I A

Project. No. 1 : Orange Development Project by Mr N N Joshi:

Efforts are being made to obtain the land for the project. Revised estimates are being prepared periodically to test viability of the project.

Project No. 3 : Integrated Paddy Cooperative by Mr C.S.Singhal:

Due to change in government policy concerning procurement of paddy. the project is no more a workable proposition. The participant is now working on an alternative fruit/vegetable production and processing project.

Project No. 4 : Production and Marketing of Fresh Oranges by
T.P.Bhutia

Due to local constraints. the State Marketing Federation has not yet accepted responsibility for operating the project. However orange marketing is being carried out by the primary cooperatives through traditional private exporters to the terminal market in Calcutta. Efforts are being made to involve the State Marketing Federation in the marketing of oranges.

Due to the location of the project in deep mountainous area. it is useful to provide technical assistance for preparing feasibility study of the project.

Project No. 6 : Sheep and Wool Marketing by Mr R.I.D.Mehta

Eight primary collection centres for wool and on foot animal opened: 350 qt. of raw wool collected from 400 members government financial support and working capital provided by the Ccp Tribal Area Development Federation. forward linkages being strengthened. Project is operational



Regional Office for
Asia & the Pacific

Additional Comments on Projects. India p 2

Project No. 8 : Onion Marketing. by Mr P.K.Pandey

Onion marketing by the society has commenced and 0.75 million tonnes of onion were disposed during September/October 90. Society also sells onions through NEDB sponsored fruit and vegetable outlets in Delhi.

Chance of obtaining greater returns to farmers by higher prices and patronage refunds have been improved.

Project No. 9: Potato Development Through Integrated Cooperative by Mr D T Rangaswamy:

Process of project implementation has recently been ensured with the help of promoters meetings and preparation of model byelaws of the proposed society. The proposal for registration of the new organisation has been submitted to the Registrar of Cooperatives for approval.

Project No.10: Marketing of Potatoes. by Mr L.S.Rawal:

Discussions have been held with leaders for registering the society. However to accelerate the project implementation, assistance for project feasibility study is desirable.

Country: INDIA

Project No. ICA/J86/87/IND.1

NAME OF PROJECT

ORANGE DEVELOPMENT IN JALAWAR,
RAJASTHAN.,

1. PROJECT PREPARED BY: Mr N N JOSHI

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 9950 sq.km/784994 persons

2.2 Commodities grown, present pattern of : Orange processing/marketing

2.3 Present source of raw materials: Primary coop agricultural societies.

2.4 Returns to producers: 25% of the profits will be ploughed back to members in proportion to the quantum of produce marketed.

2.7 Justification for the need for changing:

- Influence of private traders,
- Lack of business and technical skills in farmers,
- Good scope and potential of orange development and cultivation.

2.8 Anticipated project benefits in brief.

- increase of Rs.400 m/t in the price of oranges,
- increase in the yield of crop by better farm management techniques.

3. OBJECTIVES

- Increase in production of oranges,
- organise marketing of oranges,
- strengthen backward and horizontal linkages
- increased returns to farmers on products by adding value.

4. NAME AND ADDRESS OF COOPERATIVE: JHALAWAR PHAL UTPADAK
RESPONSIBLE FOR THE PROJECT. KRAYA VIKRAYA SAHAKARI
SAMITY, JAFCO.
- 4.1 Present Society Membership/: 172/0.02%
Membership coverage to total
population.
- 4.2 Services to members: Primary societies in the
goods/services: area distributing inputs,
the seeds and saplings
along with technical
guidance will be catered
through JAFCO.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, : 1.Input supply being
and horizontal linkages: made by 61 existing
primary coop.
agrl.societies,
2. nursery is proposed to
be developed with JAFCO
for supply of saplings,
3. exclusive farm
guidance cell proposed to
be constituted,
4. In 6th year,
processing plant for
juice concentrate to be
commissioned,
5. marketing through
NAFED.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Existing primary
agrl.coops will provide
fertilizers, chemicals
and credit to members.
- 7.2 Channels for marketing within NAFED.
the country.
- 7.3 Expected volume of marketable: 7,500 MT /year orange
surplus. juice.

- 7.4 Expected turn-over.: Rs.93.75 million
8. EXPORT POTENTIAL, IF ANY.: Not envisaged initially.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs. 2 million for infrastructure
Rs.11 million for processing plant.
- 9.2 Owned capital.: Rs. 136,000
- 9.3 Domestic cost component.: 15% on working capital, 12% on long term loan.
- 9.4 Member contribution for this project :
- Additional shares/deposits.: Rs.75000 for infrastructure,
Rs.0.825 million for processing plant.
- 9.6 Loans/sources of such loans.: Rs.1.8 million for infrastructure.
Rs.6.6 million from State Coop Bank for processing plant,
- 9.7 Government contribution if any in the: Rs.3.575 million from State Govt. for processing plant.
form of subsidy/grant/soft loans Rs.125 for infrastructure.
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery M e c h a n i c a l operations
- 10.2 Whether locally available.: yes
- 10.3 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel 48
required:
Technical: 4
Administrative: 6
General: 38
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 2 years
- 12.2 Project Life : 15 years, processing plant - 10 years.
- 12.3 Maximum capacity utilisation : 11th year.
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 50%, 10 years
- 13.2 Estimated net increase in income to : Rs.125 /140 mt
members as a result of project activities.
- 13.3 Additional employment to be generated: 48 persons
(in what specific fields)
- 13.4 Other direct/indirect benefits to members
- better training and education
 - more profitable farm management
 - increased earnings and production.
- 13.5 Expected impact on the cooperative : Better economy
implementing the project.

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- training on orange ciultivation, skills and
harvesting techniques.
- 14.2 Training facilities within the country/
abroad.
yes, within the country.
- 14.3 Assistance in marketing the products
locally / abroad.
available locally.
- 14.4 Funds needed from external sources no
- 14.5 Assistance for setting up plant and
machinery. nil

14.6 Whether external assistance needed for nil
managing the plant.

COMMENT: EXTERNAL ASSISTANCE IS NEEDED ONLY FOR
TRAINING OF PROJECT STAFF.

Country: INDIA

Project No.ICA/J86/87/IND.2

NAME OF PROJECT

PROJECT FOR POTATO MARKETING

1. PROJECT PREPARED BY: Dr N.P.SHARMA

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 29 villages/30502/14090
60,000 ha

2.2 Commodities grown, present pattern of :Potato, wheat, rice,
processing/marketing maize, mango etc.

2.3 Present source of raw materials: From Members.

2.4 Returns to producers: Rs.400 MT extra to
present price.

2.7 Justification for the need for changing:
present pattern:

- no organised effort in marketing the potatoes
and hence dependence on private trade. There
is cope for increasing the crop yield and
quality. Hence processing recommended.

2.8 Anticipated project benefits in brief.

- Rs. 6.80 to 11.64 MT of potato as bonus

2.9 Constraints. - Dominance of private traders since the coop
is not extending any marketing or processing
facilities for potatoes.

3. OBJECTIVES : Farm guidance,
provide storing, warehousing facilities
in the form of cold storage,
install processing unit for wafers
provide stable marketing and increase
revenue generation.

4. NAME AND ADDRESS OF COOPERATIVE: JAHANGANJ COOP
RESPONSIBLE FOR THE PROJECT SOCIETY, FARUKHABAD

- 4.1 Present Society Membership/: 5805/14%
Membership coverage to total population.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages. Society will take up farm up farm guidance, input supply and marketing through U.P.State Federation and own resources.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing inputs: Fertilizer from the PACs, seedlings and sapling from government nursery and own farm of society.
- 7.2 Channels for marketing within the country. U.P.Potato Federation and Domesctic markets of Delhi, Agra etc.
- 7.3 Expected volume of marketable surplus. 25,500 MT of potatos
- 7.4 Expected turn-over.: Rs. 22.944 million
8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs.7 million
- 9.2 Owned capital.: Rs. 217,000 and Rs.1 million of fixed assets
- 9.3 Domestic cost component.: 12%
- 9.4 Loans/sources of such loans.: Rs.4.327 million
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans the: Rs.1.456 million by NCDC as margin money

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Cold storage and mechanical potato chip making plant
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel required:
Technical:
Administrative: 10
General: 6
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to:
- 12.2 Project Life : 5 years
- 12.3 Maximum capacity utilisation : 5th year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 15.62%
- 13.2 Estimated net increase in income to : Rs.6.8 to
members as a result of project activities. Rs.11.64
per MT bonus to farmers.
- 13.4 Additional employment to be generated: 16 persons
(in what specific fields)
- 13.5 Other direct/indirect benefits to members
- Better farm management skills

- better quality of produce and processing,
- increase in the income of farmers.

13.6

Expected impact on the cooperative
implementing the project.

- Better reliability and organised service to farmers.

Country: INDIA

Project No.ICA/J86/87/IND.3

NAME OF PROJECT

INTEGRATED PADDY COOPERATIVE

1. PROJECT PREPARED BY: Mr C.D.SINGHAL

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 142490 ha/4571/ 4070
m e m b e r s i n 2 2
villages/coops

2.2 Commodities grown, present pattern of :Paddy, vegetables,
processing/marketing maize etc.

2.5 Present source of raw materials: Primary agrl.coops.

2.6 Justification for the need for changing present pattern: Through membership coverage is substantial the services offered by cooperatives are moderate and marginal.

2.7 Anticipated project benefits in brief. On an average the income of farmers per h/a of paddy will increase by Rs. 1650

2.9 Constraints.: No organised efforts to improve paddy farming techniques,
Due to poor credit and marketing tie-ups, the returns to producers are poor.

3. OBJECTIVES : To impart farm management techniques and guidance
To provide better input supply.
Organise marketing with value adding base.

4. NAME AND ADDRESS OF COOPERATIVE: KURUKSHETRA PADDY GROWERS
RESPONSIBLE FOR THE PROJECT COOPERATIVE SOCIETY LTD.

4.1 Present Society Membership/: 4070 / 1.408 million as
Membership coverage to total members' contribution.
population.

- 4.2 Services to members:goods/services: All 22 coops in the area do credit and input supply business but at moderate scale and earn only marginal surplus.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages: Society will arrange farm guidance through University experts, IFFCO and other agencies; input supply will be made through the society and processing and marketing of rice will be made in domestic market through own efforts.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: IFFCO, KRIBHCO and the farmer members.
- 7.2 Channels for marketing within: the country. Through State Coop Marketing Federation and own efforts.
- 7.3 Expected volume of marketable: surplus. 17,600 MT of paddy.
- 7.4 Expected turn-over.: Rs.29.825 million per year
8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs. 4.14 million -long term loan; Rs. 4.6 million working capital per year.
- 9.2 Owned capital.: Rs.327,000

9.3 Domestic cost component.: 11.5% on long term loan and 16.5% on working capital.

9.4 Loans/sources of such loans.: Rs.2.694 million from State Coop Bank.

9.57 Government contribution if any in the: Share capital contribution
form of subsidy/grant/soft Rs. 1.078 million.
loans

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Automatic rice milling plant.

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for: yes
imported items.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel required:
Technical:
Administrative:
General:

11.2 Whether technically qualified personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to:

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 2nd year
to be achieved by:

12.4 Any second phase contemplated: ..
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 20%, 4 years.

13.2 Estimated net increase in income to : Increase
members as a result of project Rs.400 mt
activities. in income.

13.3 Other direct/indirect benefits to members

Better farm guidance.
Better marketing and returns to producers.

13.4 Expected impact on the cooperative
implementing the project.
Better economy.

Country: INDIA

Project No. ICA/J87/88/ IND.4

NAME OF PROJECT

PRODUCTION AND MARKETING OF
FRESH ORANGES IN SIKKIM STATE
THROUGH COOPERATIVES.

1. PROJECT PREPARED BY: MR THONDUP PINTSO BHUTIA

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 4500 ha/ 31,500

2.2. Commodities grown, present pattern of : Maize, Paddy,
processing/marketing cardamon, wheat
orange

2.3 Present source of raw materials: Government agencies.

2.4 Justification for the need for changing:

- Due to poor credit facility and unorganised marketing system, preharvest sale is done.

2.5 Anticipated project benefits in brief.

Extra Rs. 8.87 / 1000 pieces of oranges

3. OBJECTIVES.- to provide institutional finance to orange growers to meet their marketing and consumption needs,
to create a marketing channel for value addition in the product.

4. NAME AND ADDRESS OF COOPERATIVE: SIKKIM STATE COOP SUPPLY
RESPONSIBLE FOR THE PROJECT AND MARKETING FEDERATION.

4.1 Present Society Membership/: 19 primary multipurpose
Membership coverage to total societies, 2000 member
population. orange growers.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. Agriculture Dept of Govt of Sikkim has input supply centres and also for supply of sapplings (127). SIMFED will also do marketing with help of NAFED/NCDC.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Expansion of present activity.

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: Government supply centres

7.2 Channels for marketing within: the country. SIMFED

7.3 Expected volume of marketable: surplus. 7,000 mt after 10 years.

7.4 Expected turn-over.: Rs. 14 million

7.5 Expected import substitution.: n.a.

8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: 0.38 million rupees

9.2 Loans/sources of such loans.: All working capital requirements to be met by SSCSMF (SIMFED) and NCDC.

9.3 Government contribution if any in the: form of subsidy/grant/soft loans -do-

10. PLANT AND MACHINERY TO BE INSTALLED: nil

11. PROJECT IMPLEMENTATION SCHEDULE;

11.1 Preparatory works from - to: 1988-89

11.2 Project Life : 13 years

11.3 Maximum capacity utilisation : 13 years to be achieved by:

11.4 Any second phase contemplated: Processing unit. for further expansion in activities

or new additions to project activities.

12. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 12.1 Project IRR, Pay Back period: 25.14%
- 12.3 Estimated net increase in income to : Rs, 887 /
members as a result of project activities. 1000
pieces of
orange.
- 12.4 Expected impact on the cooperative : Better returns to
implementing the project. growers.

13. EXTERNAL ASSISTANCE NEEDED: No.

- 13.1 Technical assistance /services of experts no
for project preparation and its implementation.
- 13.2 Training facilities within the country/
abroad. yes
- 13.3 Assistance in marketing the products no
locally / abroad.
- 13.4 Funds needed from external sources no
- 13.5 Assistance for setting up plant and no
machinery.
- 13.6 Whether external assistance needed for no
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY
FOR TRAINING OF PROJECT STAFF.

Country: INDIA

Project No.ICA/J87/88/IND.5

NAME OF PROJECT :

POTATO MARKETING AND
PROCESSING PROJECT

1. PROJECT PREPARED BY: Mr GANESH PRASAD NEMA

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: :46564 ha / 193828 / 10648

2.2 Present income level of the area:Rs.7285 p.a. per hectare

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of : Potatoes and cereals processing/marketing

2.5 Present source of raw materials: Through primary agricultural credit society (society grows potato seeds in 0.5 ha area of its own)

2.6 Justification for the need for changing:

- Processing will add value to product and help fetching remunerative prices.

2.7 Anticipated project benefits in brief.

- 15% dividend / per annum and
- Rs. 50 MT to potato growers as profit plought back
- Rs. 300 MT extra price will be given to members.

2.8 Constraints.

- Perishability of commodity
- doiminance of private traders.

3. OBJECTIVES. - to increase the crop yield and quality of potato crop
- to provide stable marketing of product
- to enhance the returns to farmers.
- to provide technical know how to prevent pathogenic effect.
- employment generation.

4. NAME AND ADDRESS OF COOPERATIVE: THE AMBIKA ALU UTPADAK
~~RESPONSIBLE FOR THE PROJECT~~ ~~VIRAN-AWAM-PRAKIYA~~
SAHAKARI SAMITY.

4.1 Present Society Membership/: 528/0.5%
Membership coverage to total population.

4.2 Services to members:goods/services: Supply of potato seeds, storage in cold storage with 5 6 0 0 M T capacity.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. Potatoes will be procured from the members and stored in the cold storage plant, marketing of potatoes will be in the form of wafers to state coop consumers federation, defence services, tourism dept and other dealers.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES : Seeds will be
TO BE HANDLED/INPUTS. distributed by the society.Fertiliser, pesticides etc by the PACS. 11875 MT of potatoes from members. 2100 MT will be sent for processing.

7.1 Channels for securing Inputs.: do

7.2 Channels for marketing within: Consumer coop federation
the country. of State and country and direct selling to other agencies as in 5:1.

- 7.3 Expected volume of marketable surplus. 525 MT of wafers /year
9775 MT of potatoes to bigger markets.
- 7.4 Expected turn-over.: 53.78 million.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs.8.3 million capital investment. Rs.23.5 million working capital p/a
- 9.2 Owned capital.: Rs. 0.96 million.
- 9.3 Domestic cost component.: 12%, cost of working capital 15%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project : Rs. 0.49 million
Additional shares/deposits.:
- 9.6 Loans/sources of such loans.: Rs.7.4 million from State Cooperative Bank. @ 12%
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Simple, mechanical
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for imported items. n.a.
- 10.5 Whether similar plant operating : yes.
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel required:
Technical: 1
Administrative: 1
General: Plant will work for 75 days in a year and extra labour

- will be employed.
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to:
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 5 years
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: More than 50%, 6 years.
- 13.2 Additional employment to be generated: general
(in what specific fields) seasonal labour.
- 13.3 Other direct/indirect benefits to members
- Better returns to members.
- stable marketing.
- members' involvement.
- 13.4 .Expected...impact on the...cooperative : Better...economy
implementing the project. effective service to members
14. EXTERNAL ASSISTANCE NEEDED: Nil.
- 14.1 Technical assistance /services of experts: no
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad. Yes
- 14.3 Assistance in marketing the products No
locally / abroad.
- 14.4 Funds needed from external sources nil

14.5 Assistance for setting up plant and machinery. nil

14.6 Whether external assistance needed for managing the plant. nil

COMMENT; EXTERNAL ASSISTANCE IS ONLY NEEDED FOR TRAINING OF PROJECT STAFF.

Country: INDIA

Project No. ICA/J87/88/IND.6

NAME OF PROJECT

SHEEP AND WOOL MARKETING IN
DUNGARPUR BLOCK, RAJASTHAN

1. PROJECT PREPARED BY: MR RAJIV I D MEHTA

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 0.09 HA, 8000/ 4500

2.2 Present income level of the area: Rs.300 p.m.

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of processing/marketing :Cereals, sheep rearing marketing through the Tribal Area Development Coop and Coop Sheep Wool Marketing Federation Ltd.

2.5 Present source of raw materials: Local,

2.6 Returns to producers: Rs. 20 / 30 kg, wool, avg. 175 per animal.

2.7 Justification for the need for changing:

- To improve quality of wool and animal by cross breeding and enhance the returns by an organised marketing.

2.8 Anticipated project benefits in brief.

Better price for wool and animal

With good quality of wool, spinning mills will be installed thereby adding value to farmers.

2.9 Constraints.- Lack of member education
inefficient infrastructure
longer gestation period.

3. OBJECTIVES. to improve the quality of wool and sheep by helping cross breeding programme of the State Government;
- to provide stable marketing channel to the members,
- to impart technical skills and to provide proper use of the product.

4. NAME AND ADDRESS OF COOPERATIVE: DUNGARPUR JAN JATIYA
RESPONSIBLE FOR THE PROJECT BHEDA PALAK SAHAKARI
SAMITY, DUNGARPUR,
RAJASTHAN. INDIA.

4.1 Present Society Membership/: 900 / 85%
Membership coverage to total
population.

4.2 Volume of Business/Commodities : 1.4 MT wool
Handled.

4.3 Services to members:goods/services:- Training on
wool clipping
methods,
collection of
wool,
cross breeding
programme.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, : Exotic rams supplied free
and horizontal linkages. of cost by Government
for fixed period,
marketing is done with
the State Federation of
Coops for sheep and wool
and better returns are
given.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT or rather maiden
ACTIVITY. effort in the field
of sheep and wool
marketing.

7. ESTIMATED VOLUME OF COMMODITIES : 3 MT wool p.a.
TO BE HANDLED/INPUTS. 15000 animals p.a.

- 7.1 Channels for securing Inputs.: For exotic breed of male sheep Australian Association of Coops being requested to supply rams.
- 7.2 Channels for marketing within the country. Local breed available Rajasthan State Coop Sheep and Wool Marketing Federation and Rajasthan Tribal Area Development Corporation will help.
- 7.3 Expected volume of marketable surplus. 3 MT wool p.a.
15000 animals p.a.
- 7.4 Expected turn-over.: Rs. 4 million
- 7.5 Expected import substitution.: Rs.750,000
8. EXPORT POTENTIAL, IF ANY.: Yes
- 8.1 Channel of marketing the products:Export Promotion Council
- 8.2 Estimated export turnover.: Rs.600,000 by export of rugs for floor carpets.
- 8.3 Benefits to members from exports.: Better returns.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs. 1.5 million
- 9.2 Owned capital.: ...
- 9.3 Domestic cost component.: Interest free
- 9.4 Foreign cost component.: yet to be decided
- 9.5 Member contribution for this project :
- Additional shares/deposits.: Rs.9000
- 9.6 Loans/sources of such loans.: Government subsidy under the Tribal sub-plan budgets and working capital requirements are met out of Tribal Area Dev. Coop Federations interest free loan.
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans -do-

9.8 Government or government sponsored : Training Programme on agency support for technical and managerial activities. animal health coverage and wool clipping techniques are given by government.

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Handlooms

10.2 Whether locally available.: Yes

10.3 Whether to be imported.: No

10.4 Whether local agents available for: N.a.
imported items.

10.5 Whether similar plant operating : n.a.
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel required:
Technical: 1
Administrative: 10
General: 40

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1988-90

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 4th year
to be achieved by:

- 14.4 Funds needed from external sources: Either aid or on cost approximate 500 male rams from Australia.
- 14.5 Assistance for setting up : If government does not plant and machinery. agree for the subsidy, a sum of Rs. 2 million may be needed.
- 14.6 Whether external assistance needed for: no managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

FEASIBILITY STUDY
GRANTS
IMPORT OF MACHINERY.

Country: INDIA

Project No.ICA/J88/90/IND 7.

NAME OF PROJECT
MANGO FRUIT PROCESSING
AND
MARKETING PROJECT

-
1. PROJECT PREPARED BY: Mr G.Ganga Rao
Participant of the THIRD ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 301.40 SQ.KM.
134,576 persons, mango growers.
 - 2.2 Commodities grown, present pattern of : Rice,mango, citrus,
processing/marketing banana, cashew,
orange,lemon.
 - 2.3 Present source of raw materials Existing orchards.
 - 2.4 Returns to producers Poor returns to producers
of due to absence
organised marketing setup.
 - 2.5 Justification for the need for Presently adequate proce
changing present pattern of ssing facilities not
productivity.,processing or available.Processed mango
marketing. can be preserved for long.
 - 2.6 Anticipated project benefits - Elimination of middlemen
in brief. from mango trade.
- Providing assured market,
- Value addition.
 - 2.7 Constraints. - Purchase of mango by
middlemen from orchards,
at flowering stage,
- unfair practices at
mandi level.

3. OBJECTIVES.

- to provide better prices to farmers for their mango.
- to improve productivity of mango orchards.
- to general additional employment.
- to reduce rottage/wastage of the produce.

4. NAME AND ADDRESS OF COOPERATIVE RESPONSIBLE FOR THE PROJECT
COOPERATIVE Godavari
DWARKA TIRUMALA LARGE SIZED SOCIETY, West

4.1 Present Society Membership/ Membership coverage to total population. 2501, 2% of population.

4.2 Volume of Business/Commodities Handled. Rs. 10 million

4.3 Services to members:goods/services
1. Providing production inputs to members,
2. Marketing their agricultural produce.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. 1. Providing fertilizers, pesticides and insecticides and farm guidance.
2. Linkage with NAFED for marketing of mango pulp
3. cooperative with credit coops and coop banks for providing credit to orchards.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. It is a new activity as presently the society does not have a processing plant.

7. ESTIMATED VOLUME OF COMMODITIES TO BE HANDLED/INPUTS. 3600 mt of mango

7.1 Channels for securing Inputs. To farmer members of the society the production input will be provided through IFFCO, Kribhco and coop banks.

7.2 Channels for marketing within the country. Marketing to be undertaken through NAFED.

7.3	Expected volume of marketable surplus.	19,000 metric tons.
7.4	Expected turn-over.	Rs. 18 million
7.5	Expected import substitution.	Nil
8.	EXPORT POTENTIAL, IF ANY.	25 to 50% of the mango pulp could be exported to Yemen and other Gulf countries.
8.1	Channel of marketing the products.	Through National Agrl. Coop Marketing Federation, State Trading Corporation etc.
8.2	Estimated export turnover.	Rs. 5 million
8.3	Benefits to members from export	Higher capacity of the plant and higher price for the produce.
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.	Rs. 3.7 million
9.2	Owned capital.	
9.3	Domestic cost component.	100%
9.4	Foreign cost component.	nil
9.5	Member contribution for this project	Rs.736,000
	Additional shares/deposits.	
9.6	Loans/sources of such loans.	Rs.2.8 million from NCDC and Eluru District Central Coop Bank.
9.7	Government contribution if any in the form of subsidy/grant/soft loans	N.A.
9.8	Government or government sponsored agency support for technical and managerial activities.	Central Food Technology Research Institute may provide technical guidance.
10.	PLANT AND MACHINERY TO BE INSTALLED:	
10.1	Type of Machinery	Washing tanks, elevator, pulp storage tanks, pasturiser sterilizer, conveyers, boilers etc.

- 13.4 Other direct/indirect benefits to members
- better management of orchards.
 - assured purchases of the produce by the coops
 - provide effective competition to middlemen from the traders and prevent their exploitative practices.
- 13.5 Expected impact on the cooperative implementing the project. The activities of the coop will grow many fold and it will provide better marketing service to its members.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts for project preparation and its implementation. No
- 14.2 Training facilities within the country/abroad. Yes, within country.
- 14.3 Assistance in marketing the products locally / abroad. Through NAFED and STC
- 14.4 Funds needed from external sources No
- 14.5 Assistance for setting up plant and machinery. No
- 14.6 Whether external assistance needed for managing the plant. No

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

- PROJECT FEASIBILITY STUDY
- EXPORT MARKETING.

Country: INDIA

Project No. ICA/J88/89/IND. 8

NAME OF PROJECT

ONION MARKETING OF
LASALGAON

1. PROJECT PREPARED BY: Mr. PROMOD KUMAR PANDEY

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 85,000 Members of farm households located in 35 villages in Lasalgaon area, Nashik district, Maharashtra.

2.2 Present income level of the area: Rs.12,000 pa.

2.3 Present income level of coop members: Rs 24,000 p.a.

2.4 Commodities grown, present pattern of processing/marketing Rice, sugarcane, onion, grapes, pomegranates etc

2.5 Present source of raw materials marketing and processing, Partly cooperative partly private trade.

2.6 Returns to producers Rs.12,000 p.a. ha.

2.7 Justification for the need for changing present pattern of productivity., processing or marketing. Elimination of private trade shall increase the returns to farmers by 30%

2.8 Anticipated project benefits in brief. i) Higher income to farmers.
ii) better supply of inputs and
iii) farm guidance.

2.9 Constraints. 1. Small farm holdings.
2. Lack of awareness for better pre and post harvesting practices.

3. OBJECTIVES.

1. Higher income to farmers,
2. Creation of marketing infrastructure,
3. Assured income at the time of harvest through definite market outlet.

4. NAME AND ADDRESS OF COOPERATIVE RESPONSIBLE FOR THE PROJECT VEGETABLE AND FRUIT COOPERATIVE MARKETING SOCIETY LTD. LASALGAON.
- 4.1 Present Society Membership/ Membership coverage to total population. 140, 1% of total population;.
- 4.2 Volume of Business/Commodities Handled Rs. 19 million. Onions, grapes tomato, beans, coarse grains.
- 4.3 Services to members: goods/ services i) Marketing of members produce, ii) Supply of packing materials, iii) Farm guidance. etc.
5. PLANNED PROJECT ACTIVITIES Storage of onions for 3 months.
- 5.1 Details on backward, forward, and horizontal linkages. guidance i) Direct purchase of members' produce, ii) Supply of farm iii) sale of produce to NAFED and NDDB and iv) Cooperation with local cooperatives.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Extension/Expansion of present activity.
7. ESTIMATED VOLUME OF COMMODITIES TO BE HANDLED/INPUTS. 10,000 MT of onions to be purchased and stored for 3 months.

7.1	Channels for securing Inputs.	<p>i) Credit to be provided by the District Central Coop Bank and Markfed.</p> <p>ii) Fertilizers and pesticides to be provided by IFFCO and supplied to farmers.</p>
7.2	Channels for marketing within the country.	National level organisations, NAFED, and chain stores at up country centres being operated by fruit and vegetable project of NDDB.
7.3	Expected volume of marketable surplus.	100,000 tonnes of onion
7.4	Expected turn-over.	Rs.20 million
7.5	Expected import substitution.	nil
8.	EXPORT POTENTIAL, IF ANY.	30% of total quantity or entire quantity of 10,000 mt could be exported.
8.1	Channel of marketing the products.	Farmer - VEFCO - NAFED - Export abroad.
8.2	Estimated export turnover.	Rs.4 million
8.3	Benefits to members from exports.	Better price realisation for their produce.
9.	SOURCES OF FUNDS	NCDC, Commercial Banks.
9.1	Total Project Outlay.	Rs. 11.5 million
9.2	Owned capital.	Rs. 1.5 million
9.3	Domestic cost component.	Rs.11.5 million
9.4	Foreign cost component.	nil

- 9.5 Member contribution for this project
 Additional shares/deposits. Rs. 1.5 million
- 9.6 Loans/sources of such ~~National~~ National Cooperative Development Corporation. Rs.10 million.
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans -do-
- 9.8 Government or government sponsored agency support for technical and managerial activities. -do-
10. PLANT AND MACHINERY TO BE INSTALLED: Storage equipments
- 10.1 Type of Machinery S t o r a g e o f handling equipments.
- 10.2 Whether locally available. Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for imported items. N.A.
- 10.5 Whether similar plant operating in the country/or area of operation if so, the capacity and the products. Nashik Area has many such storages.
11. PERSONNEL:
- 11.1 Total number of project personnel required: 15
 Technical: 4
 Administrative: 4
 General: 7
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to 1990/1992
- 12.2 Project Life 10 years

- 12.3 Maximum capacity utilisation to be achieved by: 1993
- 12.4 Any second phase contemplated for further expansion in activities or new additions to project activities. Not at the moment
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period 58.1%, 4 years
- 13.2 Estimated net increase in income to members as a result of project activities. by 30% higher income average income to increase Rs.8000 p.a.
- 13.3 Additional employment to be generated (in what specific fields) At least one extra hand will get employment during harvesting season.
- 13.4 Other direct/indirect benefits to members
 1) Assured purchase of stocks,
 2) benefit of farm research and farm guidance,
 3) improved productivity
 4) improved post-harvest handling and lower wastage and damage to stocks.
- 13.5 Expected impact on the cooperative implementing the project. The Cooperative will have better membership loyalty and higher turnover.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts for project preparation and its implementation. Yes
 - Available within the organisation.
- 14.2 Training facilities within the country/abroad. Yes
 - Available within the country.
- 14.3 Assistance in marketing the products locally / abroad. Available within the country.

- | | | |
|------|--|----|
| 14.4 | Funds needed from external sources | No |
| 14.5 | Assistance for setting up plant and machinery. | No |
| 14.6 | Whether external assistance needed for managing the plant. | No |

COMMENTS; EXTERNAL ASSISTANCE IS NEEDED FOR
- FEASIBILITY STUDY
- EXPORT MARKETING.

COUNTRY: INDIA

Project No.ICA/J89/90/IND.9

NAME OF PROJECT :

POTATO DEVELOPMENT THROUGH
INTEGRATED COOPERATIVES IN
HASSAN TALUK, KARNATAKA.

-
1. PROJECT PREPARED BY: Mr D.T.RANGASWAMY
Participant of the FOURTH_ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group; 91,818 HA, 266,206 persons
58,441 cultivators, 20,000
potato growers as target
group.
 - 2.2 Commodities grown, present pattern of: Millet, pulses,
processing/marketing potato, fruits and
vegetables, paddy-
marketed through
private traders.
no storage for
p r o c e s s i n g
available.
 - 2.3 Returns to producers - poor around Rs.1000 per ton or even
less depending on market arrivals.
 - 2.4 Justification for the need for changing : Integrated potato
present pattern of productivity., marketing, process-
processing or marketing. ing and storage will
give higher returns
to farmers.
 - 2.5 Anticipated project benefits in brief.- better prices.
 - 2.6 Constraints.- lack of arrangements for supply of improved
seeds at reasonable prices,
- heavy market glut during seasons ,
- sale of crop at farmgate at cheaper prices
- lack of storage facility.

3. OBJECTIVES. - to provide better marketing facilities to potato growers with adequate cold storage facilities,
to break monopoly of private trade in potato marketing,
to improve potato productivity by farm guidance, supply of farm inputs and research.
4. NAME AND ADDRESS OF COOPERATIVE: INTEGRATED MARKETING AND RESPONSIBLE FOR THE PROJECT PROCESSING SOCIETY LTD,
HASSAN, KARNATAKA.INDIA.
 - 4.1 Present Society Membership/: All eligible farmers to Membership coverage to total be enrolled.
population.
 - 4.2 Volume of Business/Commodities : New society is to be Handled. formed.
 - 4.3 Services to members:goods/services: Procurement, transportation, grading, storage, processing and marketing of potato.
5. PLANNED PROJECT ACTIVITIES: PROCUREMENT, PROCESSING, GRADING AND MARKETING OF POTATOES.
 - 5.1 Details on backward, forward, and horizontal linkages. : Supply of inputs through primary agri.coop.society extension services through horticulture department, transportation, storage, processing and marketing through integrated coop society and NAFED.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: It will be a newly OR EXTENSION/EXPANSION OF PRESENT established society. ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 37,500 mt TO BE HANDLED/INPUTS.

7.1	Channels for securing Inputs.:	Seed potato will be produced in seed multiplication centre with the help of Bangalore Agricultural University. Fertilizer/pesticide to be secured from IFFCO/Kribhoco, coops and private trade.
7.2	Channels for marketing within the country.	Through NAFED, NDDB and private traders.
7.3	Expected volume of marketable surplus.	64,000 mt now 150,000 mt after 10 years
7.4	Expected turn-over.	Rs.7.7 million
7.5	Expected import substitution.	nil
8.	EXPORT POTENTIAL, IF ANY.	nil
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.:	Rs.8,700,000
9.2	Owned capital.	...
9.3	Domestic cost component.	100%
9.4	Foreign cost component.	...
9.5	Member contribution for this project:	Rs.450,000 equity from members
	Additional shares/deposits.	
9.6	Loans/sources of such loans.	Rs.4,350,000 from credit institutions.
9.7	Government contribution if any in the form of subsidy/grant/soft loans	Rs.3,900,000 equity from government and NCDC
9.8	Government or government sponsored agency support for technical and managerial activities.	Agricultural University Bangalore to provide technical support.
10.	PLANT AND MACHINERY TO BE INSTALLED::	Cold storage, processing plant.
10.1	Type of Machinery:	semi-automatic.
10.2	Whether locally available.:	Yes

- 10.3 Whether to be imported.: No
- 10.4 Whether local agents available for : N.A.
imported items.
- 10.5 Whether similar plant operating : One cold storage of 120
in the country/or area of operation mt capacity is
if so, the capacity and the products. operating, managed
by Horticulture
Department.

11. PERSONNEL:

- 11.1 Total number of project personnel 37
required:
Technical: 8
Administrative: 7
General: 22
- 11.2 Whether technically qualified Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 1990-92
- 12.2 Project Life 15 years
- 12.3 Maximum capacity utilisation 10th year.
to be achieved by:
- 12.4 Any second phase contemplated no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 54.14%
- 13.2 Estimated net increase in income to
members as a result of project activities.
- 60- 70% increase in income for potato.
- 13.3 Additional employment to be generated
(in what specific fields)
- direct employment to 22 persons.
- indirect employment to farmers who grow potato.

- 13.4 Other direct/indirect benefits to members
 - project will motivate farmers for increased potato production;
 - stabilize prices of potato through storage and processing;
 - increased consumer availability of potato
 - supply of seed and farm inputs at reasonable rates.
- 13.5 Expected impact on the cooperative implementing the project.
 - The cooperative will become self-reliant, servicable and its turnover and profitability will grow year after year.
14. EXTERNAL ASSISTANCE NEEDED: nil
- 14.1 Technical assistance /services of experts: nil
 for project preparation and its implementation.
- 14.2 Training facilities within the country/: yes
 abroad.
- 14.3 Assistance in marketing the products : nil
 locally / abroad.
- 14.4 Funds needed from external sources: nil
- 14.5 Assistance for setting up plant and: no
 machinery.
- 14.6 Whether external assistance needed for : no
 managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR TRAINING OF PROJECT STAFF.

COUNTRY: INDIA

Project No. ICA/J89/90/IND.10

NAME OF PROJECT :
FEASIBILITY REPORT ON
MARKETING OF POTATOES
IN MEERAT DIST. INDIA .

1. PROJECT PREPARED BY: Mr LOKENDRA SINGH RAWAL

Participant of the FOURTH_ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group; 91,818 HA, 266,206 persons
58,441 cultivators, 20,000
potato growers as target
group.

2.2 Commodities grown, present pattern of: wheat, sugarcane,
processing/marketing potato, corn, -
marketed locally and
in up country
centres.

2.3 Returns to producers - Not adequate due to poor marketing
ase, absence of coops.

2.4 Justification for the need for changing :Coop can help
present pattern of productivity., farmers in marketing
processing or marketing. their produce more
profitably.

2.5 Anticipated project benefits in brief.- better prices to
farmers, no distress sale,
field sale etc

2.6 Constraints. lack of cold storage facilities;
lack of cooperative marketing channels;
use of poor quality seed and inputs;
premature sale .

3. OBJECTIVES. - to provide stable marketing outlet to the
growers,
avoid distress sale and sales before digging
of potato to the middlemen;
supply improved seeds, farm guidance and to
improve productivity of farms.

4. NAME AND ADDRESS OF COOPERATIVE: COOPERATIVE MARKETING SOCIETY LTD, KESARGANJ Meerut.
RESPONSIBLE FOR THE PROJECT
- 4.1 Present Society Membership/: 400
Membership coverage to total population.
- 4.2 Volume of Business/Commodities : Purchase of potato despatches to Meerut
Handled. Delhi, storage activity, handling wheat, grains and consumer goods.
- 4.3 Services to members:goods/services: Acts as commission agents, marketing of farm produce, supply of farm inputs, cold storage of 4000 mt. capacity.
5. PLANNED PROJECT ACTIVITIES: PURCHASE OF POTATO, STORAGE AND MARKETING
- 5.1 Details on backward, forward, and horizontal linkages.: Farm input supply through PCF coop society, State farms, Horticulture department, National Seeds Corporation, Pant Nagar Agrl University and Kribhco Marketing experts through Nafed.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Expansion of present OR EXTENSION/EXPANSION OF PRESENT activity.
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 8000 mt of potatoes.
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: IFFCO, KRIBCO, PCF, Horticulture dept, National Seeds Corporation, Pant Nagar Agrl University. etc.
- 7.2 Channels for marketing within: NAFED and private trade.
the country.
- 7.3 Expected volume of marketable: 240,000 tons of potatoes.
surplus.
- 7.4 Expected turn-over.: Rs.95 million.
- 7.5 Expected import substitution.: nil

8. EXPORT POTENTIAL, IF ANY. A small quantity to Nepal
- 8.1 Channel of marketing the products.: NAFED
- 8.2 Benefits to members from exports: Better prices to growers from export earnings.
9. SOURCES OF FUNDS :
- 9.1 Total Project Outlay: Project cost Rs. 500,000
Working capital : Rs. 6.7 million
- 9.2 Owned capital
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project : Rs.200,000 to be raised as share capital
Rs.500 per share/member
- 9.6 Loans/sources of such loans. Working capital loan to be raised from Nabard/Coop banks.
- 9.7 Government or government sponsored : Pant Nagar Agrl. University, National Seeds Corporation, and Extension Division of State Govt. will extend support to project.
10. PLANT AND MACHINERY TO BE INSTALLED: None in the first stage
- 10.1 Type of Machinery N.A
- 10.2 Whether locally available. n,a.
- 10.3 Whether to be imported. n.a
- 10.4 Whether local agents available for : n.a.
imported items.
- 10.5 Whether similar plant operating : 3 cold storages in
in the country/or area of operation coop sector and 35
if so, the capacity and the products. in pvt. sector are
working with a
total capacity of
108,000 mt.

11. PERSONNEL:

- 11.1 Total number of project personnel: 8
required:
Technical: 2
Administrative: 2
General: 4
- 11.2 Whether technically qualified personnel locally available. Yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 9 months (1990)
- 12.2 Project Life 5 years
- 12.3 Maximum capacity utilisation : first year itself.
to be achieved by:
- 12.4 Any second phase contemplated: Capacity of present
for further expansion in cold storage to be
activities increased from 4000 to
9000 mt. Also to set up a
processing plant for
potato.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: More than 100%
9 months. no need
for IRR and PBP as
capital investment
is negligible.
- 13.2 Estimated net increase in income to
members as a result of project activities.
- Prices to farmers for their potatoes will be
higher b 30%
- 13.3 Additional employment to be generated
(in what specific fields)
- full employment to 8 persons in the project.
- 13.4 Other direct/indirect benefits to members
- improvement of quality of produce and overall
productivity of farmers,
- elimination of middlemen in marketing.
- flow of MIS, farm guidance and production
inputs.

13.5 Expected impact on the cooperative implementing the project.

- Coop will improve its effectivity to members, market expertise and turn over.

14.	EXTERNAL ASSISTANCE NEEDED:	nil
14.1	Technical assistance /services of experts: for project preparation and its implementation.	no
14.2	Training facilities within the country/ : abroad.	yes
14.3	Assistance in marketing the products : locally / abroad.	nil
14.4	Funds needed from external sources:	nil
14.5	Assistance for setting up plant and: machinery.	nil
14.6	Whether external assistance needed for: managing the plant.	no

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR TRAINING OF PROJECT STAFF.

COUNTRY : INDIA

Project No. ICA/J90/91/Ind.11

Name of Project:
FRUIT PROCESSING UNIT.
MARKHED. NAGPUR. INDIA

PREPARED BY : MR ZILEY SINGH

Participant to the 5th ICA Japan Management Training Course

2. Justification:

- 2.1 Ara. Population. target group 2 taluks in nagpur dist. 40000 farmers.growers. 4 taluks in Amravati dist. with 80000 grower 3 taluks in Vardha dist with 60000 growers of orange.tomato lemen and mango.
- 2.2 Present income of area Rs. 1400 p.m.
- 2.3 Present income level of coop members Rs. 2000 p.m.
- 2.4 Commodities grown: Present pattern of procesing/marketing Orange. musambi. lemon. tomato and mango grown. No processing facility avai- lable in coop sector. Marketing is done through open auction in regulated markets.
- 2.5 Present source of raw materials: Locally.
- 2.6 Returns to producers Rs.1.70 perkg
- 2.7 Justification for the need to change present pattern No facility of processing of fruits and vegetables available Hence to give more value addn. the processing unit is necessary
- 2.8 Constraints: Finance is main constraint
- 2.9 Anticipated benefit to members in brief Procurement of farmers produce. extending technical assistance tothe growers for improving yield. quality and higher prices likely bonus also.

3. OBJECTIVES

To increase net income of fruits and vegetable farmers and advance their overall socio- economic standards by taking up procurement. processing and marketing of products.

4. NAME AND ADDRESS OF COOP RESPONSIBLE FOR PROJECT VASANT DADA SAHAKARI SANTRA (ORANGE) PROCESSING KARKHA LT NARKHED.

4.1 Present society membership: 833 including 3 primaries

5. Planned Project Activities:

5.1 Details on backward, forward and horizontal linkages. Supply of good seeds plants, extension services, coordination transport facilities etc. Increase in area and yield supervising members orchards, provision of linkages in marketing of fruit concentrate, paste, pulp etc.

6. Is the project an addl. activity. New Project.

7. Estimated Vol. of commodities to be handled. Orange 33750 tonnes
Lemon 10.400 tonnes
Tomato 6.400 tonnes
mango 6.200 tonnes

7.1 Channels for securing inputs: Farmer members and primary coops.

7.2 Channels for Marketing: Domestic - Private companies, hospitals, hotels etc.

7.3 Expected vol. of marketable surplus. Orange juice conc. 2700
lime juice concentrate: 810 t
Mango pulp - 1688 tonnes
tomato paste 912 t

7.4 Expected turnover: Rs. 1839.15 lacs

8. Export potential if any:

8.1 Channel of marketing products Buy back guarantee by the suppliers of machineries upto 75 pc

8.2 Estimated export turnover: Rs. 1380 lacs

8.3. Benefits to members: Higher price to their produce resulting in increase in incomes

9. Sources of Funds:

9.1 Total Project Outlay: Rs. 80.05 million

9.2 Owned capital: nil

9.3 Domestic cost component: Rs. 43.05 million

9.4 Foreign cost comp. RS. 64 million

- 9.5 Member contribution for this project: Members share : 6.502 million
- 9.6 Govt. contribution if any in the form of subsidy/ grant/soft loans Loan: 60.69 million NCDC
SC 19.508 million State govt.
- 9.7 Govt or govt. sponsored agency support for tech. & mang. support Rs.1.175 millin NCDC
Rs.1.175 mill. from state govt. ■■■
10. Plant and Machinery to be installed:
- 10.1 Type of machinery: Automatic juice, pulp, paste extranction machines.
- 10.2 Whether locally available No
- 10.3 Whether tobe imported: Yes
- 10.4 Whether local agents available: Yes
11. Personnel
- 11.1 Total no.of project personnel: 71
Technical 24
Administrative 10
General 37
- 11.2 Whether technically qualified personnel locally available Yes. locally available
Training by suppliers of machines needed
12. Project Implementation Schedule:
- 12.1 Preparatory work : May 91 to Nov. 92
■■■
- 12.2 Project life: 15 years
- 12.3 Max.capacity utilisation by: 80 per cent -5th year
- 12.4 Any second phase: No
13. Financial Results and Benefits toMembers:
- 13.1 Project IRR. Pay back period : 16 per cent. 6 years
- 13.2 Debt service coverage ratio: 1.18 per cent
- 13.3 Estimated net increse to members: Rs.2.10 per kg
present: 1.70 per kg
- 13.4 Addl. Employment generation: 71 permanent. casual
80 workers per shift

COUNTRY : INDIA

Project No. ICA/J/90-91/Ind.12

Name of Project:
COTTON PROCESSING AND MARKETING

1. Prepared by : Mr Raj Pal Gaba
Participant to the 5th ICA Japan
Managemnt Training Course
2. Justification:
 - 2.1 Area. Population. Taluka 612.83 sq.kms
target group 16960 households. 45880 ha .
107.563 persons. rural:85540
urban : 22023. Farmers of seed
cotto producers.
 - 2.2 Present level of incoe of area: Rs. 1800 p.m.
 - 2.3 Present level of income of members: Rs. 1912 pm
 - 2.4 Commodities grown Seed cotton. groundnut. feed.
present pattern of chillies. rice. . Old methods
processing/marketing for seed cotton processing.
 - 2.5 Present source of raw materials: Locally available.
 - 2.6 Returns to producers: 1000 per quintal
 - 2.7 Justification for change Present limited processing and
in present pattern: warehousing facilities. Old
single roller gins not giving
good results hence modernisation
and expansion of double modern
gins are required.
 - 2.8 Anticipated project 1. Speedy cotton ginning
benefits: 2. proper linkages with growers.
encouragement to grow right
type of cotton giving them
premia on cotton thus sharing
proift with them.
 - 2.9 Contrainsts: Finance
- 3 . Objectives
 1. To increase income of farmers
by increasing processing capa
city ; seed cotton and by
implementing integrated marke-
ting
 2. To improve the quality of
processing lint forsupply to
spinig mills with a view to
getgood prices.

3. To expand membership of coop and to bring more farmers under the umbrella of the coop.

4. Name and Address of Coop implementing project: SANWAD COOP. MARKETING SOCIETY LTD. SANWAD. INDIA

4.1 Present membership of coop: 1001 members
Membership coverage 1.66 per cent

4.2 Volume of business Rs. 40 million

4.3 Services rendered: / Supply of inputs like seed fertilizers. insecticides. cloths. etc. credit linkage.

5. Planned Project Activities:

5.1 Details on backward, forward and horizontal linkages. Supply of inputs and farm guidance services. processing or marketing of produce. Link with coop banks. state and national level federations

6.2 Is the project an addl. activity: Expansion and modernisation of existing coop

7. Estimated Volume of Commodities to be handled Rs. 102.40 million

7.1 Channels for securing inputs: Thru. State Federation

7.2 Channels for marketing: Lint Cotton: coop spinning mill NTC mills. export thru. NAFED Cotton seed: coop NTC mills. local traders. vegetable oil mill

7.3 Expected turnover[: Rs. 115.68 mill.

8. Export Potential if any:

8.1 Channel of marketing: Cotton Lint thru. NAFED

8.2 Estimated export turnover: 50% of processing

8.3 Benefits to members: More price to farmers.

9. Sources of Funds:

9.1 Total project outlay: Rs. 7.6 million

9.2 Own capital: Rs. 0.68 million

- 9.3 Domestic cost component: 100 per cent
- 9.4 Member contribution : New membershiupo and addl. share capital willbe raised
- 9.5 Loans/sources of loans: Rs.4.92 million NCDC
Rs. 1.98 mill. from State Govt
- 9.6 Govt support for technical & managerial activities. NCDC and State Govt.

10. Plant and Machinery:

- 10.1 Type of machiney: double roller ginns. weighing machines. electric motors.
- 10.2 Whether locally available: Yes
- 10.3 Whether similar plants are in operatin: Yes. 60000 bales capacity.

Personnel:

- 11.1 Total no.of personnel required: 1
- Technical 1

12. Project Implementation Schedule:

- 12.1 Preparatory work: June 91 to December 91
- 12.2 Project Life 15 years
- 12.3 Max.capacity by: 90 per cent by 3rd year.
- 12.4 Any second phase No

13. Financial Analysis:

- 13.1 Project IRR. pay back period: 31.4 per cent. 4 yrs
- 13.2 Debt service coverage ratio: 3.22
- 13.3 Estimated net increase to members Rs.1070 per quintal. more to be given to members.
- 13.4 Addl. employment generated[: 1 permanent and 128 seasonal hands

- 13.5 Other benefits to members: In pooling system good quality seed will be supplied to producers at reasonable rates to increase productivity.
- 13.6 Expected impact on coop: More farmers growing cotton to be brought under the coop for mutual benefit.
14. External assistance needed: Nil

INDONESIA

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India

COUNTRY: INDONESIA

Project No. ICA/J86/87/INS.1

NAME OF PROJECT;

INTEGRATED PADDY PROCESSING
AND MARKETING PROJECT

1. PROJECT PREPARED BY: Mr SAMSUL ARIEF

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

- 2.1. Area, Population, target group: 2905 ha, 20,030 Persons, 2430 paddy farmers.
- 2.2 Present income level of the area: Rp 1,119,276
- 2.3 Present income level of coop members: -do-
- 2.4 Commodities grown, present pattern of :paddy, pondfish, procesing/marketing. vegetables, Sold to coop when it is below support price, to private trade when price is better.
- 2.5 Present source of raw materials:
- 2.6 Returns to producers: Poor at the level of floor prices as there is no value addition to produce.
- 2.7 Justification for the need for changing: Integrated cooperative will undertake. Input supply, farm guidance, processing and marketing at produce.
- 2.8 Anticipated project benefits in brief. Better prices. Input supply throug coops, better productivity.
- 2.9 Constraints.: Very few rice mills, limited processing capacity, poor utilisaton of byproducts, limited holding capacity of farmers.

3. OBJECTIVES - to modernize processing facility for increased returns to farmers,
- value addition through effective use of byproducts and their processing.
4. NAME AND ADDRESS OF COOPERATIVE: JATSIRI KUD KARAWANG
RESPONSIBLE FOR THE PROJECT DIST. WEST JAWA.
- 4.1 Present Society Membership/: 1083 (5 % OF TOTAL
Membership coverage to total population)
population.
- 4.2 Volume of Business/Commodities : Rp 1,414,618
Handled.
- 4.3 Services to members Procurement of paddy or rice,
:goods/services: supply of farm inputs, credit,
consumer distribution and
processing through its rice
mill.
5. PLANNED PROJECT ACTIVITIES TO SET UP NEW PADDY PROCESSING
UNIT, BRAN PROCESSING UNIT AND
MARKETING AUGMENTATION.
- 5.1 Details on backward, forward, :Farmers group (Kelompok tani)
and horizontal linkages. to supply credit and other
inputs. Also help in procuring
paddy.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Expansion and moder
OR EXTENSION/EXPANSION OF PRESENT nisation of existing
ACTIVITY. activity.
7. ESTIMATED VOLUME OF COMMODITIES : 10,740 tons of paddy
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Farm input to be
purchased from
traders in bulk and
supplied to farmers
at reasonable
prices.
- 7.2 Channels for marketing within Through coop
the country. channels.
- 7.3 Expected volume of marketable: 10740, tons of
surplus. paddy.
- 7.4 Expected turn-over.: Rp 3396 million

- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: nil, for domestic consumption only
- 8.1 Channel of marketing the products:
- 8.2 Estimated export turnover.:
- 8.3 Benefits to members from exports.:
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rupiah 529,537,000
- 9.2 Owned capital.: 12% equity, 88% short and long term loans.
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project :
- Additional shares/deposits.: Rp 63,544,440
- 9.6 Loans/sources of such loans.: Rp 465,692,560 from government bank or coop bank,
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans nil
- 9.8 Government or government sponsored : agency support for technical and managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: RICE MILL MACHINERY
- 10.1 Type of Machinery Automatic dryers and equipments
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a. imported items.

10.5 Whether similar plant operating : Three are 14 hullers
in the country/or area of operation and 6 rice mills with
if so, the capacity and the products. total capacity of
7950 tons p/a.

11. PERSONNEL:

11.1 Total number of project personnel 78
required:
Technical: 5
Administrative: 3
General: 70

11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1988-89

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 2nd year
to be achieved by:

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 28.17%, 4.5 years

13.2 Debt service coverage ratio (DSCR):

13.3 Estimated net increase in income to : Increase in
members as a result of project income by
activities. 18-20%

13.4 Additional employment to be Additinal
generated employment to
(in what specific fields) 78 persons
in rice mills
and integrated
cooperatives.

13.5 Other direct/indirect benefits to members
- production of rice/paddy will increase as
well as productivity of farms,
- members will get credit and other production
inputs and farm guidance from the
cooperatives.

- 13.6 Expected impact on the cooperative implementing the project.
 - The turnover activities and profitability of the cooperative will improve.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts for project preparation and its implementation. Technical assistance for rice mill establishment
- 14.2 Training facilities within the country/ abroad. Training in latest technology for rice milling.
- 14.3 Assistance in marketing the products locally / abroad. Marketing through local coops.
- 14.4 Funds needed from external sources nil
- 14.5 Assistance for setting up plant and machinery. Latest plant and machinery is desirable.
- 14.6 Whether external assistance needed for managing the plant. no

COMMENT: EXTERNAL ASSISTANCE IS NEEDED FOR;
 PROJECT FEASIBILITY STUDY

EXPORT MARKETING.

TRAINING OF TECHNICIANS AND

IMPORT OF PLANT AND MACHINERY WITH SERVICES OF EXPERTS FOR INSTALLATION AND INITIAL MANAGEMENT.

Country: INDONESIA

Project No. ICA/J87/88/INS.2

NAME OF PROJECT
ESTABLISHING A UNIT OF FEED
MILL PLANT - DEVELOPMENT OF
SETIA KAWAN DAIRY COOPERATIVE
IN NONGKOJAJAR.

1. PROJECT PREPARED BY: MR MAHARSI ADI SUCIPTO

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 94 SQ.KM/39208/5042
(12533 cows)

2.2 Commodities grown, present pattern of :Cabbage, potato,
processing and marketing apple, coffee, milk,
clove etc. (milk
production 14721791
lts in 1986)

2.3 Justification for the need for changing: 6-7 months in a
present pattern of productivity, year are dry and
concrate feed is
the only substitute
for green fodder.

2.4 Anticipated project benefits in brief.
- Rp 37 per kg saving on buying better quality
feed from coop.
- better prices of milk due to improved quality.

3. OBJECTIVES. - to supply better feed concentrate for
milch cattle at reduced rate.
- to provide better services by involving
members of the coop.

4. NAME AND ADDRESS OF COOPERATIVE: SETIA KAWAN DAIRY COOP
RESPONSIBLE FOR THE PROJECT NONGKOJAJAR.

4.1 Present Society Membership/: 5042 / 12%
Membership coverage to total
population.

4.2 Services to members:goods/services: To collect milk and pay the price as per fat contents and other parameters fixed.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. Raw material for the factory will be procured from domestic market and from the members. The feed concentrate will be distributed to members.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity.

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: as in 5.1

7.2 Channels for marketing within: the country. To members

7.3 Expected volume of marketable: surplus. Total of products 10608 mt in 1st year, 18664.38 mt by 10 th year. (breakeven 6510 mt)

7.4 Expected turn-over.: Rupiah 3,466,873,000

7.5 Expected import substitution.: nil

8. EXPORT POTENTIAL, IF ANY.: nil, for domestic consumption only.

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Rp 1,159,093,000

9.2 Owned capital.: Rp 184,000,000

9.3 Domestic cost component.: 12%

9.4 Loans/sources of such loans.: 84.2% loan from Coop Bank, Rp 868,000,000 @ 12% 10 years
Rp. 107,093,000 @ 16% one year

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery simple /. mechanical
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for:
imported items. n.a.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel 27
required:
Technical: 2
Administrative: 5
General: 20
- 11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to:
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 6th year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 18.786%, 5 years
- 13.2 Estimated net increase in income to : Reduced cost of
members as a result of project feed concentrate
activities. Rp 17 /kg
- 13.3 Additional employment to be generated
(in what specific fields)
27 persons will be employed.

- 13.4 Other direct/indirect benefits to members
- employment generation,
- good quality of feed concentrate
- better returns due to better quality of milk.
- 13.5 Expected impact on the cooperative : Better economy implementing the project.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts for project preparation and its implementation.
- 14.2 Training facilities within the country/abroad.
- 14.3 Assistance in marketing the products locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and machinery.
- 14.6 Whether external assistance needed for managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR TRAINING OF PROJECT STAFF.

Country: INDONESIA

Project No. ICA/J87/88/INS.3

NAME OF PROJECT

FEEDLOT FATTERNING OF F.H.CALF
IN KUD CEPOGO

-
1. PROJECT PREPARED BY: Mr YOYOK SUNARYO
Participant of the SECOND ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 5326 HA/ 47000 PERSONS
57% of population
 - 2.2 Commodities grown, present pattern of :paddy, cash crops
processing/marketing
 - 2.3 Present source of raw materials: From members.
 - 2.4 Justification for the need for changing present pattern: No organised effort
to fatten the cows,
no stable and organised
marketing.
 - 2.5 Anticipated project benefits in brief.
- better weight of cows and hence increased income
of farmers.
 3. OBJECTIVES:
 - to increase the weight of cows.
 - to undertake distribution of fertilizer
and vaccine.
 4. NAME AND ADDRESS OF COOPERATIVE:
RESPONSIBLE FOR THE PROJECT COOPERATIVE OF
'CEPOGO', Cepogo
dist. Indonesia
 5. PLANNED PROJECT ACTIVITIES
 - 5.1 Details on backward, forward, and horizontal linkages. Sale of fertilisers
supply of ;feed and
grass by the coop,
marketing by the
c o o p i n
domestic markets,
warehousing and
transport.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Elephant grass from the members' farm, vaccine and other medicines from government agency.
- 7.2 Expected volume of marketable: surplus. 1,162,000 kg of meat
- 7.4 Expected turn-over.: Rp. 192,000,000
- 7.5 Expected import substitution.: Import will get reduced from 2,987,000 kg meat to 825,000 kg only by 10th year.
8. EXPORT POTENTIAL, IF ANY.: nil for domestic consumption
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rupiah 74.35 million
- 9.2 Owned capital.:
- 9.3 Domestic cost component.: 18%
- 9.4 Member contribution for this project :
Additional shares/deposits.:
- 9.5 Loans/sources of such loans.: 74.35 million rupiahs.
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Electric machine 1 unit, snerd equipment, weighing machines etc.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: imported items. n.a.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel
required:
Technical:
Administrative: 6
General: 20

11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to:

12.2 Project Life : 20 years

12.3 Maximum capacity utilisation : 13 years
to be achieved by:

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 26.95%, 5 years

13.3 Estimated net increase in income to :
members as a result of project activities.

13.4 Additional employment to be generated
(in what specific fields)

13.5 Other direct/indirect benefits to members

13.6 Expected impact on the cooperative Better economy
implementing the project.

14. EXTERNAL ASSISTANCE NEEDED: No

14.1 Technical assistance /services of experts nil
for project preparation and its implementation.

14.2 Training facilities within the country/
abroad. yes

14.3 Assistance in marketing the products nil
locally / abroad.

- | | | |
|------|--|-----|
| 14.4 | Funds needed from external sources | nil |
| 14.5 | Assistance for setting up plant and machinery. | nil |
| 14.6 | Whether external assistance needed for managing the plant. | nil |

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR TRAINING OF PROJECT STAFF.

KOREA
REP OF

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
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BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065. India



Regional Office for
Asia & the Pacific

ICA PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS RECEIVED FROM MEMBER ORGANISATIONS
AND PARTICIPANTS

R E P U B L I C C F K O R E A

Project No. 1 : Marketing of Chinese Cabbage by Mr Baik Chong Hyun

Project has been implemented by the society and contributes to the increase in income of members. The scope of area is expected to further enlarge and likely dimensions of such an enlargement would be the setting up of a Kimchi Processing Plant.

Project No. 2 : Integrated Area Development Project by Mr Kim Jin Woc

In view of the import liberalisation of beef and other farm products, the project is no more feasible in the local context.

Project No. 3 : Cold Storage Project by Mr Shim Chung Shik

The implementing organisation is at present raising funds to provide equity capital for implementing the cold storage project. NACF will assist for creating infrastructure for marketing facilities. The project is likely to be implemented in about two years.

Project No. 4 : Pl see next page

Project No. 5 : Kimchi Processing Mill by Mr Lee Hyang Kyu:

The processing plant is being installed for production of Kimchi with a daily capacity of 10 m/t final product. The production is expected to commence this year. Capital investment is to the tune of 1780 million won. NACF is providing 500 million won as a short-term loan to serve as working capital

Project No. 6 : Dairy Plant Project by Mr Byung Ho Jecng:

The project has been modified to create three dairy plants of 300 m/t daily capacity instead of one plant of only 60 m/t capacity. Total investment in both domestic and foreign, will be to the tune of 69.8 billion won in establishing three dairy plants.



Regional Office for
Asia & the Pacific

Additional Comments on Projects

Kcrea p 2

Project No. Project No. 4 : Feed Mill Project by Yun Hee Lee:

NACF has taken a policy decision to implement this project and the proposal for purchase of land and construction of feed mill will be taken up this year. It will take about two years to construct the project infrastructure.

Project No. 7: Fruit Processing Mill by Mr Sang Derk Lee

A part of the project. strawberry freezing plant has been implemented. 237 m/t of frozen strawberry worth 214 mil.won was sold and 52 mil.won profit recorded. Expansion will be taken up in coming years. Farmers get better income from the project. Chestnut and peach processing plants will be taken up for implementation this year.

Project No. 8: Feed Mill Project by Mr Byung C Kang

Land for the construction of the plant has already been purchased and despite very steep rise in capital cost for the construction of project. the NLCF is going ahead with its plan for the project implementation.

Country: KOREA, REPUBLIC OF

Project No. ICA/J86/87/KOR.1

NAME OF PROJECT

MARKETING OF CHINESE CABBAGE
IN SOM VILLAGE

1. PROJECT PREPARED BY: Mr BAIK CHONG HYUN

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 16.7 ha cabbage field
184 persons, 35 households.

2.2 Present income level of the area: 3,105,00 won.

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of processing/marketing :Paddy;, cabbage,
Purchased by the traders at preharvest stage.

2.5 Returns to producers: Poor due to individual shipping and exploitation by merchants.

2.6 Justification for the need for changing present pattern: To provide joint shipping and direct sale to consumers through coops in the interest of farmers.

2.7 Anticipated project benefits in brief. Better prices to growers, stable returns, elimination of private trade, input supply at cheaper rates.

- 2.9 Constraints. Fluctuating prices, processing facilities could not be set up in the area due to military establishments around, and poor marketing infrastructure for the cabbage growers.
3. OBJECTIVES To reduce product and marketing cost through joint activities for increasing bargaining position and marketing, To bring stability in market prices, particularly selling prices.
4. NAME AND ADDRESS OF COOPERATIVE: KWANGJUK PRIMARY COOP.
RESPONSIBLE FOR THE PROJECT SAM VILLAGE, YANGJU GUN
KYUNG KI DO, KOREA.
- 4.1 Present Society Membership/: 876 (75.9%)
Membership coverage to total population.
- 4.2 Volume of Business/Commodities : 774,966,000 WON
Handled.
- 4.3 Services to members:goods/services:Supply of seed,
c h e m c i a l s ,
fertilizers and credit.
5. PLANNED PROJECT ACTIVITIES JOINT SHIPMENT AND
MARKETING OF CABBAGE.
- 5.1 Details on backward, forward, : Growers of cabbage to
and horizontal linkages. organise themselves in
crop unit of Som village
for supply of inputs and
joint shipping of
produce, Kwangjerk coop
to supply inputs and
market support.
NACF to provide MIS,
outlets in supermarkets
and technical support.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 1300 MT cabbage
TO BE HANDLED/INPUTS. 13780 kg fertilizer,
inputs worth 1,972,000
won

7.1	Channels for securing Inputs.:	Kwangjerk Coop to secure farm inputs from NACF and supply to crop unit of som village.
7.2	Channels for marketing within the country.	Contracting consumers in the city, factories, NACF supermarkets, and outlets of self and other primary cooperatives.
7.3	Expected volume of marketable surplus.	2,420 MT of cabbage
7.4	Expected turn-over.:	Won 52,920,000
7.5	Expected import substitution.:	nil
8.	EXPORT POTENTIAL, IF ANY.:	nil
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.:	Won 52,920,000 working capital.
9.2	Owned capital.:	-do-
9.3	Domestic cost component.:	100%
9.4	Foreign cost component.:	nil
9.5	Member contribution for this project : Additional shares/deposits.:	
9.6	Loans/sources of such loans.:	nil
9.7	Government contribution if any in the form of subsidy/grant/soft loans	nil
9.8	Government or government sponsored : agency support for technical and to managerial activities.	NACF and cooperatives to provide technical support.
10.	PLANT AND MACHINERY TO BE INSTALLED:	
10.1	Type of Machinery	nil
10.2	Whether locally available.:	nil
10.3	Whether to be imported.:	n.a.

- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : n.a.
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel 18 (existing staff
required: of society will
Technical: manage the project)
Administrative:
General:
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: Can eb started
immediately.
- 12.2 Project Life : continuous basis
- 12.3 Maximum capacity utilisation : second year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Estimated net increase in income to : Higher
members as a result of project activities. returns to
farmers,
savings in
input cost
and joint
transport-
t a t i o n
cost will
increase
income by
50%.
- 13.4 Additional employment to be generated: 18 persons
(in what specific fields)

- 13.5 Other direct/indirect benefits to members
- Idle capacity of trucks to the extent of 30%, will get utilised by this activity.
 - Idle capacity available will help get optimal utilisation.
 - growers will get stable market prices.
- 13.6 Expected impact on the cooperative implementing the project.
- Increase in membership and business turnover.
 - Propagation of cooperative spirit.
 - Idle capacity of transportation and staff will get utilised.
14. EXTERNAL ASSISTANCE NEEDED: Nil
- 14.1 Technical assistance /services of experts Nil
for project preparation and its implementation.
- 14.2 Training facilities within the country/ Nil
abroad.
- 14.3 Assistance in marketing the products Nil
locally / abroad.
- 14.4 Funds needed from external sources Nil
- 14.5 Assistance for setting up plant and Nil
machinery.
- 14.6 Whether external assistance needed for Nil
managing the plant.

Country: KOREA, REPUBLIC OF

Project No. ICA/J86/87/KOR.2

NAME OF PROJECT
CHINESE CABBAGE MARKETING

1. PROJECT PREPARED BY: Mr KIM JIN WOO

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1 2 5 5 h a / 1 7 1 2
households/929 members /
991 farmers as target
group.

2.2 Commodities grown, present pattern of : Paddy, peanut,
processing/marketing potato chinese
cabbage.

2.3 Present source of raw materials: Members of primaries

2.4 Justification for the need for changing:
present pattern:

- Most of the younger generation has migrated to cities and majority of old persons are left for farming. Hence mechanising farming techniques and better employment generation will solve the problem.

2.8 Anticipated project benefits in brief.

- Better returns to farmers by mechanising farming techniques.

2.9 Constraints. Labour problem due to urban shift
Lack of resources for production and marketing.

3. OBJECTIVES: Better alternative cropping pattern at reduced cost.
Encourage cattle raising as subsidiary occupation.
Organise better marketing opportunities for cash crops.
Employment generation in local area by involving aged persons.
Mechanise farming activities to compensate the labour shortage.

4. NAME AND ADDRESS OF COOPERATIVE: THE CHOWOL PRIMARY
RESPONSIBLE FOR THE PROJECT COOPERATIVE SOCIETY
- 4.1 Present Society Membership/: 19 farming societies.
Membership coverage to total 19 women's groups
population. 19 youth groups
- 4.2 Volume of Business/Commodities : Input supply -160
Handled. million won ,
commodity supply
820 million won and
marketing 1180
million won.
- 4.3 Services to members:goods/services:
- Supply of fertilizers, pesticides and seeds
- organise and arrange supply of essential
commodities at moderate margin and help in
marketing tie ups.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, :
and horizontal linkages.
- To provide six paddy transplanters and 8
combined harvesters on community utilisation
basis to offset the shortage of labour during
peak season
- To involve old and retired persons in cattle
raising activities and increase the income
/family.
- To reorganise corpping patterns and marketing
support.
- To provide loan component to purchase cattle and
fodder.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Primary coop societies.
- 7.2 Channels for marketing within the country. Primary coop will provide
market information and
supply standardized
packing material. It will
also provide transport
and sell the produce in
wholesale market in
Seoul.

- 7.3 Expected turn-over.: Won 4,427,000 p.a.
8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: 190 million for
mechanisation and 118
million for cattle.
- 9.2 Owned capital.: ...
- 9.3 Domestic cost component.: 10%
- 9.4 Member contribution for this project : 30% of the total
capital and
Additional shares/deposits.: investment.
- 9.6 Loans/sources of such loans.: 70% of total capital and
investment requirements
to be raised as loans.
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Green housing in second
year.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: yes
imported items.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel
required:
Technical:
Administrative: 1
General: 16
- 11.2 Whether technically qualified
personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to:

- 12.2 Project Life : 7 and 5 years
- 12.3 Maximum capacity utilisation : ..
to be achieved by:
- 12.4 Any second phase contemplated: Green housing
for further expansion in activities after 2 years
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 50% for paddy
transplanter and 22% for
combine harvester.
- 13.2 Other direct/indirect benefits to members
- mechanised farming, better employment
/occupational activities,
- better crop combinations snf hrnvr higher
returns.
- 13.6 Expected impact on the cooperative - better economy
implementing the project.
14. EXTERNAL ASSISTANCE NEEDED: no
- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- 14.3 Assistance in marketing the products
locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and
machinery.
- 14.6 Whether external assistance needed for
managing the plant.

Country: KOREA, REPUBLIC OF

Project No.ICA/J87/88/ROK.3

NAME OF PROJECT
COLD STORAGE PROJECT IN CHUNCHON
HORTICULTURAL COOPERATIVE.

-
1. PROJECT PREPARED BY: Mr SHIM CHUNG SHIK
Participant of the SECOND ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 1221000 HA/ 222000/
45000 (COOP members 3552,
ie. 1.6%)
 - 2.2 Commodities grown, present pattern of :paddy, vegetables/
processing/marketing mushroom/fruits.
 - 2.3 Present source of raw materials: Primary coop societies.
 - 2.4 Returns to producers: Better price of
commodity due to storing
capacity.
 - 2.5 Justification for the need for changing:
 - owing to perishable nature of farm products, need fo
a cold storage is felt strong. It will help fetch
remunerative prices.
 - 2.6 Anticipated project benefits in brief.
 - 10% profit ploughed back, 5% dividends.
 - 2.7 Constraints.- Paucity of funds to wait for opportune time
to sell products.
lack of trust in cooperative society of the
area.
 3. OBJECTIVES
 - remunerative marketing to members
 - provide technical know how to members to
enhance production.
 - members' participation in the decision
making process of cooperative.
 4. NAME AND ADDRESS OF COOPERATIVE: CHUNCHUON HORTICUL-
RESPONSIBLE FOR THE PROJECT TURAL COOPERATIVE

- 4.1 Present Society Membership/: 3552/ 1.6%
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : Won 936 million -
Handled. purchases
Won 1990 million-
marketing.
- 4.3 Services to members:goods/services: supply of
fertilizer and
pesticide.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, :
and horizontal linkages.
- Now the coop will supply 600 mt of fetlizers, 30 mt
of pesticides and goods worth 90 million won to
mainain vinyl houses at reasonable prices.
 - farm guidance activities will be accelerated and
 - products will be sold in big markets at an opportune
time.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Member farmers.
- 7.2 Channels for marketing within Big markets in Seoul and
the country. army units in Korea.
- 7.3 Expected volume of marketable: 5027 mt
surplus.
- 7.4 Expected turn-over.: Won 51,513,000
- 7.5 Expected import substitution.: n.a.
8. EXPORT POTENTIAL, IF ANY.: nil, only for domestic
consumption
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Won 127 million

9.2 Owned capital.: 27 million won = equity
67 million won = disposal of
land of coop.9.3 Domestic
cost component.:

9.3 Foreign cost component.: 5%

9.4 Member contribution for this project :

Additional shares/deposits.:

9.5 Loans/sources of such loans.: Won 60 million to be raised.

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Cold storage machinery and
plant

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for: na.
imported items.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel
required:
Technical:
Administrative: 10
General: 10

11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: July 88 - three months

12.2 Project Life : 15 years

12.3 Maximum capacity utilisation : 2nd year
to be achieved by:

12.4 Any second phase contemplated: Processing plant to
for further expansion in prepare kimchi for army
activities or new additions
to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 12.94%, 7 years

13.2 Estimated net increase in income to : 28% increase
members as a result of project activities. in the
farmers
income.

13.3 Other direct/indirect benefits to members

- constant good quality input supply
- better marketing available
- payments in time to farmers.

13.4 Expected impact on the cooperative - better economy
implementing the project.

14. EXTERNAL ASSISTANCE NEEDED: NIL

14.1 Technical assistance /services of experts: no
for project preparation and its implementation.

14.2 Training facilities within the country/ yes
abroad.

14.3 Assistance in marketing the products no
locally / abroad.

14.4 Funds needed from external sources nil

14.5 Assistance for setting up plant and nil
machinery.

14.6 Whether external assistance needed for no
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR
TRAINING OF PROJECT STAFF.

Country: KOREA, REPUBLIC OF

Project No.ICA/J87/88/ROK.4

NAME OF PROJECT

FEED MILL PROJECT IN JEONLA
PROVINCE

-
1. PROJECT PREPARED BY: Mr YUN HEE LEE
Participant of the SECOND ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 2,030,000 ha/ 594700/
2,302,000
 - 2.2 Commodities grown, present pattern of :paddy,
processing/marketing
 - 2.3 Present source of raw materials: Private agencies and
from foreign import
 - 2.4 Returns to producers: 15-20% on common equity
 - 2.5 Justification for the need for changing:Feedmills are
located at far off
places and farmers
have to pay more for
transport etc.
 - 2.6 Anticipated project benefits in brief.
 - 20% of profit to be ploughed back as patronage
refund.
 - employment generation to 90 persons
 - cost of feed to be 60% lower than market.
 - 2.7 Constraints.- no cooperative feed mill to supply feed at
reasonable prices.
 3. OBJECTIVES
 - to cut the share of large private traders
and
 - to provide better services to the members
and supply them better quality feed.

4. NAME AND ADDRESS OF COOPERATIVE: PRIMARY AGRICULTURAL
RESPONSIBLE FOR THE PROJECT COOPERATIVE, IN JEONLA
PROVINCE
- 4.1 Present Society Membership/: 535964 / 25%
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : 35288 million won
Handled.
- 4.3 Services to members:goods/services: supply of feed for
animals.
52% beef cattle, 27%
dairy, 18% hogs and
3% poultry
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward,: Private agencies and the
and horizontal linkages. coop feed mill will
supply feed to farmers,
ingredients will be
imported for feedmill
plant.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: NACF 30%raw material,
remaining to be imported
under licence. (70%)
- 7.2 Channels for marketing within through coop members.
the country.
- 7.3 Expected volume of marketable: 90,000 mt of feed
surplus.
- 7.4 Expected turn-over.: Won 26,678 million.
- 7.5 Expected import substitution.: -do-
8. EXPORT POTENTIAL, IF ANY.: nil for domestic consumption

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: 6920 + 2685 million won
fixed and variable costs.

9.2 Loans/sources of such loans.: NACF will provide loans.

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Grinding, dosing and mixing
machines

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for:
imported items. na.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel
required:
Technical: 13
Administrative: 17
General: 60

11.2 Whether technically qualified
personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: Dec.88 to 30 months

12.2 Project Life : 9 years life of machines
12 years life of project
including 30 months
construction period.

12.3 Maximum capacity utilisation : 5th year.
to be achieved by:

12.4 Any second phase contemplated:
for further expansion in activities no
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 21%

- 13.2 Estimated net increase in income to : 6.1% reduced
members as a result of project cost of feed
activities. to save money
- 13.3 Additional employment to be generated: 90 persons
(in what specific fields)
- 13.4 Expected impact on the cooperative
implementing the project.
- service to coop members at cheaper cost animal
feed would encourage to expand the crop area of
operation.
14. EXTERNAL ASSISTANCE NEEDED: nil
- 14.1 Technical assistance /services of experts no
for project preparation and its implementation.
- 14.2 Training facilities within the country/ yes
abroad.
- 14.3 Assistance in marketing the products no
locally / abroad.
- 14.4 Funds needed from external sources no
- 14.5 Assistance for setting up plant and nil
machinery.
- 14.6 Whether external assistance needed for no
managing the plant.

Country: REPUBLIC OF KOREA

Project No. ICA/J88/89/KOR. 5

NAME OF PROJECT
K I M C H I P R O C E S S I N G M I L L
I N
C H E O N G S A N P . A . C .

1. PROJECT PREPARED BY: Mr HYANG KYU LEE

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group 5438 HA, 2012 Households
8,132 population
Farmhouse holds 607

2.2 Commodities grown, present pattern of Green pepper,
processing/marketing cucumber, egg plant,
pumpkin, groundnut,
radish, chinese
cabbage -sold to
brokers from the
field.

2.3 Present source of raw materials Farmers produce.

2.4 Returns to producers Return on radish and
chinese cabbe is lower as
they are sold to brokers.
Hidden loss is 30 won/kg

2.5 Justification for the need for changing Kimchi project will
present pattern of productivity., make value addition
processing or marketing. to farmers' produce

2.6 Anticipated project benefits in brief. B e t t e r
marketing/processing,
higher income to
farmers, better
services by coops.

2.7 Constraints. - lack of marketing and processing
infrastructure.
- produce sold to middlemn/brokers on the field
their exploitation of the farmers.

- | | | |
|------|--|---|
| 7.3 | Expected volume of marketable surplus. | 6000 m/t of vegetables |
| 7.4 | Expected turn-over. | 2,940 million won. |
| 7.5 | Expected import substitution. | n.a. |
| 8. | EXPORT POTENTIAL, IF ANY. | Long term export potential possible. |
| 8.1 | Channel of marketing the products. | Through NACF |
| 8.2 | Estimated export turnover. | n.a. |
| 8.3 | Benefits to members from exports. | Better prices for their produce. |
| 9. | SOURCES OF FUNDS | |
| 9.1 | Total Project Outlay. | 676.46 million won. |
| 9.2 | Owned capital. | - |
| 9.3 | Domestic cost component. | 100% |
| 9.4 | Foreign cost component. | nil |
| 9.5 | Member contribution for this project
Additional shares/deposits. | |
| 9.6 | Loans/sources of such loans. | 554.90 million won as government subsidy. |
| 9.7 | Government contribution if any in the form of subsidy/grant/soft loans | :68.5 million won as govt. subsidy and 53 millionwon as soft loan at 8% interest. |
| 9.8 | Government or government sponsored agency support for technical and managerial activities. | NACF will assist in technical and managerial activities. |
| 10. | PLANT AND MACHINERY TO BE INSTALLED: | |
| 10.1 | Type of Machinery | : Washer, cutter, tank, boiler, rotter, pulverizor, sterilizr, striper, packing machines. |
| 10.2 | Whether locally available. | yes |
| 10.3 | Whether to be imported. | no |

- 10.4 Whether local agents available for imported items. n.a.
- 10.5 Whether similar plant operating in the country/or area of operation if so, the capacity and the products. Yes
11. PERSONNEL:
- 11.1 Total number of project personnel required: 55
 Technical: 3
 Administrative: 12
 General: 40
- 11.2 Whether technically qualified personnel locally available. Yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to 1990-91
- 12.2 Project Life 9 years
- 12.3 Maximum capacity utilisation to be achieved by: Third year, 1993
- 12.4 Any second phase contemplated for further expansion in activities or new additions to project activities. No
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period 29.87%, 3.56 YEARS
- 13.3 Estimated net increase in income to members as a result of project activities. 38 won extra payment for cabbage. Won 41 extra for radish, income increase by 50 to 60 %
- 13.4 Additional employment to be generated (in what specific fields) Direct employment to 55 persons.
- 13.5 Other direct/indirect benefits to members
 - assured market for the produce,
 - stable prices for radish and cabbage,
 - additional services to members like farm input technical guidance, scholarships to school going children.

- 13.6 Expected impact on the cooperative : The turnover
implementing the project. and services to
members will improve,
also generate better
marketing by value
addition.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts No
for project preparation and its implementation.
- 14.2 Training facilities within the country/ Yes
abroad.
- 14.3 Assistance in marketing the products Through NACF
locally / abroad. supermarkets,
chainstores of
PACs and regional
agents.
- 14.4 Funds needed from external sources nil
- 14.5 Assistance for setting up plant and nil
machinery.
- 14.6 Whether external assistance needed for No
managing the plant.

Country: REPUBLIC OF KOREA

Project No.ICA/J88/89/KOR.6

NAME OF PROJECT

DAIRY PLANT IN JEONBUK
PROVINCE

1. PROJECT PREPARED BY: Mr BYUNG HO JEONG

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 8052 sq.KM, 2.2 MILLION
dairy farming members.

2.2 Present income level of the area: 4 million won.

2.3 Present income level of coop members: 6.5 million won.

2.4 Commodities grown, present pattern of : paddy, fishery,
processing/marketing dairy, piggery,
poultry.beefcattle

2.5 Present source of raw materials: milk collected by pvt.
trade and imports.

2.6 Returns to producers Better services to
producers.

2.7 Justification for the need for changing : To match demand
present pattern of productivity., and supply of
processing or marketing. milk & milk
products

2.8 Anticipated project benefits in brief.
- assured market for milk producers,
- value addition to milk products

2.9 Constraints.
- seasonal fluctuation in demand for milk
- milk collection in private hands,
- poor return to producers.

3. OBJECTIVES.

- raise dairy cattle for increase in supply of milk by the farmers,
- increased income to farmers,
- provide larger quantity of milk and milk products to the nation.

4. NAME AND ADDRESS OF COOPERATIVE: JEONBUK PROVINCE BRANCH
RESPONSIBLE FOR THE PROJECT OF NATIONAL LIVESTOCK
COOPERATIVE FEDERATION.
- 4.1 Present Society Membership/: 161 LIVESTOCK COOPS are
Membership coverage to total members of NLCF
population.
- 4.2 Volume of Business/Commodities : beef cattle, dairy,
Handled. piggery, chicken and
poultry.
- 4.3 Services to members:goods/services: Purchase of members
produce, processing
and marketing.
5. PLANNED PROJECT ACTIVITIES: Setting up of dairy plant at
Jeonbuk Province.
- 5.1 Details on backward, forward and horizontal linkages.
- Milk collection from members for marketing and
processing.
 - Marketing of milk and milk products to chain stores,
markets and hospitals.
 - Supply of feed, veterinary services etc. to farmers.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT for Jeonbuk Provin-
ACTIVITY. cial office of NLCF.
7. ESTIMATED VOLUME OF COMMODITIES : 60 tons of milk per day
TO BE HANDLED/INPUTS. 21900 tons per annum.
- 7.1 Channels for securing InpNLSF headquarters and
plants will supply feed
and other production inputs
to dairy farmers.
- 7.2 Channels for marketing within: through coops chain
the country. stores markets and
hospitals.
- 7.3 Expected volume of marketable: 100,000 tons per annum
surplus.
- 7.4 Expected turn-over.: 11000 million won
per year
- 7.5 Expected import substitution.: Import will get reduced
by 1000 mt per annum.
8. EXPORT POTENTIAL, IF ANY.: NIL

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay.: 2,600 million won.
- 9.2 Owned capital. -do-
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project : Entire fund to be
Additional shares/deposits. financed by NLCF
- 9.6 Loans/sources of such loans.: nil
- 9.7 Government contribution if any in the: nil
form of subsidy/grant/soft loans
- 9.8 Government or government sponsored : nil
agency support for technical and
managerial activities.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery: UHT Pasteurizer, buffer tank,
clarifier, homogenizer, automatic
pellet conveying system.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for : n.a.
imported items.
- 10.5 Whether similar plant operating : Similar plants operating in
in the country/or area of operation other parts of
if so, the capacity and the products. country.

11. PERSONNEL:

- 11.1 Total number of project personnel
required:
Technical: Under general manager, four
depts, production, marketing, extension and
administration are to function.
Administrative:
General:
- 11.2 Whether technically qualified : Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1990-92

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : Third year after
to be achieved by: commissioning of plant.

12.4 Any second phase contemplated: No for further expansion
in activities or new
additions to project
activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 18%, six years.

13.2 Estimated net increase in income to: : 2.8 million
members as a result of project : won per per
activities. : household .
per year.

13.3 Additional employment to be generated
(in what specific fields)
- additional hands say 20 or so to be employed.

13.4 Other direct/indirect benefits to members
- elimination of private trade and direct milk
collection by the cooperatives,
- better services to the members in terms of supply
of feed, artificial insemination and veterinary
services.

13.5 Expected impact on the cooperative : The activities
implementing the project. of the coop will
increase and will be
able to service its
members in a better
way.

14. EXTERNAL ASSISTANCE NEEDED:

14.1 Technical assistance /services of experts: nil
for project preparation and its implementation.

14.2 Training facilities within the country/: yes
abroad.

14.3 Assistance in marketing the products : Yes, the
locally / abroad. products to be
sold within the
country.

- 14.4 Funds needed from external sources: no
- 14.5 Assistance for setting up plant and machinery: no
- 14.6 Whether external assistance needed for managing the plant: no

COUNTRY: KOREA

Project No. ICA/J89/90/KOR.7

NAME OF PROJECT :

FRUIT PROCESSING MILL

1. PROJECT PREPARED BY: Mr SANG DERK LEE

Participant of the FOURTH_ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group; 4,.645 HA, 10320 persons
9227 farmer members.

2.2 Commodities grown, present pattern of: paddy, beans,
processing/marketing strawberry, peach,
chestnut, persemmon, sold
through brokers and
marketing channels of Sam
Rang Jin Primary agrl.
coop.

2.3 Returns to producers - poor as most of the produce sold to
brokers at the farm gate itself at
low prices.

2.4 Justification for the need for changing : setting up of
present pattern of productivity., processing mill
processing or marketing. will give higher
returns to farmers.

2.5 Anticipated project benefits in brief.- Value addition to
fruits, better
marketing and
exports.

2.6 Constraints.- lack of marketing and value addition efforts;
low prices; storage losses; rottage; wastage
and handling losses.

3. OBJECTIVES. - to provide better marketing channels and
value addition for perishable fruits, to
stabilise prices of fruits,
to increase fruit exports in the form of
processed fruits.

4. NAME AND ADDRESS OF COOPERATIVE: SAM RANG JIN PRIMARY
RESPONSIBLE FOR THE PROJECT AGRICULTURAL COOPERATIVE
SOCIETY LTD,
- 4.1 Present Society Membership/: 2,328 , 93% of farmers
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : 23,996 million won.
Handled.
- 4.3 Services to members:goods/services: Multipurpose
agrl.services, banking,
farm guidance, input
supply, marketing and
extension services.
5. PLANNED PROJECT ACTIVITIES: Establishment of a Fruit
Processing Mill.
- 5.1 Details on backward, forward,: Farm guidance, and inputs
and horizontal linkages. to be provided through 95
joint production and
marketing groups,
transportation, packaging
and processing through
PAC.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 16,600 mt.
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Inputs are secured
through NACF and joint
buying from trade.
- 7.2 Channels for marketing within: Through NACF supermarkets
the country. PAC's chain stores and
department stores.
- 7.3 Expected volume of marketable: strawberry - 6957 mt
surplus. peaches - 12,627 mt
grape - 494 mt
chestnut - 12,635 mt
total: 35,000 mt.
- 7.4 Expected turn-over.: 5,789 million won.
- 7.5 Expected import substitution nil

8. EXPORT POTENTIAL, IF ANY. 50% produce could be exported.-
- 8.1 Channel of marketing the products.:NACF export channels and Japanese coops.
- 8.2 Estimated export turnover.: 3000 million won
- 8.3 Benefits to members from exports.: Better prices to farmers
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: 1869 million won.
- 9.2 Owned capital. 1194 million won
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project 1194 million won loan from other sources.
- 9.6 Loans/sources of such loans. 300 million won interest free loan from NACF
- 9.7 Government contribution if any in the: 375 million won from form of subsidy/grant/soft loans govt. at 8% intt.
- 9.8 Government or government sponsored : NACF and the Korean agency support for technical Govt.extend and managerial activities. technical support and guidance.
10. PLANT AND MACHINERY TO BE INSTALLED: FOOD PROCESSING MACHINERY, BOILER, P A C K A G I N G MACHINERY.
- 10.1 Type of Machinery: SEMI - AUTOMATIC.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for : No imported items.

10.5 Whether similar plant operating : Many such plants
in the country/or area of operation operating Total
if so, the capacity and the products. capacity:60000 MT

11. PERSONNEL:

11.1 Total number of project personnel 53
required:
Technical: 7
Administrative: 3
General: 43

11.2 Whether technically qualified Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: one year, 1990-91

12.2 Project Life 8 years.

12.3 Maximum capacity utilisation : 5th year.
to be achieved by:

12.4 Any second phase contemplated: n.a.
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 19.16%, 5 years.

13.2 Estimated net increase in income to : 24120 won per
members as a result of project ton, fruit
activities. production.

13.3 Additional employment to be generated: 53 persons to
(in what specific fields) get direct
employment in
processing
plant.

13.4 Other direct/indirect benefits :
to members
- saving upto 43% of fruits wasted in driage,
spoilage, rottage and handling losses;
- elimination of exploitation from private
brokers;
- increaes in furit production;
- stable income through value addition.

13.5 Expected impact on the cooperative implementing the project.
- the cooperatives turn over and activities will increase manyfold.

14. EXTERNAL ASSISTANCE NEEDED:

14.1 Technical assistance /services of experts: No
for project preparation and its implementation.

14.2 Training facilities within the country/: Yes
abroad.

14.3 Assistance in marketing the products :
locally / abroad.

- Japanese cooperative may help in export marketing in Japan.

14.4 Funds needed from external sources: nil

14.5 Assistance for setting up plant and : nil
machinery.

14.6 Whether external assistance needed for: nil
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR TRAINING OF PROJECT STAFF.

COUNTRY: KOREA

Project No.ICA/J89/90/KOR.8

NAME OF PROJECT :

FEED MILL IN JEONNAM PROVINCE

1. PROJECT PREPARED BY: Mr BYUNG O KANG

Participant of the FOURTH_ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group; 11.799 SQ.KM, 2.5 MILLION population, 1 million farmers.

2.3 Commodities grown, present pattern of: Native cattle, dairy processing/marketing cattle, hogs, chicken

2.4 Justification for the need for changing : Better returns to present pattern of productivity., processing or marketing. to producers.

2.5 Anticipated project benefits in brief. -do-

2.6 Constraints.- Consumption of assorted feed increased to 10 times since 1975 but production is limited. Dependence on imported feed

3. OBJECTIVES. - to fulfil shortage of domestic feed grain which is in short supply in Korea.
- to make available assorted feed at reasonable prices;
- to improve livestock industry of Korea. (Jeonnam province).

4. NAME AND ADDRESS OF COOPERATIVE: National Livestock Coop
RESPONSIBLE FOR THE PROJECT Federation, Jeonnam Province. Korea.

4.1 Services to members:goods/services: Veterinery services livestock guidance, medical treatment, sale of livestock products. etc.

5. PLANNED PROJECT ACTIVITIES: FEED MILL PROJECT

- 5.1 Details on backward, forward, and horizontal linkages. Livestock promotion and guidance officers at the feed mill help farmers to better understand importance of assorted feed. Free medical treatment, veterinary team of NLCF provide veterinary services in remote areas.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity.
7. ESTIMATED VOLUME OF COMMODITIES : 90,000 mt per year TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: NLCF will arrange all production inputs to livestock farmers.
- 7.2 Channels for marketing within: the country. From feedmill to local coops to farmers.
- 7.3 Expected volume of marketable: feed is in short supply in Korea. has to be imported.
- 7.4 Expected turn-over.: 22,000 million won
- 7.5 Expected import substitution Total feed will be an import substitution.
8. EXPORT POTENTIAL, IF ANY. NIL
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: 10,727 million won.
- 9.2 Owned capital. 6,727 million won
- 9.3 Domestic cost component. 100% - 4727 MILLION WON from NLCF
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project: 2000 million won to be contributed by local coops.
- 9.6 Loans/sources of such loans. 4000 million won to be borrowed from OECF.

- 9.7 Government contribution if any in the form of subsidy/grant/soft loans Soft loan at 4.5% available.
- 9.8 Government or government sponsored : Government supports agency support for technical and feed mills erection. managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: FEED MILL MACHINERY
- 10.1 Type of Machinery: - AUTOMATIC.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for : n.a. imported items.
- 10.5 Whether similar plant operating : 80 feed mills working in Korea with total production capacity of 21,875 m/t per day. 18 in cooperative sector and 62 in pvt. sector. Share of coop is 22% presently.
11. PERSONNEL:
- 11.1 Total number of project personnel required: 72
 Technical: 18
 Administrative: 11
 General: 43
- 11.2 Whether technically qualified personnel locally available. Yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: : 1990-92 (2 years)
- 12.2 Project Life 11 years.
- 12.3 Maximum capacity utilisation : 2nd year. to be achieved by:
- 12.4 Any second phase contemplated: no for further expansion in activities or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 14.7%
- 13.2 Estimated net increase in income to : Farmers to get
members as a result of project 10% cheaper
activities: f e e d a s
compared to
pvt. feed mills
- 13.3 Additional employment to be generated: 72 persons to
(in what specific fields) get direct
employment in
feed mill.
- 13.5 Other direct/indirect benefits :
to members
- import is reduced;
- cost of feed is less hence livestock
farming becomes cheaper.
- cost of transportation of feed to Jeonnam
province is minimum/saved
- 13.6 Expected impact on the cooperative
implementing the project.
- The feedmill will be a boon to the
livestock farmer members of the cooperative
in Jeonnam province.

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts: No
for project preparation and its implementation.
- 14.2 Training facilities within the country/: Yes
abroad.
- 14.3 Assistance in marketing the products : nil
locally / abroad.
- 14.4 Funds needed from external sources: nil
- 14.5 Assistance for setting up plant and : nil
machinery.

14.6 Whether external assistance needed for: nil
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY
FOR TRAINING OF PROJECT STAFF.

COUNTRY : KOREA. REP.OF

Project No. ICA/J.90-91/Kor.9

Name of Project:

RED PEPPER POWDER PLANT PROJECT

1. Project prepared by: MR KIE YUP SHIN

Participant to the 5th ICA Japan
Management Training Course

2. Justification:

2.1 Area. Population. 1500 sq.kms. 100.000 persons
target group: red pepper growing farmers
in Eumseong County.

2.2 Present level of income of area: 12 million won

2.3 Present income level of coop members: 10 mill.won

2.4 Commodities grown: red pepper is main cash crop
marketed through local private
traders as nonprocessed item

2.5 Present source of raw material: red pepper from growers

2.6 Returns to producers: More incoe by stabilising market
price and by value addition.

2.7 Justification for need To give better price to
to change present red pepper growers
pattern

2.8 Anticipated benefits: Better prices for red pepper

2.9 Constraints How to finance capital invstt.
working capital requirements of
primaries.

3. Objectives: To get better and stable prices
for red pepper during harvest
To stabilise market price during
and after harvest.

4. NAME AND ADDRESS OF 9 Primary agrl.coop societies
coop implementing in Eumseoung County Are a
project

4.1 Present membership. 12.500 members. 90 per cent
of population covered.

4.2 Vol. of business Raw material : 1500 m/t of red
pepper. final product: 900 m/t o
of red pepper powder per year.

4.3 Services to members: Supply of fertilisers, chemicals seeds etc.; extension services of farming practices, production loans etc.

5. Planned Project Activities:

5.1 Forward, backward, and horizontal linkages: Backward: Fertiliser, agro chemicals, seeds, technical extension, loans
forward: processing of red pepper.
horizontal: quality control of red pepper between farming group at village level

6. Is the project an addl activity: Yes

7. Estimated vol. of commodities to be handled: 1500 m/t of red pepper and 900 m/t of red pepper powder per year.

7.1 Channels for inputs: NACF

7.2 Channels for marketing: NACF, primary coops, pvt. supermarkets and chain stores

7.3 Expected vol. of marketable surplus: 3,000 m/t of pepper

7.4 Expected turnover: 6,300 million won in first year

8. Export potential: Nil

9. Source of Funds:

9.1 Total project outlay: 2,625 million won

9.2 Own funds 1,300 mil. won

9.3 Domestic cost component: 2,625 million won

9.4 Loans/sources: NACF 1200 million won @ 12.5 pc
PACs 1095 mil. won @ 12.4 pc intt
Govt. 350 mil. won @ 8 p.c.

9.5 Govt contribution if any 350 mil. won at 8 pc intt on a repayment period of 10 yrs including grace of 3 yrs.

9.6 Govt support for technical and managerial Technical support by Korea Food Development Instt. which is a govt agency.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Tye of machinery: Hopper. cleaner. conveyor.
dryer. elevator. sterilizer.
cooler. mill. seperator etc
- 10.2 Whether locally available: Yes
- 10.3 Whether similar plant is operating/capacity: Yes. but the existing plants are not modern ones and the capacity is small.

11. Personnel

- 11.1 Total no. of project personnel : 20
 Technical: 15
 Administrative 3
 General 2
- 11.2 Whether technically qualified personnel locally available: Yes

12. PROJECT IMPLEMENTATION SCHEDULE:

- 12.1 Preparatory work: From June 1991 to May 1992
- 12.2 Project life: 8 years
- 12.3 Max. capacity utilisation: 5 m/t of raw material per day at 8 working hours.
to be achieved by:
- 12.4 Any second phase contemplated: Yes. Addl. red pepper powder plants in other region by other agricultural coops.

13. Financial Results:

- 13.1 Project IRR/Pay back period: 20.2 per cent. 4 yrs
- 13.2 Estimated net increase in income to members: 1000 million won
- 13.3 Debt service coverage ratio: 1.6
- 13.4 Addl employment generation: 9 workers. 11 staff
- 13.5 Other benefits to members: Stabilisation of market prices of red pepper in harvest period.
- 13.6 Expected impact on coop: Better member relations effective services.

14. External assistance needed: NO

Project Profiles

NAME OF PROJECT MEAT PROCESSING MILL

Country: KOREA, REP OF

Project No. ICA/J86/87/ ICA/J/90-91/Kor.10

1. PROJECT PREPARED BY: Mr

KYU HYUN. LEE

Participant of the Fifth ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: Hongsung-Gun. Popln:2003000
468.000 households. livestock

2.2 Present income level of the area: farmers.

2.3 Present income level of coop members: Won 12 mil. per household
Won 10 mil. per household

2.4 Commodities grown, present pattern of : Hogs
processing/marketing

2.5 Present source of raw materials: Members

2.6 Returns to producers: Won 308.150 won per m/t

2.7 Justification for the need for changing: Construction of meat proces-
sing mill would help farmer
from losses from middlemen

2.8 Anticipated project benefits in brief: Stabilise prices of hogs.
increase in incomes. enhance coop
activities.

2.9 Constraints. External assistance will be
required.

3. OBJECTIVES

4. NAME AND ADDRESS OF COOPERATIVE:
RESPONSIBLE FOR THE PROJECT

4.1 Present Society Membership/:
Membership coverage to total
population.

To increase income of livestock
farmers. protect hog farmers by
processing hogs of livestock
coop members. maintain staibi-
lity of hog price. enhance
coop activities to support
farmers. contribute to the natio-
nal economy by developing
meat processing industry and
return of profits to members
earned through operation
of this project.

4. NATIONAL LIVESTOCK COOPERATIVE
FEDERATION OF KOREA.

4.1 30.624. 23.3 per cent

4.2 Volume of Business/Commodities Handled: 5,000 mt yer. Ham sausage, bacon and can

4.3 Services to members: goods/services: Livestock promotion officer guide mill staff provide vasing techniques to farmers.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. NLCF & coops provide good pig lets & feed for members. NLCF collect pigs for processing & marketing for value addition

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: Inputs to be procured as per supply contracts with members

7.2 Channels for marketing within the country. NLCF agents. chainstors. dept stores. coops chainstores etc.

7.3 Expected volume of marketable: surplus.

7.4 Expected turn-over.: From 31.457 million in 1st yr to 87.945 mill.won in 9th yr

7.5 Expected import substitution.: Yes.

8. EXPORT POTENTIAL, IF ANY.: Mainly for home consumption.

8.1 Channel of marketing the products:

8.2 Estimated export turnover.:

8.3 Benefits to members from exports.:

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Won 21.500 million

9.2 Owned capital.: Won 2.500 million

9.3 Domestic cost component.: Won 2.000 million

9.4 Foreign cost component.: Won 17.000 million

9.5 Member contribution for this project :

Additional shares/deposits.:

- 9.6 Loans/sources of such loans.: Won 2.000 mil.fromgovt.livestock
development fund. 17.000 mil.
- 9.7 Government contribution if any in the: foreign longterm loan
form of subsidy/grant/soft loans Won 2.000 mil.at 3pc intt
- 9.8 Government or government sponsored : no
agency support for technical and
managerial activities.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Automatic
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : yes. 70m m/t capaci-
in the country/or area of operation per day
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel 245
required:
Technical: 26
Administrative: 69
General: 150
- 11.2 Whether technically qualified^{yes}
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 2 years
- 12.2 Project Life : 9 years
- 12.3 Maximum capacity utilisation : 115 per cent
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities:-

13. FINANCIAL RESULTS AND BENEFITS TO MEMBERS:

13.1 Project IRR. Pay Back Period: 17.7 per cent.

13.2 Debt service coverage ratio (DSCR): 7 years

13.3 Estimated net increase in income to members as a result of project activities. 308152 won mt

13.4 Additional employment to be generated (in what specific fields) 150 workers

13.5 Other direct/indirect benefits to members

Free medical treatment, tech. education, vet. services to hogs

13.6 Expected impact on the cooperative implementing the project. Will accelera rural industr ialisation.

14. EXTERNAL ASSISTANCE NEEDED:

14.1 Technical assistance /services of experts for project preparation and its implementation.

Yes. for Project implementation.
14.2 Training facilities within the country/abroad.

High processing techniques needed.

14.3 Assistance in marketing the products locally / abroad. No

14.4 Funds needed from external sources Yes

14.5 Assistance for setting up plant and machinery. No

14.6 Whether external assistance needed for managing the plant. No

MALAYSIA

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India



Regional Office for
Asia & the Pacific

ICA PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS RECEIVED FROM MEMBER ORGANISATIONS
AND PARTICIPANTS

M A L A Y S I A

Project No. 2 : Cocoa Processing and Marketing by Mr Wan Abdul Rahman

Cocoa processing mill has already been set up and a small quantity is being processed. Funds are needed for increasing the capacity for full utilisation of the plant. So far a capital investment of M\$ 55.000 has been made.

Project No. 3 : Production of Quality Rubber through Central Processing Plant by Mr Fikri Ghani

The project has been approved for implementation with a financial grant from RUSDA. The operation of the project is expected to start in May 91.

Project No. 4: Dairy Development Project by Mr Abdul Razak Jamin:

Project has started its operation. High bred cows have been given to the farmer members and veterinary and guidance services are being provided. Milk collection centre is yet to be set up.

Project No. 5 : Pepper Processing and Marketing by Abu Bakar Ujang

Machinery for processing pepper has been purchased and installed. The project activity has started on a small scale.

Country: MALAYSIA

Project No. ICA/J86/87/MLY.1

NAME OF PROJECT

ESTABLISHING A MINI OIL PALM
PLANTATION

1. PROJECT PREPARED BY: Mr MOHD. REDZA HAZI BABA

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 9639,9 ha, 5002 FAMILIES,
population - 103894
(65% of total population)

2.2 Present income level of the area: M\$ 840 per year from oil
palm plantation.

2.3 Commodities grown, present pattern of :Oil palm, coffee,
processing/marketing coconuts, cocoa,
durians, rambutan, mango,
ginger, vegetables etc.

2.4 Present source of raw materials: through members

2.5 Returns to producers: Poor due to exploitation
of mills and unorganised
middlemen as well as
distance from mills and
high transportation cost.
Price fluctuates monthly.

2.7 Justification for the need for changing: Coops own mill will
present structure: provide better
prices and eliminate
exploitation.

2.8 Anticipated project benefits in brief.:
- Stable market, product processing and input
supply by cooperative.

2.9 Constraints. - Exploitation by middlemen,
- no processing facility in cooperative
sector.

3. OBJECTIVES
- Provide better processing and marketing facilities of oil palm of member growers.
 - Save growers from exploitation of middlemen
 - Value addition, transportation of FFB and remunerative prices to the growers.
4. NAME AND ADDRESS OF COOPERATIVE: AREA FARMERS
RESPONSIBLE FOR THE PROJECT ORGANISATION (PPK) KUALA LANGAT. MALAYSIA.
- 4.1 Present Society Membership/: 2544 (35.3% of total Membership coverage to total households) population.
- 4.2 Volume of Business/Commodities : M\$ 864,335
Handled. 4858.644 tons FFB handled.
- 4.3 Services to members: goods/services: Collection of produce, marketing, transportation and input distribution.
5. PLANNED PROJECT ACTIVITIES MARKETING, PROCESSING OF OIL PALM SETTING UP OF MINI OIL MILL
- 5.1 Details on backward, forward, and horizontal linkages. Formation of farmers groups for input supply, purchase of FFB, farm guidance and seedling distribution through FELDA, RISDA, FELCRA and PORIM
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY, Additional activity Oil mill new activity
7. ESTIMATED VOLUME OF COMMODITIES : 35,902 TONS OF FFB TO BE HANDLED/INPUTS. (in 5th year)
- 7.1 Channels for securing Inputs.: AFP to secure inputs from Dept of Agrl. and supply to small farmers.

7.2	Channels for marketing within the country.	Crude palm oil and palm kernal are sold to local refinery and for cattlefeed through FELDA, FELCRA and private companies.
7.3	Expected volume of marketable surplus.	133,696 tonnes of FFB
7.4	Expected turn-over.:	M\$ 1,985,000 (from 4th year onwards)
7.5	Expected import substitution.:	nil
8.	EXPORT POTENTIAL, IF ANY.:	nil
9.	SOURCES OF FUNDS	
9.1	Total Project Outlay.:	M\$ 1,500,000
9.2	Owned capital.:	M\$ 600,000 equity from AFO
9.3	Domestic cost component.:	100%
9.4	Foreign cost component.:	nil
9.5	Member contribution for this project : Additional shares/deposits.:	M\$ 600,000 equity
9.6	Loans/sources of such loans.:	M\$ 900,000
9.7	Government contribution if any in the form of subsidy/grant/soft loans	AFO to provide seed share capital.
9.8	Government or government sponsored : Agency support for technical and managerial activities.	FELDA, FELCRA, RISDA and other state schemes to provide technical support.
10.	PLANT AND MACHINERY TO BE INSTALLED:	
10.1	Type of Machinery	2.5 tph to 5 TPM
10.2	Whether locally available.:	yes
10.3	Whether to be imported.:	no

- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : 9 private mills with
in the country/or area of operation total processing
if so, the capacity and the products. capacity of 168 tons
/hr in private
sector operating.

11. PERSONNEL:

- 11.1 Total number of project personnel
required:
Technical: 3
Administrative:
General: (19 existing staff)
- 11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: June 1985/87
- 12.2 Project Life : 24 years
- 12.3 Maximum capacity utilisation : 3rd year onwards
to be achieved by:
- 12.4 Any second phase contemplated: To set up Palm kernal
for further expansion in activities crushing plant to
or new additions to produce plam kernal
project activities. oil and cake for
feed.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 21.08%, 7 years
- 13.2 Estimated net increase in income to : 50% increase
members as a result of project activities. in inome to
members.
- 13.4 Additional employment to be generated 3 persons
(in what specific fields) full time and
5 0 0 2 farm
families to get
9 0 d a y s
employment in a
year.

- 13.5 Other direct/indirect benefits to members
- Creation of processing facility in cooperative sector.
 - supply of seedlings and farm inputs and farm guidance.
 - elimination of middlemen and better prices for FFB produce.
- 13.6 Expected impact on the cooperative implementing the project.
- Higher turnover, better services to members, additional activities of palm oil processing.
14. EXTERNAL ASSISTANCE NEEDED;
- Linkages for marketing abroad needed.

Country: MALAYSIA

Project No. ICA/J87/88/MLY.2

NAME OF PROJECT

COCOA PROCESSING AND MARKETING AT
BAGAN DATOH FARMERS ORGANISATION

-
1. PROJECT PREPARED BY: Mr WAN ABDUL RAHMAN ZAIN
Participant of the SECOND ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 35210 HA/40148/2649
farmers, 5472 ha
 - 2.2 Commodities grown, present pattern of :paddy, cash crops
processing/marketing
 - 2.3 Present source of raw materials: FO, Bagan Datoh
 - 2.4 Constraints.- Low quality seeds and raw materials
unorganized marketing set up and exploitation
by the private trade,
small land holdings.
 3. OBJECTIVES - better marketing and processing facilities.
- better returns to members
employment generation;
integrated group farming.
 4. NAME AND ADDRESS OF COOPERATIVE: BAGAN DATOH FARMERS '
RESPONSIBLE FOR THE PROJECT ORGANISATION.
 - 4.1 Present Society Membership/: 2037/ 5%
Membership coverage to total
population.
 - 4.2 Services to members: goods/ Supply of inputs viz.
services: fertilizers, pesticides,
etc.
High yield variety seeds.
 5. PLANNED PROJECT ACTIVITIES
 - 5.1 Details on backward, forward, : All to be provided by
and horizontal linkages. Bagan Datoh Farmers
Organisation.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES : 360 MT / annually
TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: Bagan Datoh FO

7.2 Channels for marketing within Bagan Datoh FO
the country.

7.3 Expected volume of marketable: 1080 MT
surplus.

7.4 Expected turn-over.: M\$ 1,440,000

8. EXPORT POTENTIAL, IF ANY.:

8.1 Channel of marketing the products: FO & wholesale markets

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: M\$ 271,840

9.2 Owned capital.: M\$ 49,100

9.3 Loans/sources of such loans.: M\$ 222,740

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery DRYERS LOCALLY AVAILABLE

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for: n.a.
imported items.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel
required:
Technical:
Administrative:
General:

- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to:
- 12.2 Project Life : 5 years
- 12.3 Maximum capacity utilisation : 3rd year to be achieved by:
- 12.4 Any second phase contemplated: no for further expansion in activities or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 44.25% / 4 years
14. EXTERNAL ASSISTANCE NEEDED: nil
- 14.1 Technical assistance /services of experts for project preparation and its implementation.
- 14.2 Training facilities within the country/abroad.
- 14.3 Assistance in marketing the products locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and machinery.
- 14.6 Whether external assistance needed for managing the plant.

COMMENTS:

Country: MALAYSIA

Project No. ICA/J88/89/MLY 3

NAME OF PROJECT :

PRODUCTION OF QUALITY
RUBBER
THROUGH CENTRAL PROCESSING CENTRE.

1. PROJECT PREPARED BY: Mr Fikri Ghani

Participant of the 3rd ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group : 130.30 Hectares of Rubber area, 45 farm families.

2.2 Present income level of the area: M\$ 250 p.m.

2.3 Present income level of coop : M\$ 250 per month
Members.

2.4 Commodities grown, present : Rubber, Paddy. Other
pattern of processing/marketing commodities are marketed
by the intermediaries in
unprocessed or
semiprocessed form.

2.5 Present source of raw materials: Small farmers and rubber
estates provide unprocessed
and semiprocessed rubber.

2.6 Returns to producers MS \$ 250 p.m.

2.7 Justification for the need for Processed rubber fetches
changing present pattern of better price than
of productivity, processing or unprocessed or
marketing. semiprocessed.

2.8 Anticipated project benefits Better quality produce
in brief. and better return to
farmers.

2.9 Constraints. 1. Low quality of Rubber produced.
2. Inadequate processing facilities.
3. Unorganised marketing system.

3. OBJECTIVES.
1. To provide better price to farmers for their produce (latex).
 2. To eliminate intermediaries by developing better marketing channels.
 3. To improve quality of rubber produced.
4. NAME AND ADDRESS OF COOPERATIVE RESPONSIBLE FOR THE PROJECT
- MACHANG DISTRICT RUBBER SMALL COOPERATIVE, KELANTAN, State, Malaysia.
- 4.1 Present Society Membership/ Membership coverage to total population.
- 45 (66% of total population)
- 4.2 Volume of Business/Commodities: Handled.
- Rubber - mostly unprocessed or semi-processed.
- 4.3 Services to members: goods/ services
- Marketing and export of rubber through RISDA
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages.
- RISDA to supply farm inputs and extension services to improve productivity and quality of farm produce.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY OR EXTENSION/EXPANSION OF PRESENT ACTIVITY.
- Additional activity of setting up CPC and mini smoke house.
7. ESTIMATED VOLUME OF COMMODITIES TO BE HANDLED/INPUTS.
- 2 MT per day.
10 MT cycle.
- 7.1 Channels for securing production inputs.
- RISDA to provide necessary farm inputs and technical guidance.
- 7.2 Channels for marketing within the country.
- Marketing of RSS rubber to be handled by coop.
- 7.3 Expected volume of marketable surplus.
- 100 MT
- 7.4 Expected turn-over.
- M\$ 1,000,000
- 7.5 Expected import substitution.
- N.A.

8. EXPORT POTENTIAL, IF ANY. 50% of the final product could be exported.
- 8.1 Channel of marketing the products. Through RISDA
- 8.2 Estimated export turnover. M\$ 0.5 million.
- 8.3 Benefits to members from exports. Better price for the finished product and the members produce.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay. M\$ 219,450
- 9.2 Owned capital. M\$ 119,450
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project M\$ 119,450
Additional shares/deposits.
- 9.6 Loans/sources of such loans. M\$ 100,000, from Coop. department.
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans No
- 9.8 Government or government sponsored agency support for technical and managerial activities. RISDA, a govt. agency will provide technical guidance to increase members' productivity.
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Sheet battery, coabulating tanks, chutes, pails, watertanks, and pump, forklift.
- 10.2 Whether locally available. Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for imported items. N.A.
- 10.5 Whether similar plant operating in the country/or area of operation if so, the capacity and the products. Yes, a number of such plants are available within the country.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 8
Technical: 6
Administrative: 2
General:
- 11.2 Whether technically qualified personnel locally available. Yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to 1989/90 (Three months)
- 12.2 Project Life Ten years
- 12.3 Maximum capacity utilisation to be achieved by: Second year.
- 12.4 Any second phase contemplated for further expansion in activities or new additions to project activities. No

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period 12.43%, 6 years
- 13.2 Estimated net increase in income to members as a result of project activities. Increase of income by M\$ 100 to M\$ 150 per farm household.
- 13.3 Additional employment to be generated f u l l employment. 7 persons to get
time (in what specific fields)
- 13.4 Other direct/indirect benefits to members
1. Quality improvement in the produce of members.
 2. Better price realisation.
 3. Farm guidance and farm input supply from RISDA.
- 13.5 Expected impact on the cooperative implementing the project.
1. Better service to members byu the backward linkages.
 2. Better marketing/processing services.

14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts for project preparation and its implementation. No
- 14.2 Training facilities within the country/abroad. Available within the country.
- 14.3 Marketing of products locally or abroad Marketing Assistance is needed
- 14.4 Funds needed from external sources No
- 14.5 Assistance for setting up plant and machinery. No
- 14.6 Whether external assistance needed for managing the plant. No.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

- PROJECT FEASIBILITY STUDY
- EXPORT MARKETING.

Country: MALAYSIA

Project No. ICA/J89/90/MLY.4

NAME OF PROJECT:

DAIRY DEVELOPMENT PROJECT

1. PROJECT PREPARED BY: Mr ABDUL RAZAK JAMIN

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 200 farmers of Felde's Air Mitam, 4165 Milch cattle.

2.2 Commodities grown, present pattern of : Palm oil, milk, meat processing/marketing

2.3 Returns to producers: Milk is collected by Dept of Veterinary. This district has no collection centre. Return is poor.

2.4 Justification for the need for changing : Project is present pattern of productivity., necessary for processing or marketing. providing additional income to farmers.

2.5 Anticipated project benefits in brief.: Milk Production will increase. Farmers' income to improve by additional income generated.

2.6 Constraints.: - Poor collection and marketing outlet for fresh milk,
- Lack of people's awareness for use of fresh milk,
- farmers' lack of experience in dairy farming.

3. OBJECTIVES.- To provide alternative vocation and additional income to farmers in terms of dairy development.
To create marketing outlet for farmer's milk.
To promote dairy industry and reduce imports of dairy products.

4. NAME AND ADDRESS OF COOPERATIVE: FELDA'S AIR HITAM
RESPONSIBLE FOR THE PROJECT COOPERATIVE KLUANG.
- 4.1 Present Society Membership/ : 200
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : Planting, harvesting
Handled and transportation
of fresh fruits
bunches of palm oil.
- 4.3 Services to members:goods/services:Marketing of palm
fruits, farm
guidance and input
supply for palm
plantation and
plucking of fruits.
5. PLANNED PROJECT ACTIVITIES: TO SET UP MILK
COLLECTION CENTRE.
- 5.1 Details on backward, forward, : Veterinary services,
and horizontal linkages: artificial insemination,
breeding, feed supply,
agronomy, supply of cross
bred cows, bank loan,-
training of farmers, farm
input supply through
veterinary department's
Institute in Kluang.
Crossbred cattle to be
supplied to farmers by
importation, sale of
milk in Johore Bharu and
Singapore and also at
Felda's Trading
Corporation shops and
dairy farmers markets.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES: 5,000 liters per day,
TO BE HANDLED/INPUTS. milk to be handled.
- 7.1 Channels for securing Inputs.: Inputs will be procured
through veterinary
department.
- 7.2 Channels for marketing within: Direct selling to
the country. households, retail shops
and to private milk cos.

- 7.3 Expected volume of marketable: 20,000 lts. per day surplus.
- 7.4 Expected turn-over.: M\$ 2.34 million.
- 7.5 Expected import substitution.: Import of milk and milk product will get reduced by the indigeneous production.
8. EXPORT POTENTIAL, IF ANY. Nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: M\$ 400,000
- 9.2 Owned capital.:
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project:
- Additional shares/deposits.: M\$ 80,000
- 9.6 Loans/sources of such loans.: M\$ 320,000 loan from Bank of Agriculture.
- 9.7 Government contribution if any in the: Dept of Veterinary, Agriculture Ministry will provide technical support.
- 9.8 Government or government sponsored : Dept of Veterinary. agency support for technical and managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED.: Milk acceptance equipment, pasteurizer and cooling tanks.
- 10.1 Type of Machinery: Semi automatic.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: No
- 10.4 Whether local agents available for : n.a. imported items.

10.5 Whether similar plant operating : Similar plants are working
in the country/or area of in private sector and
operation and if so the also by veterinary
the capacity and the products. department. Total
capacity: 28 million lts.
yearly.

11. PERSONNEL:

11.1 Total number of project personnel 8
required:
Technical: 4
Administrative: 1
General: 3

11.2 Whether technically qualified Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1990-92

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 4th year.
to be achieved by:

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period : 31.15%, 4 years.

13.2 Estimated net increase in income to : Farmers will
members as a result of get 2400 M\$ per
project activities. month as
additional
income.

13.3 Additional employment to be generated: 200 farmers will
(in what specific fields) be partially
employed in
dairy farming.

13.5 Other direct/indirect benefits to members
- Milk production will improve the economy of
farmers.
- They will learn technology of dairy farming and
- develop healthy habit of fresh milk consumption.

13.6 Expected impact on the cooperative : The cooperative
implementing the project. turnover will
increase and it
will develop
r e g u l a r
business of
milk supply.

14. EXTERNAL ASSISTANCE NEEDED:

14.1 Technical assistance /services of experts: No
for project preparation and its implementation.

14.2 Training facilities within the country/: Training by
abroad. Veterinary
Institute.

14.3 Assistance in marketing the products : nil
locally / abroad.

14.4 Funds needed from external sources: nil

14.5 Assistance for setting up plant and: nil
machinery.

14.6 Whether external assistance needed for: nil
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED ONLY FOR
TRAINING OF PROJECT STAFF.

Country: MALAYSIA

Project No. ICA/J89/90/MLY.5

NAME OF PROJECT

PEPPER PROCESSING AND MARKETING

1. PROJECT PREPARED BY: Mr ABU BAKAR BIN UJANG

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 349,769 HA, 114,267 PERSONS
target group: 9788 farmers
14664 settlers.

2.2 Commodities grown, present pattern of : Banana, topioca,
processing/marketing coffee, palm trees,
cocoa, rubber,
produce is directly
sold to grocers and
restaurants.

2.3 Present source of raw materials: From producers.

2.4 Returns to producers: Poor and unstable.

2.5 Justification for the need for changing : Integrated
present pattern of productivity., approach will
processing or marketing. help stabilize
prices, arresat
declining trend of
pepper cultivation
and promote
employment among
settlers.

2.6 Anticipated project benefits in brief.: Reduction in cost
through better
services, improved
incomes.

2.7 Constraints.: - Poor and fluctuating return to farmers,
- Incidence of pests and diseases like 'food
rot' and 'nematode'
- declining acreage of pepper production and
- rising cost of cultivation and cost of
inputs.

3. OBJECTIVES.: - to stabilise prices of pepper for the benefit of growers.
to generate additional income and employment for families of resettlement farmers,
to maintain exportable surplus in black pepper.
4. NAME AND ADDRESS OF COOPERATIVE: THE PEPPER PROCESSING AND MARKETING COOPERATIVE, KOTA TINGGI DIST. MALAYSIA.
RESPONSIBLE FOR THE PROJECT
- 4.1 Present Society Membership/: New society to be formed.
Membership coverage to total population.
- 4.2 Volume of Business/Commodities Handled. -do-
- 4.3 Services to members: goods/services: Supply of inputs, marketing, processing, grading and export of produce.
5. PLANNED PROJECT ACTIVITIES: PROCUREMENT, PACKAGING, PROCESSING AND MARKETING OF PEPPER.
- 5.1 Details on backward, forward, and horizontal linkages.: To supply agricultural inputs through FELDA, guidance and farm know how through MARDI and Agricultural Dept. Loan facility from agricultural bank, marketing through Marketing Board of Pepper cultivation.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY OR EXTENSION/EXPANSION OF PRESENT ACTIVITY: Additional activity
7. ESTIMATED VOLUME OF COMMODITIES TO BE HANDLED/INPUTS : 400 mt. of pepper
- 7.1 Channels for securing Inputs.: Inputs to be secured through FELDA, Agrl. dept, Mardi and government/pvt. agencies through subsidized rates.

- 7.2 Channels for marketing within: By the society under
the country. guidance of Pepper
Marketing Board of
Malaysia.
- 7.3 Expected volume of marketable: 736 m.t
surplus.
- 7.4 Expected turn-over.: \$ one million in third
year and 4 million in
10th year.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. Mainly export oriented.
- 8.1 Channel of marketing the products: Marketing Board.
of pepper cultivation to
market products overseas
and Singapore Food
Institution.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: M\$ 160,000
- 9.2 Owned capital. M\$40,000
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project : \$ 10,000 own members
Additional shares/deposits. \$ 30,000 Fel-da
Coops.
- 9.6 Loans/sources of such loans.: \$ 120,000 long term loan and
hire purchase from suppliers
of machinery.
- 9.7 Government or government sponsored : Agriculture Research
agency support for technical and Development Institute,
managerial activities. (MARDI) and Agriculture
Dept. provide technical
and financial support.
Fel-da officials to
provide technical
support.
10. PLANT AND MACHINERY TO BE INSTALLED: PEPPER PROCESSING
MACHINES FOR GRADING
CLEANING AND
GRINDING.

- 10.1 Type of Machinery semi-automatic.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for : n.a.
imported items.
- 10.5 Whether similar plant operating : 14000 to 26000 mt
in the country/or area of operation of spices being
if so, the capacity and the products. processed and
exported every year
from different
plants in Malaysia.
11. PERSONNEL:
- 11.1 Total number of project personnel 8
required:
Technical: 3
Administrative: 2
General: 3
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1990-91, (one year)
- 12.2 Project Life 10 years
- 12.3 Maximum capacity utilisation : 10th year.
to be achieved by:
- 12.4 Any second phase contemplated: Yes, other areas to be
for further expansion in brought under this
project. project.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 33%
- 13.2 Additional employment to be generated
- 8 persons to gain employment.
- 13.3 Other direct/indirect benefits to members
- stabilising prices of produce,
- increase in production - exportable surplus
- processing - value addition and storage
- overall economic development of new settlers in
Kota Tinggi district.

- 13.4 Expected impact on the cooperative implementing the project.
The cooperative activities , turnover and serviceability will improve.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts Nil
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- Available in the country with FELDA and Malaysia
Agricultural Research Development Institute.
- 14.3 Assistance in marketing the products
locally / abroad.
- Marketing board of Pepper cultivation to help in
marketing abroad.
- 14.4 Funds needed from external sources- nil
- 14.5 Assistance for setting up plant and- nil
machinery.
- 14.6 Whether external assistance needed for nil
managing the plant.

COMMENT; EXTERNAL ASSISTANCE WILL BE NEEDED FOR
PROJECT FEASIBILITY STUDY
EXPORT MARKETING.

COUNTRY : MALAYSIA

Project No. ICA/J/90-91/MLY.6

Project Title:

INTEGRATED SHEEP REARING AND
MARKETING PROJECT - AN ECONOMIC
VENTURE

1. Project Prepared by : MR KU MOHAMAD RODZI

Participant to the 5th ICA Japan
Management Training Course.

2. Justification:

2.1 Area. population 13147 hectares. 6000 settlers
target group settlers (farmers)

2.2 Present income level of area: M\$ 350-450

2.3 Present income level of members: same as above

2.4 Commodities grown paddy. oil palm. cocoa
present pattern of All of the raw materials are
marketing sent for marketing to private
sector.

2.5 Present source of raw materials: From members

2.6 Return to farmers: Payment to coop. coop to pay
to members as dividends

2.7 Anticipate project benefits: Better weight of sheep
and hence increased income

2.8 Constraints: Breeder (female sheep) very
expensive locally.

3. Objectives: To increse the weight of sheep
by fattening and toundertake
marketing.

4. Name of Coop responsible FELCRA SEBERANG PERAU SETTLERS
for project: COOPERATIVE SOCIETY LTD.

4.1 Present membership: 1200 members.

4.2 Volume of business: 2000 heads of sheep

4.3 Services to members: Sheep as biological weeder in
the oil palm area.

5. Planned Project Activities:

- 5.1 Details on backward, forward and horizontal linkages. Rearing and marketing
6. Is the project an addl. activity? An additional activity. Sheep drops, fertilizer pellet mill.
7. Estimated volume of commodities to be handled:
- 7.1 Channels for securing inputs: Grass from palm oil area
- 7.2 Channel of marketing: Local market and private
- 7.3 Expected marketable surplus: Yearly an average of more than \$ 220.000
- 7.4 Expected turnover: M\$ 220.000 p.a.
8. Export potential: possible
- 8.1 Channel of market: Singapore
9. Sources of funds:
- 9.1 Total project outlay: M\$ 635.649
- 9.2 Own funds: \$ 127.129
- 9.3 Foreign cost component: Grant if available.
- 9.4 Member contribution to the project: M\$ 127.129
- 9.5 Loans, and source @ 6.6 per cent intt
- 9.6 Govt. contribution nil
- 9.7 Govt. support for technical and managerial activities: Backward linkage by FELCRA
10. Plant and Machinery to be installed:
- 10.1 Type of machinery Rens Wood
- 10.2 Whether locally available: Yes
- 10.3 Whether similar plants operating: Yes
- 11 Personnel :
- 11.1 Total no. required 9
1 manager and 8 casual labourers.

11.2 Whether technically qualified Veterinary dept will
 personal available help

12. Project Implementation Schedule:

12.1 Preparatory work from : To start from end of 1991

12.2 Project Life : 10 years

12.3 Max.capacity utilisation : 2000 heads

12.4 Any second phase? no

13. Financial Results:

13.1 Project IRR . pay back period: 14 per cent. 6 yrs

13.2 Benefits to members: sheep as a weeder
 better prices.

13.3 Benefit to Coop: Increased employment
 Better functioning and profit

14. External Assistance needed:

14.1 Funds needed from external sources: Yes Grant needed

14.2 Assistance for setting up plant: FELCRA Officers
 will help.

PAKISTAN

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India

Country: PAKISTAN

Project No. ICA/J88/890PAK.1.

NAME OF PROJECT:

FEASIBILITY REPORT ON POTATO
GRADING PLANT AT OKARA.

1. PROJECT PREPARED BY: Mr AGHA ZAID HUSSAIN

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group : 100 members of the coop.

2.2 Present income level of coop members: From sale of potato
Rs.2000 to 8000 p.a.
depending upon crop
and prices.

2.3 Commodities grown, present pattern : Ungraded unpacked
of processing/marketing potato sold in market

2.4 Present source of raw materials: Imports from Netherlands.

2.5 Returns to producers: Fluctuates from year to year between
Rs.. 1250 to 3500 per ton.

2.6 Justification for the need for changing :
present pattern of productivity.,
processing or marketing.

- to eliminate rate of private trade and to reduce imports .

2.7 Anticipated project benefits in brief.

- reduction in cost of imported seed and reduced cost of
production of potato by 40 - 50 %.

2.8 Constraints.

- non availability of good quality seed potato within the
country,
- lack of storage and processing facilities at
reasonable costs.

3. OBJECTIVES.

- reduction in import of seed potato.
- increase in income of farmers by providing them quality
seeds
- provide better marketing facilities to potato growers
by scientific cleaning and grading and packing of their
produce.

4. NAME AND ADDRESS OF COOPERATIVE : THE OKARA POTATOES AND VEGETABLE AND FRUIT GROWERS COOP SOCIETY, OKARA, PAKISTAN.
RESPONSIBLE FOR THE PROJECT
- 4.1 Present Society Membership/: 100
Membership coverage to total population.
- 4.2 Volume of Business/Commodities : Rs.3.7 million
Handled. Potatoes.
- 4.3 Services to members:goods/services: Import of seed potato and supply to its members, marketing of members produce, etc. to
5. PLANNED PROJECT ACTIVITIES: STORAGE, GRADING, PACKING AND MARKETING OF MEMBERS PRODUCE
- 5.1 Details on backward, forward, and horizontal linkages. : - providing quality seed potatoes,
- farm guidance, insecticide and pesticide supplies,
- marketing of produce, locally at Karachi terminal market and exports.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. The grading /packing unit as well as cold storage is the additional activity.
7. ESTIMATED VOLUME OF COMMODITIES : 30,000 tons of potato TO BE HANDLED/INPUTS.

- 7.1 Channels for securing Inputs.: Production inputs will be provided by the society through its own developed seeds and other items like fertilizers, pesticides and insecticides from market.
- 7.2 Channels for marketing within: 10% of stocks to be the country. sold in local market.
- 7.3 Expected volume of marketable: 40% to be sold in Karachi surplus. market.
- 7.4 Expected turn-over.: 5,000 tons
- 7.5 Expected import substitution.: 5000 tons of seed potato presently being imported from Netherlands could gradually be stopped and substituted by indigeneous production.
8. EXPORT POTENTIAL, IF ANY. 5000 tons could be exported to Gulf countries.
- 8.1 Channel of marketing the products.: Direct export by society
- 8.2 Estimated export turnover.: Rs. 10 million
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs. 12.5 million
- 9.2 Owned capital.: Rs. 5 million
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project : 5 million rs.
Additional shares/deposits.
- 9.6 Loans/sources of such loans.: Rs. 7.5 million from banks

10. PLANT AND MACHINERY TO BE INSTALLED: AUTOMATIC GRADING AND PACKAING PLANT, COMPRESSORS, COLD STORAGE MACHINERY
- 10.1 Type of Machinery: -do-
- 10.2 Whether locally available.: Partially available.
- 10.3 Whether to be imported.: Grading and packaging machinery to be imported.
- 10.4 Whether local agents available for : yes
imported items.
- 10.5 Whether similar plant operating : no
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel: 23
required:
Technical: 8
Administrative: 7
General: 8
- 11.2 Whether technically qualified personnel locally available. Yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1990 - 92
- 12.2 Project Life 10 years
- 12.3 Maximum capacity utilisation from third year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 41.70%, 7 years
- 13.2 Estimated net increase in income to :Cost reduction to
members as a result of project 50% and
activities. increase in
income by 50-60%.
- 13.4 Additional employment to be generated: 23 persons to
(in what specific fields) get employment.

- 13.5 Other direct/indirect benefits to members
 - better prices to farmers for produce
 - no heftic sale - produce sold only when prices are remunerative.
 - balance between consumer and producers demand and supply met.

- 13.6 Expected impact on the cooperative implementing the project.
 - the cooperative will have additional activity.
 - provide better services to the farmers.

- 14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts: no
for project preparation and its implementation.

- 14.2 Training facilities within the country/: yes
abroad.

- 14.3 Assistance in marketing the products : 5000 tons of
locally / abroad. potato to be sold
in gulf or other
regions -
marketing
assistance
needed.

- 14.4 Funds needed from external sources: no

- 14.5 Assistance for setting up plant and: Grading and
machinery. packaging
machinery unit
need to be
imported.

- 14.6 Whether external assistance needed for: no.
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

1. FEASIBILITY STUDY
2. GRANTS
3. IMPORT OF MACHINERY.

Country: PAKISTAN

Project No. ICA/J89/90/PAK.2

NAME OF PROJECT

ORANGE / FRUIT PROCESSING AND MARKETING

1. PROJECT PREPARED BY: Mr TARIQ HUSSAIN NADEEM

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1000 members of farmers,
35800 hectares.

2.2 Present income level of the area: Rs. 1200 to 1400 per ton
for oranges.

2.3 Commodities grown, present pattern of : Wheat, orange,
processing/marketing potato

2.4 Present source of raw materials: Orange sold to private
parties.

2.5 Returns to producers: poor as orange is sold at the
flowering stage in the field
itself.

2.6 Justification for the need for changing:
present pattern of productivity.,
processing or marketing.

- Processing and marketing facility will improve
the final price of produce of the growers.

2.7 Anticipated project benefits in brief.

-Better prices to growers, regulated market
system.

2.8 Constraints.

- no regulated markets at present,
- produce sold at flower stage itself
- private trade and brokers dominate marketing
scene

3. OBJECTIVES.
- to regulate private trade in oranges.
 - to create adequate processing facilities and value addition to the produce
 - to fetch better prices to growers,
 - to eliminate unfair labour practices.
4. NAME AND ADDRESS OF COOPERATIVE: A new food processing
RESPONSIBLE FOR THE PROJECT and marketing society to
be established.
- 4.1 Present Society Membership/: 1,000 members to be
Membership coverage to total enrolled.
population.
- 4.2 Volume of Business/Commodities : Orange marketing
Handled. and processing.
- 4.3 Services to members:goods/services: Transportation,
packaging, farm
g u i d a n c e ,
processing and
marketing.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, : Supply of plants
and horizontal linkages. seedlings to growers for
plantation, extension
services. transport
services, farm guidance,
sale of produce at
upcountry centres like
Karachi, Lahore,
Rawalpini and Sargodha.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: A new activity
OR EXTENSION/EXPANSION OF PRESENT and a new venture.
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 9,120 tons. (43200
TO BE HANDLED/INPUTS. million packs)
- 7.1 Channels for securing Inputs.: Seedlings to be secured
from nurseries, inputs
from private dealers.

- 7.2 Channels for marketing within: Direct marketing to
the country. upcountry markets like
Karachi, Islamabad,
Rawalpindi, Lahore etc.
- 7.3 Expected volume of marketable: 2,20,000 tons oranges.
surplus.
- 7.4 Expected turn-over.: Rs.121.18 million.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: About 10% of finished
products could be
exported.
- 8.1 Channel of marketing the products: Society - distributor -
foreign buyers.
- 8.2 Estimated export turnover.: Rs.12 million
- 8.3 Benefits to members from exports.: Better prices to farmers
for their produce.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs. 82.581 million
- 9.2 Owned capital.: ...
- 9.3 Domestic cost component.: Rs.29.17 million
- 9.4 Foreign cost component.: Rs. 53.41 million
- 9.5 Member contribution for this project :
Additional shares/deposits.: Rs. 29.170 million
- 9.6 Loans/sources of such loans.: Rs. 53.411 million from
financial institutions.
- 9.7 Government contribution if any in the: Rs.4.980 million
form of subsidy/grant/soft loans working capital
from Mercantile
Coop Finance Corpn.
10. PLANT AND MACHINERY TO BE INSTALLED: FOOD PROCESSING AND
PACKAGING MACHINERY
- 10.1 Type of Machinery Fully automatic.
- 10.2 Whether locally available.: No
- 10.3 Whether to be imported.: Yes

- 10.4 Whether local agents available for: Yes
imported items.
- 10.5 Whether similar plant operating : Coco cola bottling plants
in the country/or area of operation are already in
if so, the capacity and the products. operation. Estimated
capacity 200 million
bottles/packs.

11. PERSONNEL:

- 11.1 Total number of project personnel 83
required:
Technical: 37
Administrative: 5
General: 41
- 11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 20 months 1990-91
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 4th year.
to be achieved by:
- 12.4 Any second phase contemplated: Processing of byproducts
for further expansion in activities to be started.
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 31.3%, 4.4 years
- 13.2 Estimated net increase in income to :
members as a result of project activities.
- 40% extra prices will be paid to members for
their fruits.
- 13.3 Additional employment to be generated
(in what specific fields)
- 83 persons to get full time employment in
processing and packaging units.
- 13.4 Other direct/indirect benefits to members
- assured market for fruits grown in the area.
- elimination of middlemen and unfair practices
- better returns to farmers.
- farm guidance, transportation and seed and input
supply by the cooperatives.

- 13.5 Expected impact on the cooperative implementing the project.
 - The cooperative will start with a sound footing, serve 1000 members by providing market outlets and services to them.
14. EXTERNAL ASSISTANCE NEEDED: Foreign currency loan of Rs.53.4 million needed. Foreign
- 14.1 Technical assistance /services of experts for project preparation and its implementation.
 - Expert advice on import of requisite processing and poackaging machinery needed.
- 14.2 Training facilities within the country/ abroad.
 - Training of key personnel within the country and abroad may be necessary.
- 14.3 Assistance in marketing the products locally / abroad.
 - Local marketing to be handled by distributors. Assistance in marketing the product in Gulf region may be needed.
- 14.4 Funds needed from external sources
 - A loan of Rs. 53.4 million in convertible foreign currency loan for purchase of machinery needed.
- 14.5 Assistance for setting up plant and machinery.
 - Expert advice may be needed for setting up the plant and machinery.
- 14.6 Whether external assistance needed for managing the plant. No

COMMENT; EXTERNAL ASSISTANCE NEEDED FOR

- FEASIBILITY STUDY,
- IMPORT OF PLANT AND MACHINERY
- TRAINING OF STAFF,
- EQUITY PARTICIPATION
- MARKETING THE PRODUCT.

COUNTRY : PAKISTAN

Project No. ICA/J.90-91/Pak.3

Name of Project:

COTTON GINNING. PRESSING AND
OIL EXTRACTION MILL

1. Prepared by : Mr Islam Madni

Participant to ICA Japan 5th Management
Training Course.

2. Justification:

2.1 Area. population. 150 villages. popln112500
target group: Target farmers have 3-5 acres of
land

2.2 Present incoe level of area: Rs. 10.000 to 50,000 per
annum per household

2.3 Present income level of coop members: as above

2.4 Commodities grown: Wheat. paddy. maize. sugarcane
present pattern of cotton. private processing and
processing/marketing. marketing as no cop cotton
factory is working in area.

2.5 Present source of raw materials: Farmers of the area

2.6 Returns to producers Rs. 240 per metric ton

2.7 Justification for need To increase per acre yield
to change present pattern: and incoe through coop inte-
grated approach which has not
been applied in the area before.

2.8 Anticipated project benefits : Rs. 60.876.000 to farmers
Jobs to 193 persons

2.9 Constraints To convince farmers to join the
coop system due to illiteracy .
to arrange guidance from Federal
Bank for Cooperatives at reduced
rate of interest.

3. Objectives:

1. To increase income of small farmers of the area
2. to create a ourceof income fo for landless persons living in the area.
3. to start the welfare activi- ties for general public.

4. Name and address of coop responsible for project: NATIONAL COOPERATIVE SUPPLY CORPORATION. LAHORE
- 4.1 Present membership: 5500 - 50 societies
- 4.2 Volume of business 27000 m/t cotton
17000 m/t cotton seed
- 4.3 Services rendered: Input supply, marketing and processing for value addition payment in cash.
5. Planned Project Activities:
- 5.1 Details of backward, forward and horizontal linkages. Supply of all inputs for increasing per acre yield and extension services for members Marketing of produce to get maximum returns Export of lint through NCSC for the maximum value addition.
6. Is the project an additional activity: New Project
7. Estimated volume of commodities to be handled. 27000 m/t cotton
17000 m/t cotton seed
- 7.1 Channel for input: Farmers of the area.
Only from members after society formation.
- 7.2 Channel for marketing: Textile mills, private exporters Cotton Export Corporation, vegetable oil industries and traders of oil cakes.
- 7.3 Expected vol. of marketable surplus:
Cotton lint 8721 m/t p.a.
cotton oil seed : 1602 m/t p.a.
oil cake: 14590 m/t p.a.
- 7.4 Expected turnover Rs. 364818.000
- 7.5 Expected import substitution: Aynthetic or artificial fibre.
8. Export potential if any: Pakistan is one of the largest exporters of cotton lint and cotton yarn.

8.1 Channel of marketing: Textile industry. exporters and cotton export coop of Pakistan veg.ghee industry and traders of oil cake.

8.2 Estimated export turnover: To be worked out

8.3 Benefits to members: Export benefits will be shared with members.

9. Source of Funds:

9.1 Total project outlay: 19.477.000 Rs.

9.2 Own funds Rs. 5.843.000

9.3 Domestic cost component: Rs. 17. 477.000

9.4 Foreign cost component: Rs.2.000.000

9.5 Member contributions for this project: Rs. 5.843.000

9.6 Loans/source: Rs. 13.634.000 from Federal Bank of Pakistan

10. Plant and Machinery to be installed:

10.1 Type of machinery: Saw ginning machines. press. expeller machines

10.2 Whether locally available: Yes

10.3 Whether similar plants are operating in the country and capacity. Yes. various plants are working with various capacities.

11. Personnel:

11.1 Total no. of personnel required: 192

Technical	41
Administrative	38
General	114

11.2. Whether technical qualified personnel available. Yes

12. Project Implementation Schedule:

12.1 Preparatory work: From purchase of land to test run time.

12.2 Project life Initially ten years. extended to 20 years.

12.3 Max.Capacity utilisation by: 100 pc in 4th year

12.4 Any second phase? No

13. Financial Results and Benefits to Members:

13.1 Project IRR/Pay back period: 36.25%. 4 years.

13.2 Estimated net increase to members: Rs.240 per m/t

13.3 AddlEmployment generation: 193 permanent and seasonal workers

13.4 Other benefits to members:

Increase in per acre yield from 20 to 30 maunds
supply of all inputs on reduced prices on credit.
remunerative prices and surety of cash payment.
reduction in cost of production

13.5 Expect impact on coop: Coop movement in the area will become active and small farmers problems will be solved

14. External assistance needed: No

PHILIPPINES

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India



Regional Office for
Asia & the Pacific

ICA PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS RECEIVED FROM MEMBER ORGANISATIONS
AND PARTICIPANTS

P H I L I P P I N E S

Project No. 1 : Marketing of Paddy by Mr Ceasar Alcantara:

The project has been initiated on a small scale through a Farmers Organisation (SN) . The enlargement of the project for marketing and creation of necessary infrastructure depends upon availability of external assistance and funding.

Project No. 2 : Fishermen's Cooperative by Ms Jean Abdurasad

Project has been initiated with the establishment of a fishermen's pre-cooperative society. Enlargement of project activities feasible only on obtaining external grants and funds.

Project No. 3: Integrated Paddy Processing and Marketing Project
by Ms Bernardita L Barranco

The project has partly been implemented for modernising the storage and related facilities and modernisation of rice mill. External assistance is needed for full implementation of the project.

Country: PHILIPPINES

Project No. ICA/J86/87/PHIL.1

NAME OF PROJECT

MARKETING OF PADDY FOR BARAS BARAS SN,
TARLAC, PHILIPPINES.

1. PROJECT PREPARED BY: Mr CEASAR ALCANTARA

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 230 ha/ 990/ 80

2.2 Commodities grown, present pattern of :Paddy, vegetables,
processing/marketing and fruits.

2.3 Present source of raw materials: Through members.

2.4 Justification for the need for changing: To bring better
present pattern: returns to members
through value addition.

2.5 Anticipated project benefits in brief. 5% increase in the
gross income of
members.

2.6 Constraints. Limited income,
Inadequate support from government to develop
irrigation channels.
Ineffective infrastructure and lack of
education

3. OBJECTIVES Organise input supply and marketing
activities,
Enhance returns to members,
Expand the cooperative activity.

4. NAME AND ADDRESS OF COOPERATIVE: BARAS BARAS SAMAHANG
NAYON.

RESPONSIBLE FOR THE PROJECT

4.1 Present Society Membership/: 118/8.5%
Membership coverage to total
population.

4.2 Services to members:goods/services: C r e d i t ,

marketing,
warehousing,
rice milling
with capacity
200 cavans/24
hours.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. The project focuses on forward linkages. Marketing through National Food Authority.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: Baras Baras SN

7.2 Channels for marketing within the country. Marketing coops

7.3 Expected turn-over.: Pesos 91,071

8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Pesos 75,000

9.2 Owned capital.: Pesos 25,000

9.3 Domestic cost component.: 8%

9.4 Member contribution for this project :

Additional shares/deposits.:

9.5 Loans/sources of such loans.: Pesos 50,000

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery n.a.

11. PERSONNEL:

- 11.1 Total number of project personnel required:
 Technical: 1
 Administrative: 4
 General:
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to:
- 12.2 Project Life : 5 years
- 12.3 Maximum capacity utilisation : 2nd year
 to be achieved by:
- 12.4 Any second phase contemplated: no
 for further expansion in activities
 or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 45%,
- 13.2 Estimated net increase in income to : An increase of
 members as a result of 5% in the
 project activities. gross income
 of farmers.
- 13.3 Other direct/indirect benefits to members
 - Better returns to farmers and stable marketing.
- 13.4 Expected impact on the cooperative Better economy
 implementing the project.
14. EXTERNAL ASSISTANCE NEEDED: YES
- 14.1 Technical assistance /services of experts
 for project preparation and its implementation.
- 14.2 Training facilities within the country/
 abroad.
- 14.3 Assistance in marketing the products
 locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and
 machinery.

14.6

Whether external assistance needed for managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO ATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY, AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: PHILIPPINES

Project No. ICA/J86/87/PHIL.2

NAME OF PROJECT

FISHERMEN'S COOPERATIVE SIGANGGANG
SIASI, SULU, PHILIPPINES.

1. PROJECT PREPARED BY: MS JEAN ABDURASAD

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 3,500

2.2 Justification for the need for changing: Better returns to
present pattern: fishermen, more
employment
opportunities.

2.3 Anticipated project benefits in brief. Collective
endeavour,
modernisation of
fishing techniques.

3. OBJECTIVES - to introduce and promote the concept of
cooperation among fishermen,
- to increase average income of fishermen,
- to accelerate economic development in the
area.

4. NAME AND ADDRESS OF COOPERATIVE: FISHERMEN'S COOPERATIVE
RESPONSIBLE FOR THE PROJECT OF SIGANGGANG

4.1 Present Society Membership/: 50, 1.8%
Membership coverage to total
population.

4.2 Services to members: goods/services: Marketing
activities are
organised at a low
scale.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages. Input supply viz. fishing
boats, nets etc. will be
supported by coop.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity OR EXTENSION/EXPANSION OF PRESENT ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: S a m a h a n g N a y o n Fishermen's Cooperative.
- 7.2 Channels for marketing within the country. Provincial coop union.
8. EXPORT POTENTIAL, IF ANY.: nil for domestic consumption
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Pesos 803,000
- 9.2 Owned capital.: In the form of participatory share of members @ 1000 pesos each from 50 members will raised. Pesos 50,000
- 9.3 Domestic cost component.: 10% dividend to members
- 9.5 Member contribution for this project : Pesos 50,000
- Additional shares/deposits.:
- 9.6 Loans/sources of such loans.: Pesos 753,000
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Fishing Boats.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
11. PERSONNEL: n.a.
- 11.1 Total number of project personnel required:
 Technical:
 Administrative:
 General:
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1 year
- 12.2 Project Life : 5 years
- 12.3 Maximum capacity utilisation : 3 rd year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 3 years
- 13.2 Additional employment to be generated (in what specific fields) Deep sea fishing.
- 13.3 Other direct/indirect benefits to members
- Better fish catch and income
- Socio-economic development of area.
14. EXTERNAL ASSISTANCE NEEDED: YES
- 14.1 Technical assistance /services of experts for project preparation and its implementation. YES
- 14.2 Training facilities within the country/abroad. YES
- 14.3 Assistance in marketing the products locally / abroad. YES
- 14.4 Funds needed from external sources YES
- 14.5 Assistance for setting up plant and machinery. YES
- 14.6 Whether external assistance needed for managing the plant. YES

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: PHILIPPINES

Project No. ICA/J87/88/PHIL.3

NAME OF PROJECT

INTEGRATED PADDY PROCESSING AND
MARKETING PROJECT.

1. PROJECT PREPARED BY: MS. BERNARDITA L BARRANCO

Participant of the SECOND ICA/JAPAN Management Training
Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 464029/8719 (16385 ha)

2.2 Present income level of coop members: Pesos 17050 p.a.

2.3 Commodities grown, present pattern of :paddy
processing/marketing

2.4 Present source of raw materials: Private
agencies (fertilizers,
chemicals). rice seeds,
credit from pvt money lenders.

2.5 Returns to producers: very poor

2.6 Justification for the need for changing: Small farmers need
extra suport,
processed paddy is
sold at much higher
ate and approx.P
1800 -2500 p.a.
could be earned.

2.7 Anticipated project benefits in brief.-
- reduction in production cost by 20%
- enhance the returns by 30%

2.8 Constraints.- no organised agency to provide credit to
farmers and arrange marketing of paddy.
- farmers are economically weak - lack of
awareness.

3. OBJECTIVES - to help assist small farmers with credit and marketing,
- members participation in the coops affairs,
- to provide other related services to members.
4. NAME AND ADDRESS OF COOPERATIVE: AREA MARKETING COOP. I
RESPONSIBLE FOR THE PROJECT SANTA BARBARA, ILOILO
- 4.1 Present Society Membership/: 5320 / 1.2%
Membership coverage to total population.
- 4.2 Services to members:goods/services: To provide farm inputs, farm equipments, post-harvest facilities and marketing.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages.
- society will supply farm inputs, fertilizer and machinery to farmers,
 - farmcoop and government agencies shops in big cities will be identified to market rice,
 - 90% of paddy procured will be sold in wholesale markets and 10% on retail.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional and expansion of present activities.
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Area Marketing Coop I
- 7.2 Channels for marketing within: AMC, SN, Farmcoop.
the country.
- 7.3 Expected volume of marketable: 9600 mt
surplus.
- 7.4 Expected turn-over.: Pesos 37,265,000
- 7.5 Expected import substitution.: nil

8. EXPORT POTENTIAL, IF ANY.: nil for domestic consumption only
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Pesos 9,635,194
- 9.2 Owned capital.: 5% of project outlay
- 9.3 Domestic cost component.: 10%
- 9.4 Loans/sources of such loans.: 95% of project outlay
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Mechanical operations
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: yes
imported items.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel
required:
Technical:
Administrative:
General:
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 4 months
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 4th year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 23%, 164 days

- 13.2 Estimated net increase in income to : 20% reduction
members as a result of project activities. in cost and
30% increase in
the price of
commodity
- 13.3 Additional employment to be generated: Personnel in
(in what specific fields) field of marketing,
automobile and mill
operatorions and casual
labour
- 13.4 Other direct/indirect benefits to members:
- efficient supply of raw materials.
 - stable and more remuneratie marketing
 - infrastructure facilities.
- 13.5 Expected impact on the cooperative: socio-economic
implementing the project. betterment.
14. EXTERNAL ASSISTANCE NEEDED: yes
- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- 14.3 Assistance in marketing the products
locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and
machinery.
- 14.6 Whether external assistance needed for
managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF
PROJECT FROM LOCAL AGENCIES IS NOT LKELY
TO MATERIALISE FOR SEVERAL YEARS.
EXTERNAL ASSISTANCE FOR FEASIBILITY
STUDY, AND FOR FUNDING THE PROJECT WILL
FACILITATE EARLY IMPLEMENTATION OF THE
PROJECT.

Country: PHILIPPINES

Project No. ICA/J88/89 /Phi.4

NAME OF PROJECT :
CORN PRODUCTION

1. PROJECT PREPARED BY: Mr SOFRONIO E COLIYAT

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 150 h.a. 721 members of PAC

2.2 Present income level of the area: Pesos 1250 per month

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of : White corn processing/marketing

2.5 Present source of raw materials: Yellow corn is being imported

2.6 Returns to producers: The area has no crops now - production will be additional

2.7 Justification for the need for changing : With rapid present pattern of productivity., expansion of live-processing or marketing. stock and poultry demand for yellow corn has increased manyfold.

2.8 Anticipated project benefits in brief.: Import substitution of yellow corn , better productivity.

2.9 Constraints.: low productivity, unorganised marketing system, inadequate processing facilities, and lack of technology.

3. OBJECTIVES.- to have a steady supply of corn grains in the PAC feed mill
- employment generation for unemployed farmers.

4. NAME AND ADDRESS OF COOPERATIVE: SOROSORO IBABA DEVELOP-
RESPONSIBLE FOR THE PROJECT MENT COOPERATIVE
- 4.1 Present Society Membership/: 721
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : Feedmill
Handled.
- 4.3 Services to members:goods/services: Operating feedmill
using corn as input.
5. PLANNED PROJECT ACTIVITIES: CULTIVATING YELLOW CORN FROM
HUBRIDSEED IN 150 HAS. LAND
- 5.1 Details on backward, forward,: Supply of IPB Var1 and
and horizontal linkages. Hybrids seeds by Instt.
of Plant Breeding and Pvt
Plant Breeders , sale
produce to feed mill.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 1000 tons of yellow corn
TO BE HANDLED/INPUTS. to be produced.
- 7.1 Channels for securing Inputs.: Hybrid seed, fertilizers
to be secured from
Government Instt of Plant
Breeding and Pvt. traders.
- 7.2 Channels for marketing within: Entire production to be
the country. sold to private feedmill
- 7.3 Expected volume of marketable: 1000 tons
surplus.
- 7.4 Expected turn-over.: Pesos 3.5 million
- 7.5 Expected import substitution.: 100% 1000 tons indigenous
production will reduce
volume of imports by that
quantity.
8. EXPORT POTENTIAL, IF ANY.:No. For domestic
consumption only

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay. Pesos 2,468,884
- 9.2 Owned capital. Pesos 1,054,534
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project :
Additional shares/deposits. P 1,054,334
- 9.6 Loans/sources of such loans.
- 9.7 Government contribution if any in the: P 1,414,350.
form of subsidy/grant/soft loans loan from bank.
- 9.8 Government or government sponsored : Maisagana national
agency support for technical and programme of corn
managerial activities. production of the
government of Philippines
will give technical and
other assistance.

10. PLANT AND MACHINERY TO BE INSTALLED: Only farming equipment

- 10.1 Type of Machinery: Manual - semi automatic.
- 10.2 Whether locally available. Yes
- 10.3 Whether similar plant operating : Yes. .5 million tons
in the country/or area of operation of corn is produced
if so, the capacity and the products. in similar manner in
the country.

11. PERSONNEL:

- 11.1 Total number of project personnel 3
required:
Technical:
Administrative: 1
General: 2
- 11.2 Whether technically qualified Labourers as and when
personnel locally available. needed
Yes.

12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to ; 1989-1990
- 12.2 Project Life Five years
- 12.3 Maximum capacity utilisation : 1991
to be achieved by:
- 12.4 Any second phase contemplated: Change over to another crop
for further expansion in activities after 5 years.
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 37.58%, 4 years.
- 13.2 Estimated net increase in income to members as a result of project activities. Pesos 100 to 150 per member per month.
- 13.3 Additional employment to be generated (in what specific fields)
- large number of seasonal farm labour will be employed.
- 13.4 Other direct/indirect benefits to members
- cost of feed mill operation will reduce by getting cheaper input locally.
- operational efficiency and capacity utilisation of feedmill will go up.
- 13.5 Expected impact on the cooperative implementing the project.
- the feedmill set up by the cooperative will get local raw material and prove its productivity.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts: no
for project preparation and its implementation.
- 14.2 Training facilities within the country/: yes,
abroad. available within the country.
- 14.3 Assistance in marketing the products : n o
locally / abroad. assistance needed.
- 14.4 Funds needed from external sources: Yes.

14.5 Assistance for setting up plant and: Yes
machinery.

14.6 Whether external assistance needed for: Yes
managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country:

PHILIPPINES

Project No. ICA/J88/89/PHI.5.

NAME OF PROJECT
AN INTEGRATED EXPANSION
PROGRAMME OF NISPROCOM
FERTILIZER SUPPLY &
HAULING SERVICES

1. PROJECT PREPARED BY: Mr JOSE C PALMARES

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1578.7 HECTARES
130 member-growers of
Nisprocom.

2.2 Commodities grown, present pattern of : sugarcane, rice,
processing/marketing corn, coffee, coconut,
root crops.

2.3 Present source of raw materials: by private hauling units.

2.4 Returns to producers: Low returns due to delay in
hauling of harvested sugarcane.

2.5 Justification for the need for : - delayed milling
changing present pattern of in harvested
processing or marketing. canes resulted in
reduction in cane
weight and sugar
recovery
- haulage facility a
must to increase
income of farmers.

2.6 Anticipated project benefits in brief.: increase in income
of farmers,

2.9 Constraints.: - low fertilizer input usage by sugarcane
growers.
- shortage of haulage facility from gate to
mill.

3. OBJECTIVES.
- creating sufficient haulage facility for timely delivery of sugarcane to mills to provide better prices to growers.
 - adequate use of chemical fertilizers to improve farm productivity and consequent higher returns.
4. NAME AND ADDRESS OF COOPERATIVE: NORTHERN ILOILO SUGAR
RESPONSIBLE FOR THE PROJECT PRODUCERS COOP MARKETING
ASSOCIATION (NISPROCUM).
PASSI, PHILIPPINES.
- 4.1 Present Society Membership/: 541 MEMBERS
Membership coverage to total 8% of population.
population.
- 4.2 Volume of Business/Commodities : Haulage of 29000
Handled. tonnes of sugarcane
and distribution
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, : Nisprocom to arrange trucks
and horizontal linkages. for haulage and procure
fertilizers for distribution among members.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional
OR EXTENSION/EXPANSION OF PRESENT Activity.
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : Pesos 5 million.
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Inputs to be purchased in
bulk by the cooperative
from fertilizer companies
and distributed to
members.
- 7.2 Channels for marketing within : Through extension
the country. services of the
cooperatives.
- 7.3 Expected volume of marketable: 30,000 tonnes of sugar cane
surplus.
- 7.4 Expected turn-over. Pesos 5 million
8. EXPORT POTENTIAL, IF ANY.: nil

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay.: Pesos 8,331,920
- 9.2 Owned capital. 20%
- 9.3 Domestic cost component. 100%
- 9.4 Member contribution for this project : P 1,778,856
Additional shares/deposits.
- 9.5 Loans/sources of such loans. P 6,663,064
- 9.6 Government contribution if any in the: from Philippine
form of subsidy/grant/soft loans national bank or
development bank of
the philippines.
- 9.7 Government or government sponsored : Sugar Directorate of
agency support for technical and Govt of Philippines
managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: 12 trucks of 8 to 10
ton capacity.
- 10.1 Type of Machinery -do-
- 10.2 Whether locally available. No. To be imported from
Japan
and reconditioned.
- 10.3 Whether to be imported. Yes, from Japan.
- 10.4 Whether local agents available for : yes. Such reconditioned
imported items. trucks are available in
the Philippines as well.
- 10.5 Whether similar plant operating Yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel: 15
required:
Technical: 2
Administrative: 1
General: 12
- 11.2 Whether technically qualified: Yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 1990 - 92
- 12.2 Project Life 10 years
- 12.3 Maximum capacity utilisation : 1992
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 24.78%, 5.5 years
- 13.2 Estimated net increase in income to :
members as a result of project activities.
- Increase in income by 40% through application of fertilizers, and timely haulage to mills of cane.
- 13.3 Additional employment to be generated
(in what specific fields)
- direct employment to 15 persons.
- 13.4 Other direct/indirect benefits to members
- better farm management,
 - timely harvesting of produce
 - higher income through better productivity.
- 13.5 Expected impact on the cooperative
implementing the project.
- better service to members by hauling facility,
 - better marketing of produce..

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts : no
for project preparation and its implementation.
- 14.2 Training facilities within the country/: not necessary
abroad.
- 14.3 Assistance in marketing the products : no
locally / abroad.
- 14.4 Funds needed from external sources: Yes for purchase of
12 trucks from Japan

14.5 Assistance for setting up plant and : no
machinery.

14.6 Whether external assistance needed for: no.
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

- FEASIBILITY STUDY
- GRANTS
- IMPORT OF MACHINERY.

Country: PHILIPPINES

Project No. ICA/J89/90/PHL.6

NAME OF PROJECT

INTEGRATED PADDY PROCESSING AND
MARKETING PROJECT

-
1. PROJECT PREPARED BY: Mr ADOLFO M DELA PENA
Participant of the FOURTH ICA/JAPAN Management Training Course.
 2. JUSTIFICATION:
 - 2.1. Area, Population, target group: 1200 hectares, 500 cooperative members.
 - 2.2. Commodities grown, present pattern of: Rice, vegetables, water melon, musk melon.
processing/marketing
 - 2.3. Returns to producers: Paddy being lost upto 15% in post harvest operation - poor returns to farmers.
 - 2.4. Justification for the need for changing: To strengthen coop present pattern of productivity., channel, increase processing or marketing. viability of individual coops.
 - 2.5. Anticipated project benefits in brief. Post-harvest savings upto 10%, better viability for the society.
 - 2.6. Constraints.: - poor input supply, heavy losses during pre and post-harvest handlings, lack of cooperative services.
 3. OBJECTIVES.- to develop and strengthen linkages with the cooperatives - vertically and horizontally. to strengthen management of village multipurpose cooperatives, to stabilize rice supply and prices, to provide strong, efficient and expanded marketing channels to farmers.

4. NAME AND ADDRESS OF COOPERATIVE: THE FEDERATION OF VILLAGE
RESPONSIBLE FOR THE PROJECT M U L T I P U R P O S E
COOPERATIVES, CANDABA
PHILIPPINES.
- 4.1 Present Society Membership/: 10 primary multipurpose
Membership coverage to total societies.
population.
- 4.2 Volume of Business/Commodities : It is a new society
Handled. to be established.
5. PLANNED PROJECT ACTIVITIES: Rice milling, marketing,
warehousing, providing dryers,
threshers and other services.
- 5.1 Details on backward, forward,: Federation will supply agrl.
and horizontal linkages. implements, tools, credit
and inputs to the member
societies and in turn to
farmers.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: New activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 3,500 m.t. of paddy.
TO BE HANDLED/INPUTS. 70,000 avans.
- 7.1 Channels for securing Inputs.: Inputs to be secured from
private supplies in bulk,
also from donor countries
and governments.
- 7.2 Channels for marketing within: Through coop outlets and
the country. traders.
- 7.3 Expected volume of marketable: 60,000 mt
surplus.
- 7.4 Expected turn-over.: Pesos 2.2 million
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Pesos 14,145,045
- 9.2 Owned capital.: Land value: Pesos 700,000
- 9.3 Domestic cost component.: 50%

- 9.4 Foreign cost component.: 50% (Based on donations from abroad).
- 9.5 Member contribution for this project :
 Additional shares/deposits.: Pesos 500,000
- 9.6 Loans/sources of such loans.: Pesos 12,945,045 loan from government, private financing institutions and grants from donor agencies.
- 9.7 Government or government sponsored : Govt agricultural dept. agency support for technical and managerial activities. will extend technical support.
10. PLANT AND MACHINERY TO BE INSTALLED: Rice Mill, threshers, dryers.
- 10.1 Type of Machinery: semi-automatic.
- 10.2 Whether locally available.": Yes
- 10.3 Whether to be imported.: If donor country donotes, then to be imported.
11. PERSONNEL:
- 11.1 Total number of project personnel required: 18
 Technical: 2
 Administrative: 3
 General: 13
- 11.2 Whether technically qualified personnel locally available. yes, 29 board members and committee members will also assist in implementing the project.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1990-91 (two years)«
- 12.2 Project Life ten years
- 12.3 Maximum capacity utilisation : second year
 to be achieved by:

- 12.4 Any second phase contemplated: not at present.
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS
- 13.1 Project IRR, Pay Back period: 15%, two years.
- 13.2 Estimated net increase in income to
members as a result of project activities.
- increase of income by 50%, by wastage
reduction and better productivity.
- 13.3 Additional employment to be generated
(in what specific fields)
- Rice mill/threshers/dryers will provide direct
employment to 13 persons.
- 13.4 Other direct/indirect benefits to members
- better post harvest handling of produce,
 - reduction in wastage by 10%
 - bulk buying of inputs will bring economy in
input supply.
 - better marketing of produce by milling and value
addition.
- 13.5 Expected impact on the cooperative
implementing the project.
- The cooperative will strengthen the hands of its
affiliated multipurpose society and provide
better services and inputs to farmers.
14. EXTERNAL ASSISTANCE NEEDED: Yes
- 14.1 Technical assistance /services of experts:
for project preparation and its implementation.
- Technical assistance from donor countries
welcome.
- 14.2 Training facilities within the country/
abroad.
- Training available within the country.
- 14.3 Assistance in marketing the products : No
locally / abroad.

- 14.4 Funds needed from external sources
- 12 million pesos grants needed as long term loans/donations.
- 14.5 Assistance for setting up plant and machinery.
- Threshers, dryers, rice mill machinery needed.
- 14.6 Whether external assistance needed for managing the plant. no

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

- FEASIBILITY STUDY
- GRANTS
- IMPORT OF MACHINERY.

Country: PHILIPPINES

Project No. ICA/J89/90/PHL.7

NAME OF PROJECT

BICOL INTEGRATED COOPERATIVE
FARMING SYSTEM (BICOFARMS)

1. PROJECT PREPARED BY: Mr ABUNDIO V FELIN

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: Bicolregion, 4.3 million

2.2 Present income level of the area: Pesos 30,746

2.3 Commodities grown, present pattern of : Paddy, corn.
processing/marketing

2.4 Returns to producers: Their produce is purchased at
low prices by merchants of
Manila.

2.5 Justification for the need for changing : Composit activity
present pattern of productivity., of farming, feed
processing and marketing. manufacturing,
livestock farming,
and processing of
meat/hog/cattle
will produce
considerable value
addition to
farmers.

2.6 Anticipated project benefits in brief.: Higher income and
better services to
farmers. Hi

2.7 Constraints.: - Exploitation by middlemen for marketing of
produce, 450 km away frtom Mani market,
Manila, calls for long distance
transportation of produce.

3. OBJECTIVES.: - to eliminate the role of middlemen, moneylender, and provide cheaper credit and other inputs to farmers;
to provide integrated services to farmers for agriculture and livestock farming;
to improve the quality of life of members through overall cooperative services.
4. NAME AND ADDRESS OF COOPERATIVE: BICOL INTEGRATED
RESPONSIBLE FOR THE PROJECT COOPERATIVE FARMING SYSTEM
(BICOFARMS)
- 4.1 Present Society Membership/: 65 SOCIETIES, -
Membership coverage to total 4767 members (1.2%)
population.
- 4.2 Volume of Business/Commodities Area development
handled. society.
5. PLANNED PROJECT ACTIVITIES: Integrated activities of
financing, paddy, corn
procurement, processing
marketing, feed
manufacturingh.
- 5.1 Details on backward, forward,:
and horizontal linkages. Farm management technologists
will provide farm guidance and
production inputs. Primaries
to get inputs from the
project.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: It is a combination
OR EXTENSION/EXPANSION OF PRESENT of new activities
ACTIVITY for area
development.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Bulk purchases from the
suppliers for
distribution among coops.
- 7.2 Expected volume of marketable: Paddy 250,000 tons
surplus. Corn : 21,500 tons
- 7.3 Expected turn-over.: Pesos 35 million in 5th
year and and pesos 46
million in 7th year.

- 7.4 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. The project has export potential.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Pesos 36,700,000
- 9.2 Owned capital. ...
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project : P 3,670,000
Additional shares/deposits
- 9.6 Loans/sources of such loans.: Pesos 33 million to be raised from loans.etc.
10. PLANT AND MACHINERY TO BE INSTALLED: RICE MILL, FEED MILL, MEAT PROCESSING UNIT ETC.
- 10.1 Type of Machinery automatic.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported. no
- 10.4 Whether local agents available for : n.a.
imported items.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel 139
required:
Technical: 54
Administrative: 20
General: 65
- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 1990-92,

- 12.2 Project Life 07 years.
- 12.3 Maximum capacity utilisation : 5th year.
to be achieved by:
- 12.4 Any second phase contemplated: Yes, other areas to be
for further expansion in brought under this
project. project.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period:
- 13.2 Additional employment to be generated
- Direct and indirect employment to 1000 persons
through integrated coop activities.
- 13.3 Other direct/indirect benefits to members
This project will provide credit to marketing and
help members in their overall economic
development.
- 13.4 Expected impact on the cooperative
implementing the project.
The multipurpose and multifaceted activities will
bring in overall development of the cooperatives
in the area.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts Nil
for project preparation and its implementation.
- 14.2 Training facilities within the country/ yes
abroad.
- Available in the country
- 14.3 Assistance in marketing the products
locally / abroad.
- Marketing assistance for meat/pork/ham needed.
- 14.4 Funds needed from external sources- nil
- 14.5 Assistance for setting up plant and- nil
machinery.

14.6

Whether external assistance needed for
managing the plant.

nil

COMMENTS;

THE TECHNIAL ASSISTANCE AND FUNDING
OF THE PROJECT FROM LOCAL AGENCIES
IS NOT LIKELY TO MATERIALISE FOR
SEVERAL YEARS. EXTERNAL ASSISTANCE
FOR FEASIBILITY STUDY, AND FOR
FUNDING THE PROJECT WILL FACILITATE
EARLY IMPLEMENTATION OF THE
PROJECT.

COUNTRY: PHILIPPINES

Project No. ICA/J.90-91/ '8

Name of Project:

SMALL FARMERS INTEGRATED MARKETING
COOPERATIVE

1 Project Prepared by:

Participant to the 5th ICA
Japan Management Training Course
MS AMELITA PROVIDO

2. Justification:

2.1 Area. Population
Target group:

6 municipalities in Iloilo. 470183
hactares. agrl land 70per cent
Population: 209.598. 1410 members
as target group

2.2 Present income level of
area:

Less than Pesos 10.000 per crop

2.3 Present income level of
coop members

Same as above. will increase 40-50
per cent on project implementation

2.4 Commodities grown:
present pattern of
processing /marketing

Paddy. mangos. beans.. watermelon
corn. raisin. poultry. hog. livestock
Processing done by traders.

2.5 Source of raw materials:

from farmer members.

2.6 Returns to Producers:

Small as sale is done to traders
in unprocessed form.

2.7 Justification for change:

Increase in net income of farmers will
help in bettering their standards
generate employment. and technical knowledge
of production and entrepreneurship
will increase.

2.8 Anticipated benefits to
members:

Same as above

2.9 Constraints:

Source of funds . intt rate too high.
and very expensive at present for
farmers.

3. Objectives:

Increase net income of farmers by
technical assistance for production.
reduction in production cost. guaran-
teed market. increase savings..
provide employment opportunities etc

3. Objectives: Provide access to service of other coops in the area for better market relations.
4. Name of Coop implementing Project: ILOILO SMALL FARMERS INTEGRATED MARKETING COOPERATIVE.
- 4.1 Present membership: 1,410 members, 0.06 per cent
- 4.2 Vol. of business/ commodities handled: 282,353 cawans at 100 per cent utilisation
- 4.3 Services to members: Supply of inputs in best quality and quantity.
5. Planned Project Activities:
- 5.1 Details of backward, forward and horizontal linkages: Education and training of members. production loan. marketing of products. warehousing. processing etc. Promotion of savings. and business and entrepreneurial talents.
6. Is the project an addl. activity: Yes.
7. Estimated vol. of commodities to be handled / inputs: 9400 mt . 9 per cent of marketable surplus.
- 7.1 Channel for inputs: from members and to farmers through coop by bulk purchase.
- 7.2 Channels for marketing: Thru consumers and other coops. Shipment to other regions
- 3 Expected vol. of marketable surplus: 1,957,302 psos of 97,865 metric tons
- 4 Expected turnover: same as above

7.5	Exptected import substitution	n. a.
8.	Export potential if any	Possibility of export exists
8.1	Channel of marketing aborad:	
8.2	Estimated export turnover:	
8.3	Benefits to members:	
9.	Sources of Funds:	
9.1	Total project outlay:	Pesos 3.936.733
9.2	Owned capital:	Pesos 520.000 13 per cent
9.3	Domestic cost component:	
9.4	Foreign cost component:	Pesos 3.936.733
9.5	Member contribution : addl shares/deposits	New members will contribute P.500 each per hectare basis.
9.6	Loans/sourcesof loans:	Funds tobe raised from foreign donors at low intt rates
9.7	Govt contribution/subsidy/ grants/soft loans	Only soft production loans may be possible from local govt.
9.8	Govt support in technical and managerial activities	Cooperative Development Authority can spare technical activities to the farmers.
10.	Planē and Machinery tobe installed:	
10.1	Type of machinery	Rubber roller rice mills
10.2	Whether locally available:	Yes.
10.3	Whether tobe imported:	n. a.

10.4 Whether local agents available: Yes

10.5 Whether similar plants operating/Yes . by private traders
capacity one ton to 3 ton capacity.

11. Personnel:

11.1 Total no. of personnel: 7
 technical: 4
 administrative 2
 general 1

11.2 Whether technically qualified personnel locally available: Yes

12. Project Implementation Schedule:

12.1 Preparatory work: June to December 1991

12.2 Project life: 10 years

12.3 Max. capacity utilisation by 30 per cent in first year to 100 per cent in third year

12.4 Any second phase contemplated: Yes. improve membership coverage expand area. warehouse and capacity

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: 32.3 per cent. 5 years

13.2 Debt service coverage ratio:

13.3 Estimated net increase to members: Net income will increase from 40 to 50 per cent

3.4 Addl. employment generation: 7 persons will be employed

3.5 Other benefits to members Increase in income educational opportunities for families. knowledge on modern production techniques.

3.6 Benefits to coop implementing project Efficient functionin gwith full member participation and support and strong and viable organisation.

14. External Assistance needed:

- | | |
|---|---|
| 14.1 Assistance for preparation and implementation | Yes needed. in the beginning of project. |
| 14.2 Training facilities | Training in within country and abroad needed for improvement of project. |
| 14.3 Marketing assistance abroad: | Yes |
| 14.4 Funds needed from abroad | Yes |
| 14.5 Assistance for setting up plant and machinery | Yes |
| 14.6 External assistance needed for management of plant | Yes for proper installation of plant and machinery and better utilisation. assistance is needed |

COUNTRY: PHILIPPINES

Project No. ICA/J.90-91/ 9

Name of Project:
INTEGRATED PADDY PROCESSING AND MARKETING PROJECT

1. Project Prepared by:

MS EDITH SUSAN VALDEZ
Participant to the 5th ICA
Japan Management Training Course

2. Justification:

2.1 Area. Population
Target group:

1200. 129260.
Farmers Organisations . coops

2.2 Present income level of
area:

Pesos 4321

2.3 Present income level of
coop members

Pesos 9040

2.4 Commodities grown:
present pattern of
processing /marketing

Rice paddy. tomato. garlic. corn.
mango. peanuts. tobacco
Processing by private traders. marketed
through NFC. traders and middlemen

2.5 Source of raw materials:

Farmers Organisations and Coops
243.879 m/tons

2.6 Returns to Producers:

Low due highcost of credit. low productivity. low prices and traditional
production techniques

2.7 Justification for change:

To substantially increase income of
farmers to attain economies of scale
and greater progress. project necessary

2.8 Anticipated benefits to
members:

Increase in income. greater control
of business. institutional build up

2.9 Constraints:

policy on food importation.
frequent natural calamities. high cost
of credit. and low productivity

3. Objectives:

Increase income of farmers by value
addition. expand farm credit. input
supply. expand business of coop.
institutional strengthening and financial
build up

3. Objectives:

4. Name of Coop implementing Project: ILOCOS NORTE FEDERATION OF FARMERS COOP INC. .SAN PABLO. PHILIPPINES
- 4.1 Present membership: 203 SNs. 7105 members. 65000 farmers. 11 per cent coverage
- 4.2 Vol. of business/ commodities handled: Temporarily not operational
- 4.3 Services to members: Supply of inputs. pesticides. paddy procurement
5. Planned Project Activities:
- 5.1 Details of backward, forward and horizontal linkages: INFFCI will implement project. Banks to extend production credit. SFDC to help in institutional development. Farm credit/input supply. paddy procurement and processing. marketing and institutional development. capital build up programmes.
6. Is the project an addl. activity: Additional activity - pddy processing and connected activities.
7. Estimated vol. of commodities to be handled / inputs: 60.000 bags or 3000 mt
- 7.1 Channel for inputs: From manufacturers and distributors. Federation to buy in bulk to get price advantages.
- 7.2 Channels for marketing: Consumer coops and institutions
- 7.3 Expected vol. of marketable surplus: 2.5 m/t. 50 per cent of gross produce
- Expected turnover: 3510 mt . 5 per cent increase anticipated annually

- 7.5 Exptected import substitution Will help in reducing import
8. Export potential if any not visible.
- 8.1 Channel of marketing aborad:
- 8.2 Estimated export turnover:
- 8.3 Benefits to members:
9. Sources of Funds:
- 9.1 Total project outlay: Pesos 28.9 million.,
- 9.2 Owned capital: P 8.6350 mil.
- 9.3 Domestic cost component: 3.758 mil
- 9.4 Foreign cost component: 17.036 mil pesos
- 9.5 Member contribution :
addl shares/deposits P. 288.000
- 9.6 Loans/sourcesof loans: Land Bank of the Philippines and
Coop Rural bank shall provide
funding. as soft loan
- 9.7 Govt contribution/subsidy/
grants/soft loans
- 9.8 Govt support in technical
and managerial activities State Unicersity. Small Farmers Develop
ment Centre and Coop Union of Philip-
pines Banghoop will help
10. plant and Machinery tobe installed:
- 10.1 Type of machinery Mechancial grain drying. silo. rice
mill (multipass) 3 tons / hr
- 10.2 Whether locally available: Mechanical dryer tobe imported
- 10.3 Whether tobe imported: Yes

- 10.4 Whether local agents available: Yes
- 10.5 Whether similar plants operating/
capacity Yes
11. Personnel:
- 11.1 Total no. of personnel: 22
- | | |
|----------------|----|
| technical: | 2 |
| administrative | 7 |
| general | 13 |
- 11.2 Whether technically qualified
personnel locally available: Yes
12. Project Implementation Schedule:
- 12.1 Preparatory work: from April 1991 to oct 91. including
one month test run
- 12.2 Project life: 10 years
- 12.3 Max. capacity utilisation
by 1st year of operation
- 12.4 Any second phase contemplated: Second phase. expansion
13. Financial Results and Benefits to members:
- 13.1 Project IRR/pay back period: 15.57 per cent. 5 years
- 13.2 Debt service coverage ratio: $788.8/1655 = 4.77$
- 13.3 Estimated net increase to members: increase in income almost
109 per cent
- 13.4 Addl. employment generation: 22 personnel
- 13.5 Other benefits to members facilitate rice milling in the area.
at lesser cost. assurance of service
encourage production and full
control of business
- 13.6 Benefits to coop implementing
project Better business and member participa
tion and full control

14. External Assistance needed:

- | | |
|---|-------------------------|
| 14.1 Assistance for preparation and implementation | Yes |
| 14.2 Training facilities | Yes |
| 14.3 Marketing assistance abroad: | Yes |
| 14.4 Funds needed from abroad | Yes |
| 14.5 Assistance for setting up plant and machinery | Yes. in the first year. |
| 14.6 External assistance needed for management of plant | |

SRI LANKA

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065. India

Country: SRI LANKA

Project No. ICA/J86/87/ SLN 1

NAME OF PROJECT

RUBBER PLANTATION IN SELECTED AREAS
IN RUWANWELLA AGA DIVISION WITH
SPECIAL EMPHASIS ON PRODUCTION OF
QUALITY SMOKED RUBBER SHEETS.

1. PROJECT PREPARED BY: Mr P L GUNASEKERA

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 485 acres, 2450 (589 households, 51 households initially).

2.2 Commodities grown, present pattern of : Rubber, coconut and processing and marketing Paddy, cash crops

2.3 Present source of raw materials: Primary coop society of Ruwanwella.

2.4 Returns to producers: An addition of Re.1 per kg in the sale of rubber sheets. Increased rubber crop yield. (Farmers will be paid 15 cts. /kg in first year to 20 cts per kg in 4th year)

2.5 Justification for the need for changing present pattern:

To gear up marketing quality has to be given top most priority. Hence the need to have smoked rubber sheet houses.

2.6 Anticipated project benefits in brief:

Increase in the yield of rubber to be raised by R.1 per kg

- 2.7 Constraints. Poor quality of rubber sheet production due to primitive techniques
Paucity of funds and non-availability of farm inputs.
3. OBJECTIVES To increase income level of farmers by value addition methods.
4. NAME AND ADDRESS OF COOPERATIVE: RUWANWELLE MULTIPURPOSE
RESPONSIBLE FOR THE PROJECT COOPERATIVE SOCIETY.
- 4.1 Present Society Membership/: 125 / 21% of total
Membership coverage to total households.
population.
- 4.2 Services to members: Supply of inputs and
goods/services: c o o r d i n a t i o n i n
marketing.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages. Supply of inputs such as
chemicals, availability
of finance.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: From member farmers.
- 7.2 Channels for marketing within the country. Through regular marketing
channels.
- 7.3 Expected turn-over.: Rs.1,212,000
8. EXPORT POTENTIAL, IF ANY.: nil for domestic consumption
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs 250,000
- 9.2 Owned capital.: Rs.50,000
- 9.3 Domestic cost component.: 14%

9.4 Member contribution for this project ; ...

Additional shares/deposits.:

9.5 Loans/sources of such loans.: 200,000

10. PLANT AND MACHINERY TO BE INSTALLED:

10.1 Type of Machinery Simple and diamond roller machines and smokehouse.

10.2 Whether locally available.: yes

10.3 Whether to be imported.: no

10.4 Whether local agents available for: n.a.
imported items.

10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel required: no additional staff recommended. Work to be done by existing staff of society.
Technical:
Administrative:
General:

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1987-88

12.2 Project Life : 5 years

12.3 Maximum capacity utilisation : 1st year
to be achieved by:

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 30%, 2.4 years

13.2 Estimated net increase in income to : Re.1 per kg
members as a result of project activities. of rubber

- | | | |
|------|--|---|
| 13.3 | Other direct/indirect benefits to members | Better crop yield, better processing and better returns to members. |
| 13.4 | Expected impact on the cooperative implementing the project. | Better economy |

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SERVEAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT .

Country: SRI LANKA

Project No. ICA/J87/88/SLN.2

NAME OF PROJECT

INITIATION OF MODERN RICE MILL

1. PROJECT PREPARED BY: Mr U.G.DAYANANDA

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: Madatugamain Mahaweli area
13082 families, 1400
persons

2.2 Commodities grown, present pattern of :paddy, red chillies,
processing/marketing onions, green gram,
black grams,
groundnuts.
Marketing mainly
through private
trade and little
thru.Markfed.

2.3 Justification for the need for changing:

- 90% of the marketable surplus being bought by private
traders who run rice mills. Therefore a modern
rice mill is a must for coop sector.

2.4 Anticipated project benefits in brief.

- 25% increase in rice price contemplated.

2.5 Constraints.- Due to lack of financial resources Markfed
cannot procure more than 10% of the total
produce. Hence, need to organise marketing
and processing facilities is strongly felt.
Existing two cooperative rice mills have very
small processing capacity as compared to the
production of paddy in the area, 45% of rice
processing is done outside the area by
private traders.

3. OBJECTIVES - to strengthen horizontal linkages among the
cooperatives in the area as all the
paddy will be pooled for processing,

- better returns to producers,
- ploughing back the profits to farmers in cash and in service.

4. NAME AND ADDRESS OF COOPERATIVE: Cooperative Marketing
RESPONSIBLE FOR THE PROJECT Federation of Sri Lanka
- 4.1 Present Society Membership/: 1400 in the existing
Membership coverage to total collecting centres.
population.
- 4.2 Services to members:goods/services:Input supply ie
f e r t i l i z e r s ,
chemicals;
marginal procurement
of rice.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, : Paddy will be procured
and horizontal linkages. from the project area and
pooled through seven
collecting centres of
Markfed; input supply
through primary coops;
marketing after
processing through
Markfed.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Through the existing
centres.
- 7.2 Channels for marketing within Markfed.
the country.
- 7.3 Expected volume of marketable: 42,995 MT
surplus.
- 7.4 Expected turn-over.: Rs.20,640,650 in second
year and Rs. 22,554,596
in the fifth year.
- 7.5 Expected import substitution.: n.a.
8. EXPORT POTENTIAL, IF ANY.: nil for domestic
consumption
only.

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay.: Rs. 20,000,000
- 9.2 Owned capital.: Rs.5,000,000 for working capital.
- 9.3 Domestic cost component.: 14%
- 9.4 Loans/sources of such loans.: Bank loan Rs. 2,000,000
- 9.5 Government contribution if any in the form of subsidy/grant/soft loans:Rs. 5,000,000 for working capital at 9% intt rate. for purchase of rice.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Rice mill fully mechanical (cleaning and boiling machines) Rubber roll hullers and dryers.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for imported items: n.a.
- 10.5 Whether similar plant operating : yes in the country/or area of operation if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 11
- Technical: 3
- Administrative: 2
- General: 6
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 12 months from starting day.
- 12.2 Project Life : 5 years

12.3 Maximum capacity utilisation : 10MT/8 hr working day
to be achieved by: 2442 MT / year, 250
working days.

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 40.94%, 2 years

13.2 Estimated net increase in income to : On average 25%
members as a result of project increase in
activities. price of rice.

13.3 Additional employment to be generated: for 11 people
(in what specific fields)

13.4 Other direct/indirect benefits to members

- better returns to producers,
- better input supply,
- stable marketing.

13.5 Expected impact on the cooperative : Better
implementing the project. horizontal
linkages and
economic growth.

14. EXTERNAL ASSISTANCE NEEDED: Yes

14.1 Technical assistance /services of experts:
for project preparation and its implementation.

14.2 Training facilities within the country/
abroad.

14.3 Assistance in marketing the products : Local market
locally / abroad.

14.4 Funds needed from external sources: no

14.5 Assistance for setting up plant and: no
machinery.

14.6 Whether external assistance needed for: no
managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT
FROM THE LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE
FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY
STUDY AND FUNDING THE PROJECT WILL FACILITATE EARLY
IMPLEMENTATION OF THE PROJECT.

Country: SRI LANKA

Project No. ICA/J88/89/SLN.3

NAME OF PROJECT :

INITIATION OF A COCONUT OIL
MILL

1. PROJECT PREPARED BY: Mr J K THUNGASENA

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 9000 HA, land under cultivation, 9000 members, 6432 (66%) are farmers

2.2 Commodities grown, present pattern of : rice coconut.
processing/marketing

2.3 Present source of raw materials: coconut available in Plenty
but no processing facility available.

2.4 Returns to producers: Return is poor as they have to sell their products to private traders

2.5 Justification for the need for changing : Capacity of present pattern of productivity., private mills are processing and marketing. limited. Coop can provide better service to farmers.

2.6 Anticipated project benefits in brief.: - better prices for produce of farmers.

2.9: Constraints: - lack of coconut oil processing facilities,
- distress sale of produce by the farmers to private mills.

3. OBJECTIVES.

- to provide better returns to farmers,
- to increase available processing capacity,
- to stabilize market prices of coconut throughout the year.
- to reduce role of private sector in coconut processing and to provide cooperative alternative source of service to members and income.

4. NAME AND ADDRESS OF COOPERATIVE: MADAMPE MULTIPURPOSE
RESPONSIBLE FOR THE PROJECT COOPERATIVE SOCIETY, SRI
LANKA.

4.1 Present Society Membership/: 9,000
Membership coverage to total
population.

4.2 Volume of Business/Commodities : Banking, consumer
Handled. goods, rice mill,
transport.

4.3 Services to members:goods/services: 41000 customers
being provided with
consumer stores
facilities, 9150
account holders for
banking etc.

5. PLANNED PROJECT ACTIVITIES: TO START A COCONUT OIL MILL

5.1 Details on backward, forward, : Providing farm inputs and
and horizontal linkages. farm guidance by the MPCs,
marketing through MARKFED, and
wholesale depot of the society,
mobile tankers, sale at colombo
by private dealers.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.

7. ESTIMATED VOLUME OF COMMODITIES : 500 m.tons
TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: The society provides credit
facilities, fertilizers,
seeds, agrochemicals and
farming equipments to
members.

7.2 Channels for marketing within: Through Coconut Producers
the country. Federation, Markfed and
other MPCs.

- 7.3 Expected volume of marketable: 40,500 mts. of coconut surplus.
- 7.4 Expected turn-over.: 119 million.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: Coconut oil and other biproducers has good export potential.
- 8.1 Channel of marketing the products.: Through coconut producers Union and Markfed.
- 8.2 Benefits to members from exports.: Better prices to farmers
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Rs.2.2 million
- 9.2 Owned capital.: Rs. 1 million(working capital)
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project
Additional shares/deposits.:
- 9.6 Loans/sources of such loans. Loan of Rs.1.2 million from Peoples Bank.
- 9.7 Government contribution if any in the: nil
form of subsidy/grant/soft loans
- 9.8 Government or government sponsored : Coconut development agency support for technical and managerial activities. board, coconut development authority coconut research institute and coop dept will help.
10. PLANT AND MACHINERY TO BE INSTALLED: Building, machinery, charcoal plant.
- 10.1 Type of Machinery: Semi-automatic, storage tank, oil expellers of 2 1/2 ton capacity.
- 10.2 Whether locally available. Yes

10.4 Whether similar plant operating : Yes two private plants
in the country/or area of operation are working in the
If so, the capacity and products. area. Capacity not
sufficient to cope with
with work.

11. PERSONNEL:

11.1 Total number of project personnel required: 12
Technical: 4
Administrative: -
General: 8

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1990-91 (one year)

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : by second year.
to be achieved by:

12.4 Any second phase contemplated no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period : 37.05% 2 2/3 years

13.2 Estimated net increase in income to : farmers to get
members as a result of project farm inputs,
activities. farm guidance,
and assured price
for their
coconuts.

13.3 Additional employment to be generated: 8 persons.
(in what specific fields)

13.4 Other direct/indirect benefits to members
- assured market outlet
- value addition.
- better price for produce
- better services from the coop.

13.5 Expected impact on the cooperative
implementing the project.
- oil mill will be a new unit of the coop.
- will improve its serviceability to members.

14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts: no
for project preparation and its implementation.
- 14.2 Training facilities within the country/: yes
abroad.
- 14.3 Assistance in marketing the products : through other
locally / abroad. MPCSS and
Markfed.
- 14.4 Funds needed from external sources: nil
- 14.5 Assistance for setting up plant and: nil
machinery.
- 14.6 Whether external assistance needed for: nil
managing the plant.

COMMENT; THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: SRI LANKA

Project No. ICA/J88/89/SLN.4.

NAME OF PROJECT :
INITIATION OF A RICE
MILL

1. PROJECT PREPARED BY: Mr E M E G MUTUBANDA

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 5565 families, 25830 persons
3357 hectares.

2.2 Present income level of the area: 8400 per year

2.3 Commodities grown, present pattern of : society supplies
processing/marketing fertilizers,
agrochemicals,
consumer goods through
16 branches.

2.4 Present source of raw materials: Rice purchased from private
mills.

2.5 Returns to producers: While producers get low price
consumers get poor quality rice.

2.6 Justification for the need for changing: Society presently
present pattern of productivity., purchases rice from
processing and marketing. private mill. Its own
production and milling
will be cheaper and
of better quality.

2.7 Anticipated project benefits in brief.

- Production of quality rice to be supplied to members.

2.8 Constraints.

- lack of milling capacity in cooperative sector, - lack
of quality control in private rice sector.

3. OBJECTIVES.
- to safeguard the interests of growers by eliminating unfair practices of underweighment and short payment by private mills,
 - to create additional milling capacity in cooperative sector,
 - to improve quality of processed rice by reducing moisture content and impurities like sand and pebbles.
4. NAME AND ADDRESS OF COOPERATIVE : NAULA MULTIPURPOSE COOP.
RESPONSIBLE FOR THE PROJECT SOCIETY, NAULA. SRI LANKA
- 4.1 Present Society Membership/ : 1400, 5% of total
Membership coverage to total population.
population.
- 4.2 Volume of Business/Commodities : Substantial - rice
Handled. purchase alone amounts
to 200 to 500 tons per
annum, also supply of
consumer goods,
agrl.inputs and farm
machinery etc.
- 4.3 Services to members, goods/services: Setting up of a
rice mill.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, : Seed, fertilizer,
and horizontal linkages. pesticides, to be supplied
through 16 branches of the
society. Marketing through
own outlet and other MPCs
outlets.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Expansion of activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : one million kilos of rice
TO BE HANDLED/INPUTS. yearly.
- 7.1 Channels for securing Inputs.: farm guidance, fertilizers,
pesticide, insecticides and
farm equipments to be
supplied by branches of the
society.
- 7.2 Channels for marketing within: Through other societies
the country. and other outlets.

- 7.3 Expected volume of marketable surplus: 700m mt rice
- 7.4 Expected turn-over. Rs. 82 million
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay. Rs.1,157,000
- 9.2 Owned capital. ..
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project :-
Additional shares/deposits.
- 9.6 Loans/sources of such loans. Entire money to be raised by loans from cooperative development department.
- 9.7 Government contribution if any in the form of subsidy/grant/soft loans: Working capital loan to be raised from Peoples Bank, Matale.
- 9.8 Government or government sponsored: Coop Dept to help. agency support for technical and managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Rice mill machinery, semi automatic.
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no
- 10.4 Whether similar plant operating in the country/or area of operation if so, the capacity and the products. : yes in private sector 91% in coop sector 9%/.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 6
Technical: 3
Administrative: 1
General: 2
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to : Nov.1989 to March 1991
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 3rd year.
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: 32.6% three years.
- 13.2 Estimated net increase in income to : n.a.
members as a result of project activities.
- 13.3 Additional employment to be generated: 6 persons to
(in what specific fields) be employed.
- 13.4 Other direct/indirect benefits to members
- availability of quality rice.
- reduction in milling cost.
- supply of inputs at reasonable prices.
- 13.5 Expected impact on the cooperative
implementing the project.

- the cooperative will be able to serve its grower and
consumer members more effectively by processing good
quality rice and supplying them at cheaper prices.

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts: no
for project preparation and its implementation.
- 14.2 Training facilities within the country/: yes
abroad.

- 14.3 Assistance in marketing the products : no locally / abroad.
- 14.4 Funds needed from external sources: no
- 14.5 Assistance for setting up plant and: no machinery.
- 14.6 Whether external assistance needed for: no managing the plant.

COMMENT;

THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALISE FOR SEVERAL YEARS. EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

Country: SRI LANKA

Project No. ICA/J89/90/SLR.5

NAME OF PROJECT

DAIRY PLANT IN BANDARAWELA

1. PROJECT PREPARED BY: Mr SAM DEERASINGHE

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: : 16 sq.km., 2000 milch cows

2.2 Commodities grown, present pattern of :Milk is collected by
processing /marketing the cooperatives and
sold to private milk
companies.

2.3 Returns to producers: Poor

2.4 Justification for the need for changing: Cooperative milk
present pattern of productivity processing will
processing or marketing. provide better
returns to farmers.

2.5 Anticipated project benefits in brief.: Better services by
the cooperatives,
better returns to
members.

2.6 Constraints.: 1. Poor quality of service to milk producers.
2. Exploitation by private milk company
3. Poor returns.

3. OBJECTIVES.: 1. To improve conditions of milk producers by
creating cooperative milk
collection and processing
facilities;
2. To provide better returns to milk
producers,
3. To end the exploitation by private milk
company.

4. NAME AND ADDRESS OF COOPERATIVE: BANDARAWALA MILK
RESPONSIBLE FOR THE PROJECT PRODUCERS COOP SOCIETY
LTD. & UWA PROVINCE MILK
PRODUCERS COOP LTD.
- 4.1 Present Society Membership/: n.a.
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : 7,000 litres of milk
Handled. collected every
month.
- 4.3 Services to members:goods/services:Milk collection,
supply of inputs,
and consumer items.
5. PLANNED PROJECT ACTIVITIES: To set up chilling plant and
milk processing plants.
- 5.1 Details on backward, forward, :Feed, veterinary services, by
and horizontal linkages. the cooperative. Collection of
milk through member
cooperatives, processing and
supply to consumers.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 9000 lts. of milk and
TO BE HANDLED INPUTS. 180,000 bottles of flavoured
milk every month.
- 7.1 Channels for securing inputs. Feed and veterinary services will
be secured from private sources and
supplied to members.
- 7.2 Channels for marketing : Through coop stores and milk
within the country. booths.
- 7.3 Expected volume of marketable: 700,000 lts. annually
surplus.
- 7.4 Expected turn-over.: Rs. 12 million
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: NIL

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay.: Rs. 20 million
9.2 Owned capital.: ..
9.3 Domestic cost component.: 100%
9.4 Foreign cost component.: nil
9.5 Member contribution for this project : Rs.492,000

Additional shares/deposits.:

- 9.6 Loans/sources of such loans.: Rs.1,476,000, long term loan and government grants.

10. PLANT AND MACHINERY TO BE INSTALLED: CHILLING, BOTTLING AND PROCESSING PLANT.

10.1 Type of Machinery Automatic

10.2 Whether to be imported.: Yes

10.3 Whether similar plant operating : Two private companies are in the country/or area of operation having monopoly if so, the capacity and the products. in milk processing.

11. PERSONNEL:

11.1 Total number of project personnel required: 3 (initial stage)
Technical: 2
Administrative: 1
General:

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: : 1990-92 (25 months)

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 4th year.
to be achieved by:

12.4 Any second phase contemplated: Second phase of project
for further expansion in activities will be started
or new additions to project in 4th year with
processing plant
setting up by
provincial milk
union.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 20.4%, 4 years

13.2 Estimated net increase in income to : Farmers will
members as a result of project get 90% higher
activities. price as
compared to
present price
for milk.

13.3 Additional employment to be : Indirect
generated (in what specific fields) employment will
be created for
rearing milch
cattle by the
producers.

13.4 Other direct/indirect benefits
to members

- Availability of cooperative services.
- Development of dairy industry in cooperative sector.
- Better returns and additional income to farmers.

13.5 Expected impact on the cooperative
implementing the project.

- The turnover and activities of the coops
will increase manyfold.

14. EXTERNAL ASSISTANCE NEEDED: yes

14.1 Technical assistance /services of experts: no
for project preparation and its implementation.

14.2 Training facilities within the country/: yes
abroad.

14.3 Assistance in marketing the products : no
locally / abroad.

- 14.4 Funds needed from external sources: yes
- 14.5 Assistance for setting up plant and machinery: yes
- 14.6 Whether external assistance needed for managing the plant: no

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR
FEASIBILITY STUDY
GRANTS
IMPORT OF MACHINERY.

COUNTRY : SRI LANKA

PROJECT NO. · ICA/J/90-91/SLR 7

NAME OF PROJECT ·

MODERNISATION OF DESSICATED

COCONUT FACTORY

PROJECT PREPARED BY . MR. M. BR PERERA

PARTICIPANT TO THE 5th ICA JAPAN MANAGEMENT TRAINING
PROGRAMME

2. Justification:

- | | | |
|-----|--|---|
| 2.1 | Area | A K K North |
| 2.2 | Population | 91.000 |
| 2.3 | Targetgroup | 2793 |
| 2.2 | Present Income level
of the area: | Ea. 19.200 per annum |
| 2.3 | Annual income level
of the area | Depends on the acreage of land
owned by the farmer members. But
it will be not less than
Rs.19.200 per annum. |
| 2.4 | Commodities grown at
present and pattern
of processing | Coconut and paddy.
Coconut is processed by the
conventional method to produce
dessicated coconut. |
| 2.5 | Present source of
rawmaterials | From members and non-
members. |
| 2.6 | Returns to producers: | 1. Remunerative price on quality
2. Profit on project implemen-
tation is Rs.261.70 for 1000
nuts.
3. Additional premium of
Rs.203.50 for 1000 coconuts. |

- 2.7 Justification for the change in the present pattern of processing of coco-nuts produced by the society is upto international standards it is not possible to obtain best possible prices to the producers. Hence it is essential to improve the quality of the product through processing techniques.
- 2.8 Anticipated project benefits
- i. Financial viability.
 - ii. Remunerative price for the members for coconuts
 - iii. Enlightened membership
 - iv. Advantages of economics of scale.
 - v. Personal factors may not affect quality of nuts
 - vi. Minimum of waste
- 2.9 Constraints: Financial non-availability
- 2.10 Objectives: To increase the income of the farmers production techniques
- Upgradation of quality products
Obtaining best possible price for products of members.
4. Name and Address of Cooperative DUNAGAHA COCONUT PRODUCERS SOCIETY LTD.
- 4.1 Present society membership 966 members
- Population 35 per cent
- 4.2 Volume of business 108.lacs of coconuts per yr.
- 4.3 Services to members Husking, transporting, procesing and marketing.
5. PLANNED PROJECT ACTIVITIES:
- 5.1 Backward integration
- i. Crop loans.
 - ii. supply of fertilisers on credit.
 - iii. member education.
- 5.2 Forward integration Processing coconut into dessicated coconut. Processing by products.
- Horizontal linkages[: Dessicated coconut export through apex organisations.

6. Is the project an expansion of present activity: Yes
7. Estimated volume of business to be handled 10.8 million coconuts per year.
- 7.1 Channels for securing inputs. Through members
- 7.2 Expected volume of markettable surplus. 14.4 lakhs of m/tons
- 7.3 Expected turnover Rs. 429 lakhs per year
8. Export potential Entire production of dessicated coconut to be exported.
- 8.1 Channel of marketing Through the apex organisation
- 8.2 Estimated export turnover. Rs. 375 laks
- 8.3 Benefits to members Higher price for nuts
9. Sources of Funds:
- 9.1 Total project outlay: Rs. 170 lakhs
- 9.2 Owned capital Rs. 65 laksh
- 9.3 Domestic cost component: Rs. 23 lakhs
- 9.4 Foreign cost componet: Rs. 97 lakhs
- 9.5 Member contribution: Rs. 65 lakhs
- 9.6 Loans Rs. 105 lakhs
- 9.7 Government contribution/ grants Rs. 6 laksh
- 9.8 Government sponsored agency support for technical and managerial activities: Coconut Development Authority will help

10. Plant and machinery to be installed i. Disintegrator. Philippines type.
- 10.1 Type of machinery ii. Kilburn dryer Indian make
iii. Multi fuel combination boiler
Waster heat recovery unit.
v. Rotex sifter.
- 10.2 Whether locally available No. iv will only be available in Sri Lanka. Others to be imported.
- 10.3 Whether agents available Only for boiler local agent available.
- 10.4 Whether similar plants operating in the country. Except Kilburn dryer other machinery are used in various local organisations various capacities used.

11. Personnel

- 11.1 Total number of project personnel required: 116
- | | |
|----------------|-----|
| Technical | 3 |
| Administrative | 4 |
| General labour | 109 |
- 11.2 Whether technically qualified personnel locally available: Yes

12. Project Implementation Schedule:

- 12.1 Preparatory work 1st July to 30th June 1992.
- 12.2 Project life: 10 years
- 12.3 Max. capacity utilisatin to be achieved by
- | |
|---------------------------------|
| 1. 1st year - 70 pc. |
| 2. 2nd year: 90 per cent |
| 3. 3rd year onwards 100 percent |
- 12.4 Second phase contemplated for further expansion Other two factories also to be modernised one by one

13. FINANCIAL RESULTS:

- 13.1 Project IRR and Pay back period: 20.46 per cent.
5 years
- 13.2 Addl. Employment to be generated: 116 persons
- 13.3 Expected impact on coop: Financial Viability.
strong competition from
and local manufacturers will
be met and contented members

14EXTERNAL ASSISTANCE NEEDED:

14.1 Assistance in Marketing the produce abroad: Yes

14.2 Funds needed from external sources: Yes. Rs.9.7 mil.
needed to import
machinery from
abroad.

COUNTRY: SRI LANKA

PROJECT NO. ICA . J/90/91/SLR .6

NAME OF PROJECT:

DESSICATED COCONUT PROCESSING

FACTORY : MODERNISATION PROGRAMME

PREPARED BY : MR C A C FERNANDO

PARTICIPANT TO THE 5th ICA/JAPAN

MANAGEMENT TRAINING COURSE ,

1990/91

CHAPTER 1 : SUMMARY OF THE PROJECT
PROFILES

NAME OF PROJECT : DESSICATED COCONUT PROCESSING
FACTORY MODERNISATION
PROGRAMME : Kammal Pattu
Coconut Producers' Co-operative
Society Ltd., Wennappuwa

COUNTRY : SRI LANKA

PROJECT NO. : ICA/J 86/ 87/ BD / 1

1. PROJECT PREPARED

By : Mr. Colombage Anthony Camillus
Fernando, participant of the
5th CA / JAPAN management
course.

2. JUSTIFICATION

- 2.1 Area : 14 Square Miles
Population : 64000
House holds : 12800
Target group : 3500 (Coconut Growers)
- 2.2 Present average
income level of
the area : Rs. 24,000 per head per annum
- 2.3 Present average
income level of
the members " Rs. 30,000 per annum

- 2.4 Commodities grown
Present pattern of
Processing and
Present pattern of
Marketing : (a) Commodities grown is
confined to coconut
as the main
crop, whilst mango,
Banana, Paddy, Pineapple
and vegetables are
subsidiary crops.
Processing: Present
patern of processing
could be broadly
categorised into three
distinct levels
(i) Small holders curing
their crop to copra
in small scale copra
kilns.

- (ii) Businessmen who purchase the crop and convert to copra in medium to large scale copra kilns
- (iii) Large scale mills/ Co-operative Societies that process coconut oil and Dessicated coconut on a large scale out of all commodities grown only coconut has a marketable surplus

2.5 Present Source of raw materials :

From members and Non-members.

2.6 Returns to producers:

The average return received by the grower range between Rs. 2000/- to Rs 2500/- per 1000 nuts.

2.7 Justification for the need for changing present pattern of

(a) Productivity

Productivity levels vary widely as all do not provide the necessary inputs as per coconut Research Board recommendations. Productivity levels could be improved by promoting new methods recommended. Machinery presently used to process DC is outdated by about 40 years, and the techniques do not prevent physical contact of the product at important stages , where as modern machinery is very efficient and economical in the context.

(b)

(c) Marketing

The present marketing pattern is the Producer - Broker - Shipper - Consumer where the major profits are taken by the middleman, A more acceptable system would be for the producer to market directly to the buyer who is a horizontal linkage of Co-operative structure.

2.8 Anticipated project benefits in brief

Anticipated projects would be

- (a) Increase productivity
- (b) Decrease cost of production and increase quality
- (c) A higher return to the grower.

2.9 Constraints :

Constraints in procuring the raw material is due to liquidity problems faced by growers and their having to patronise buyers who advance funds which invariably results in a poor return, whereas working within a frame work of rules and regulations in Co-operative system does not allow the flexibility enjoyed by private traders.

3. OBJECTIVES :

The main objective is to increase the income of the farmers who are the members of the Co-operative Society and to promote their participation and to increase their membership

4. NAME AND ADDRESS OF CO-OPERATIVE RESPONSIBLE FOR THE PROJECT :

Kammal Pattu Coconut Producers' Co-operative Society Ltd.,
Wennappuwa. SRI LANKA

4.1 Present Society membership and membership Coverage to total population :	1200 registered members - 225 regular members. 9.4 % has been covered
4.2 Volume of Commodities handled :	40,000 coconuts = 5MT per day and 16 working days per month
4.3 Services to members	
Goods :	supply of fertilizer seedlings.
Services :	supply of transport, credit, advance facilities and provide technical assistance.

PLANNED PROJECT ACTIVITIES

5.1 Backward linkage

A. Aim :

to minimise farmers risks and increase productivity.

- (1) Giving loans to farmers
- (2) Research and Development.
- (3) Production and Sales of coconut inputs.

Activities :

Regular supply of all needed agricultural inputs and facilities on no profit basis.

B. Forward linkage :

Aim

Value additions

Activities

Post harvest and marketing activities
 Handling,
 Transport,
 Storage,
 Warehousing,
 Drying,
 Processing,
 Packaging,
 Distribution.

C. Horizontal Linkage

Aim

Development of self
reliant farmers
organisation.

Activities

Decision making
Quality control
standardisation of
produce
Sharing of benefits
Overall policy
development.

Farmers ---> Primary co-operative ---> Apex union
---> National co-operative council.

6. IS THE PROJECT AN ADDITIONAL
ACTIVITY OR EXTENTION/EXPANSION
PRESENT ACTIVITY

modernisation of the
existing dessicated
coconut processing
factory.

7. ESTIMATED VOLUME OF COMMODITIES
TO BE HANDLED/INPUTS

coconuts per day
= 96,000
coconuts per year
= 19.2 million

7.1 - Channels for securing
Inputs :

Basic raw material
will be coconuts,
which the members
will supply to the
processing
unit. Additional
amount needed could
be harness within the
locality from non
members.

7.2 CHANNELS FOR MARKETING
WITHIN THE COUNTRY :

By products such as
Coconut oil, Coconut
shells and soap will
be sold through our
Apex union Sri Lanka
Coconut Producers'
Co-operative Society
Union, Colombo.

7.3 EXPECTED VOLUME OF
MARKETABLE SUPPLIES :

DC 100 % volume for
export marketing.

7.4 EXPORTED TURN - OVER :

Rs. 84.418 Million
per year

- 8. EXPORT POTENTIAL, IF ANY :**
- 8.1 Channel of marketing the products : Through Sri Lanka Co-operative Union Ltd.,
- 8.2 Estimated export turnovers : Rs. 65 Million from K.P.C.S. Union
- 8.3 Benefit to members from exports : The benefit of the margin given to brokers and shippers will be given to the members .

- 9. SOURCES OF FUNDS** (Rs. Million)
- 9.1 Total project outlay : 35
- 9.2 Owned Capital : 16.186
- 9.3 Domestic cost component : 24.550
- 9.4 Foreign cost component : 10.450
- 9.5 Members contribution for the project additional shares / deposits : From Mill Development Fund grant = 0.280
- 9.6 Loans / Sources of such loans : Through the Banks, or funding agencies local / foreign
- 9.7 Government contribution if any in the form of subsidy / grant / soft loans: From Coconut Development Authority grant = 0.600 MI.
- 9.8 Government or Government sponsored agency support for technical and Managerial activities : Support for Technical activities : Coconut Development Authority
- Support for managerial activities : Sri Lanka Institute of Co-operative Management.

- 10. PLANT AND MACHINERY TO BE INSTALLED :**
- 10.1 Type of machinery : Modern machinery fully automatic.
- 10.2 Whether locally available : Some machinery could be obtained.

10.3 Whether to be imported : A part of the plant and machinery have to be imported such as Phillippino type cutter, Vibro fluid bed dryer, Fotex screening machine and boilers.

10.4 Whether local agents available for imported items : Yes, Sri Lanka Dessicated Coconut Millers' Association Colombo.

10.5 Whether similar plant operating in the country or area of operation if so, the capacity and the products : Recently some of the plant and machinery were introduced by private DC factory owners.

11. PERSONNEL

11.1 Total number of project personnel required

Technical	12
Administrative	02
General	198

	212

11.2 Whether technically qualified personnel locally available Yes provided they are given a training by the Coconut Development Authority.

12 PROJECT IMPLEMENTATION SCHEDULE

12.1 Preparatory works from - to 1991.08.01 1992.07.31

12.2 Project life 10 years.

12.3 Maximum capacity utilisation to be achieved by 3rd year 2400 MT/DC per year

13. FINANCIAL RESULTS AND BENEFITS
TO CO-OPERATIVE MEMBERS

13.1 Project

- (a) Internal Rate of Return = 27.09%
- (b) Pay back period = 3 Years 08 months.
- (c) Debt service coverage ratio = 5.3
- (d) Benefit/Cost Ratio = 1.69
- (e) Break even point = 35%
(3rd year 100% capacity)

13.2 Estimated net increase in income to members as a result of project activities.

- (1) Increase of the coconut prices from Rs.2000 to Rs. 2500
- (2) A dividend of 12% to members
(an additional Rs. 250 per 1000 nuts to members)

13.3 Additional employment to be generated (in what specific fields)

Technical	- 06
Administration	- 01
General	-133

13.4 Other direct/indirect benefits to members

- (1) A reasonable price for the nuts
- (2) To avoid risk in the flush season for coconut prices
- (3) the members will get a premium price for their products.

13.5 Expected impact on the co-operative implementing the project.

- (1) Utilising the existing plant and machinery for good use.
- (2) To keep the prices of coconuts in a reasonable level.

- 14. EXTERNAL ASSISTANCE NEEDED**
- 14.1 Technical assistance/services of experts for project preparation and its implementation
- 14.2 Training facilities within the country/abroad
- 14.3 Assistance in marketing the products locally/abroad.
- 14.4 Funds needed from external sources.
- 14.5 Assistance for setting up plant and machinery
- 14.6 Whether External assistance needed for managing the plan
- We need technical assistance.
- Food processing training should be obtained from a foreign institution
- to get a foreign market for our exports.
- Rs.17.934 (Million)
- we require assistance from outside experts
- no, we expect to train the personnel in our Society

THAILAND

***STRENGTHENING MANAGEMENT AND DEVELOPMENT
OF AGRICULTURAL CO-OPERATIVES IN ASIA
THROUGH MANAGEMENT TRAINING***

**ICA/JAPAN Management Training Project
for Agricultural Co-operatives in Asia**

Projects Prepared by Participants

BRIEF OUTLINES



International Co-operative Alliance
Regional Office for Asia and the Pacific
'Bonow House', 43 Friends Colony (East)
New Delhi 110 065, India



Regional Office for
Asia & the Pacific

ICA PROJECT APPRAISAL SESSION. BANGKOK

ADDITIONAL COMMENTS ON PROJECT IMPLEMENTATION BASED ON
LATEST REPORTS FROM MEMBER ORGANISATIONS
AND PARTICIPANTS.

T H A I L A N D

Project No. 4 : Promotion of Sericulture and Raw
Silk Production Project by Mr Taworn Supanawan

Project has been implemented on a small
scale and additional expansion
depends on availability
of external funding.

Country: THAILAND.

Project No. ICA/J86/87/THAI.1

NAME OF PROJECT

MANAGEMENT OF PADDY AND RICE
BUSINESS, NONG WAI AGRICULTURAL
COOPERATIVE, THAILAND.

1. PROJECT PREPARED BY: Mr KRIENGSACK SIRIHUTAKIT

Participant of the FIRST ICA/JAPAN Management Training
Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 68,860 rai, 5594 farm
households.

2.2 Commodities grown, present Paddy, cassava, kenaf,
pattern of : sugarcane, maize,
processing/marketing mungbeans, groundnut.
Marketing through local
merchants, rice mills and
cooperatives.

2.3 Present source of raw materials: through members.

2.4 Returns to producers: Poor because of low
productivity and
exploitation by private
trade.

2.5 Justification for the need Integrated marketing
for changing present pattern: project

2.6 Anticipated project benefits in brief. Better prices and
better productivity
to farmers.

2.7 Constraints. Low paddy prices, low production,
exploitation by private trade and money
lenders; lack of storage facility,
transportation problem and no takers for dry
season produce.

3. OBJECTIVES: To start integrated cooperative marketing with a view to eliminate moneylenders and private merchants in input supply and marketing of paddy of growers.
- To reduce cost and improve productivity by better farm input supply, storage and transportation arrangements for produce.
4. NAME AND ADDRESS OF COOPERATIVE: NONGWAI AGRICULTURAL
RESPONSIBLE FOR THE PROJECT COOPERATIVE, KHON KAE N
PROVINCE, THAILAND.
- 4.1 Present Society Membership/: 2655, (50% of total
Membership coverage to total farm households)
population.
- 4.2 Volume of Business/Commodities : 1471 tons of paddy,
Handled.
- 4.3 Services to members: Credit disbursement,
goods/services: 11% input supply,
marketing of farmers
productivity.
5. PLANNED PROJECT ACTIVITIES CONSTRUCTION OF
WAREHOUSE, BETTER
INPUT SUPPLY.
- 5.1 Details on backward, forward,: Credit and input
and horizontal linkages. supply to be
arranged with the
help of farmers
groups, CPC. BAAC.
Marketing of final
product by ACFT and
also directly by the
Society to consume 54
stores, better
cooperation among
o t h e r c o o p
societies.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Expansion/extension
OR EXTENSION/EXPANSION OF PRESENT of present
ACTIVITY. activities.
7. ESTIMATED VOLUME OF COMMODITIES : Paddy 2490 tons
TO BE HANDLED/INPUTS.

- 7.1 Channels for securing Inputs.: CPD, ACFT and private merchants in bulk.
- 7.2 Channels for marketing within the country. Directly to consumers through stores in 100/.50 kg packs.
- 7.3 Expected volume of marketable surplus. 20,000 tons.
- 7.4 Expected turn-over.: Baht 9,709,900
8. EXPORT POTENTIAL, IF ANY.: 10-15% of produce could be exported.
- 8.1 Channel of marketing the products: Through ACFT
- 8.2 Estimated export turnover.: Baht 970,000
- 8.3 Benefits to members from exports.: Better prices to farmers.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Fixed costs: Baht 1,800,000
Work.Capital Baht 3,000,000
- 9.2 Owned capital.: Baht 2,027 200
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Government or government sponsored : Coop Promotion Dept
agency support for technical and managerial activities. will provide technical support to project.
10. PLANT AND MACHINERY TO BE INSTALLED: GODOWN CAPACITY TO BE INCREASED. ONE TRUCK AND ONE COMPUTER TO BE PURCHASED.
- 10.1 Type of Machinery
- 10.2 Whether locally available.: YES
- 10.3 Whether to be imported.: no

11. PERSONNEL:

- 11.1 Total number of project personnel required: 10
Technical: 3
Administrative: 3
General: 4
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to: 1987-88
- 12.2 Project Life : on a continuous basis
- 12.3 Maximum capacity utilisation : 3 year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Estimated net increase in income to : 10% higher
members as a result of price to the
project activities. growers for
paddy.
- 13.4 Additional employment to be generated: 10 persons to
(in what specific fields) get employment
- 13.5 Other direct/indirect benefits to members
- Elimination of middlemen.
- Better input supply to growers
- purchase of paddy in dry season.
- better marketing, storage and transportation.
- 13.6 Expected impact on the cooperative
implementing the project.
- The turnover and utility of society will
increase.

14. EXTERNAL ASSISTANCE NEEDED: No

- 14.1 Technical assistance /services of experts N.A.
for project preparation and its implementation.
- 14.2 Training facilities within the country/: Yes
abroad.

Country: THAILAND

Project No. ICA/J86/87/THAI.2

NAME OF PROJECT

FEEED MILL IN THACHANG
AGRICULTURAL COOPERATIVE
THAILAND.

1. PROJECT PREPARED BY: Mr APICHART TREEJATURUN

Participant of the FIRST ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 3609 ha/ 27704 / 200 members

2.2 Present income level of the area: 2230 baht per year.
per h a.

2.3 Present income level of coop members: 7315 baht per year.

2.4 Commodities grown, present pattern of :Paddy, banana,
processing/marketing coconut, sugarcane.

2.5 Present source of raw materials: Through Coops.

2.6 Justification for the need Paddy crop is
for changing present pattern: uncertain and price
fluctuates. Pvt
traders pay cash but
at low rates. Feed
mill will increase
income of farmers by
value addition.

2.8 Anticipated project benefits in brief. -do-

2.9 Constraints. Dominance of private traders in marketing.

3. OBJECTIVES

1. Promotion of feed mill processing,
2. increase in income of farmers by linking credit with marketing.
3. Promotion of animal husbandry.
4. Increase in sources of income of farmers.

14.3	Assistance in marketing the products : locally / abroad.	no
14.4	Funds needed from external sources	nil
14.5	Assistance for setting up plant and machinery.	nil
14.6	Whether external assistance needed for managing the plant.	no

COMMENT: THE TECHNICAL ASSISTANCE AND FUNDING OF THE PROJECT FROM LOCAL AGENCIES IS NOT LIKELY TO MATERIALIZE FOR SEVERAL YEARS, EXTERNAL ASSISTANCE FOR FEASIBILITY STUDY AND FOR FUNDING THE PROJECT WILL FACILITATE EARLY IMPLEMENTATION OF THE PROJECT.

4. NAME AND ADDRESS OF COOPERATIVE: THE CHJANG AGRICULTURAL
RESPONSIBLE FOR THE PROJECT COOPERATIVE LTD.
- 4.1 Present Society Membership/: 1260 / 5% of total
Membership coverage to total population., 75% of
population t o t a l
farmhouseholds,
one member per
family taken.
- 4.2 Services to members:goods/services: Credit, supply of
inputs, marketing of
produce.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward,: Cash and kind credit
and horizontal linkages. facility, collection and
marketing of produce,
supply of farm inputs and
farm equipments, provide
warehousing and
transportation facilities,
and introduce animal
husbandry as subsidiary
occupation.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES :
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Main input of feed mill
will be from members as
by product of paddy. The
production of forrage
crops will be promoted
and would serve another
source of raw materials.
- 7.2 Channels for marketing within Own members (200),
the country. Provincial Agrl.Coop
Federation and ACFT.
- 7.3 Expected volume of marketable: 300-800 MT/year
surplus.
- 7.4 Expected turn-over.: Baht 1,375,0000

8. EXPORT POTENTIAL, IF ANY.: nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Baht 611,650
- 9.2 Owned capital.: ..
- 9.3 Domestic cost component.: 12%
- 9.4 Member contribution for this project : Baht 311,650
- Additional shares/deposits.:
- 9.6 Loans/sources of such loans.: 300,000 baht from CPD
10. PLANT AND MACHINERY TO BE INSTALLED:
- 10.1 Type of Machinery Feed mixer, grinder, pelleting
machinners, sack packing
machines.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.
11. PERSONNEL:
- 11.1 Total number of project personnel
required:
Technical:
Administrative: 1
General: 2
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: When members contribution
is received and 2 months
after to complex
preliminaries.
- 12.2 Project Life : 5 years

- 12.3 Maximum capacity utilisation : 5th year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 50%, 3years.
- 13.2 Other direct/indirect benefits to members: Alternative
stable
income
attempted.
- 13.6 Expected impact on the cooperative
implementing the project. Better scope
for future.
14. EXTERNAL ASSISTANCE NEEDED: no
- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- 14.3 Assistance in marketing the products
locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and
machinery.
- 14.6 Whether external assistance needed for
managing the plant.

Country: THAILAND

Project No. ICA/J87/88/THAI.3

NAME OF PROJECT

VERMICELLI PROCESSING

1. PROJECT PREPARED BY: Mr PANUWAT NA NAKORNPANOM

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 1250

2.2 Commodities grown, present pattern of :paddy, cash crops processing/marketing

2.3 Present source of raw materials: From members

2.4 Justification for the need for changing:

- Due to poor marketing tie ups with cooperative, the turnover is limited . Setting up of a processing unit will increae returns to members.

2.5 Anticipated project benefits in brief.

- 20% net increae in the income of the members.

2.6 Constraints.

- Paucity of funds
- influence of private traders on coop members due to easy access of members with them for their money needs.

3. OBJECTIVES

- Integrate cooperative activities.
- i.e. input supply, credit, processing and marketing.
- increase members participation
- provide stable marketing channel.

4. NAME AND ADDRESS OF COOPERATIVE: SAWAN KALOK LAND SETTLEMENT
RESPONSIBLE FOR THE PROJECT COOPERATIVE

- 4.1 Present Society Membership/: 1250 MEMBERS
Membership coverage to total population.
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward, and horizontal linkages. Guidance, credit, input supply, processing and marketing, marketing to be fully domestic initially but after four years may start exporting through identified agencies.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity
7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Dept of Agriculture for fertilizers and manuring activities.; farmer members for the raw material for processing.
- 7.2 Channels for marketing within: the country. supermarkets in Bangkok and Pisanulok
- 7.3 Expected volume of marketable: surplus. 720 mt of Mungbean / 240 MT of Vermicelli
- 7.4 Expected turn-over.: 9.7 million bahts
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY.: Yes.
- 8.1 Channel of marketing the products: Export to France, USA and Japan.
- 8.2 Estimated export turnover.: Plans to export vermicelli. Cooptrade of ICA will be involved.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: Baht 3.3 million

- 9.2 Owned capital.: 0.62 million bahts.
- 9.3 Loans/sources of such loans.: Baht 2.7 million
10. PLANT AND MACHINERY TO BE INSTALLED: C e n t r i f u g a l
machines,hydraulic
driers and cold
storage.
- 10.1 Type of Machinery Mechanical operations
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: na.
imported items.
- 10.5 Whether similar plant operating : Yes
in the country/or area of operation
if so, the capacity and the products.
- 11.PERSONNEL:
- 11.1 Total number of project personnel 16
required:
Technical:
Administrative: 4
General: 12
- 11.2 Whether technically qualified yes
personnel locally available.
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 2 years
- 12.2 Project Life : 11 years
- 12.3 Maximum capacity utilisation : 4th year
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 49%
- 13.2 Additional employment to be 16 persons will get
generated: employment.
- 13.3 Other direct/indirect benefits to members

- stable and remunerative prices.

- 13.4 Expected impact on the cooperative : Better
implementing the project. economy
- 14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- 14.3 Assistance in marketing the products
locally / abroad.
- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and
machinery.
- 14.6 Whether external assistance needed for
managing the plant.

Country: THAILAND

Project No. ICA/J87/88/THAI.4

NAME OF PROJECT

PROMOTION OF SERICULTURE AND
RAW SILK PRODUCTION PROJECT

1. PROJECT PREPARED BY: Mr TAWORN SUPANAWAN

Participant of the SECOND ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 135,000 RAIS.

2.2 Commodities grown, present pattern of :maize, cotton, pine
processing/marketing apple, beans, lime,
silk etc

2.3 Present source of raw materials: Dept of Agriculture and
its research farms.

2.4 Justification for the Project:

- Sericulture being restrictive activity due to
extensive maintenance and care it is generally
imported. But the fallow land with the members can
very well be utilised and made more remunerative.

2.5 Anticipated project benefits in brief.

- Price of cocoons will be 10% more than what is
being given by private traders at present.

2.6 Constraints. - lack of funding,
- limited processing facilities for spinning
- unorganised marketing arrangements.

3. OBJECTIVES - to promote sericulture activity,
- to develop silk processing to reduce
imports and balance of trade.

4. NAME AND ADDRESS OF COOPERATIVE: HUAI SAT YAI
RESPONSIBLE FOR THE PROJECT COOPERATIVE.

4.1 Present Society Membership/: 442/200 FOR SERICULTURE.
Membership coverage to total
population.

5. PLANNED PROJECT ACTIVITIES

5.1 Details on backward, forward, and horizontal linkages: Coop society to provide fertilizer, pesticides, and silk eggs; Coop Promotion Dept will provide loans to farmers to develop sericulture farms. (22.18 m bahts); Initially for 2 years society will sell silk cocoon unprocessed through Chul Silk company. Processing of cocoons and marketing of raw silk yarn to private agencies by cooperative and the CPD.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY: Additional activity

7. ESTIMATED VOLUME OF COMMODITIES : TO BE HANDLED/INPUTS.

7.1 Channels for securing Inputs.: Coop Promotion Dept. and Agriculture Department.

7.2 Channels for marketing within: the country. Private manufacturers.

7.3 Expected volume of marketable: surplus. 40,000 kg of silk

7.4 Expected turn-over.: year. 0.15 million baht per

7.5 Expected import substitution.: Savings in import of silk anticipated.

8. EXPORT POTENTIAL, IF ANY.: Export possibility exists.

8.1 Channel of marketing the products: Through export agencies.

9. SOURCES OF FUNDS

9.1 Total Project Outlay.: Long term loan: 23.74 million baht. Short term loan: 5.20 million bahts.

- 9.2 Owned capital.: Baht 2.05 million (reserves and margin money in five years)
- 9.3 Domestic cost component.: 8% in case of ST loan from CPD
- 9.4 Addl shares /deposits from members/ 2.58 million baht (shares)
- 9.5 Loans/sources of such loans.: 18.20 million baht from Bank for Agriculture and Agrl.Coops.
- 9.6 Government or government sponsored : Dept of Agriculture agency support for technical and managerial activities. will provide technical know how and guidance to develop mulberry plantation and rearing of silk worms.

10. PLANT AND MACHINERY TO BE INSTALLED:

- 10.1 Type of Machinery Indigenous manual and mechanical operated machinery.
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.
- 10.5 Whether similar plant operating : yes
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

- 11.1 Total number of project personnel required: 84
 Technical: 7
 Administrative: 11
 General: 66
- 11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to:

- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : 3rd years
to be achieved by:
- 12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period: ST loan 57.68%
LT loan: 22%
- 13.2 Estimated net increase in income to :
members as a result of project activities.
- 13.3 Additional employment to be generated: 84 new jobs will
(in what specific fields) be created.
- 13.4 Other direct/indirect benefits to members
- higher profits and
- assured credit and marketing facilities.
- 13.5 Expected impact on the cooperative : Better
implementing the project. Economy

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- 14.2 Training facilities within the country/
abroad.
- 14.3 Assistance in marketing the products : Processed silk cesse
locally / abroad. thread/cloth
w i l l b e
c o n s u m e d
l o c a l l y a n d
w i l l s u b s t i t u t e
i m p o r t s.

- 14.4 Funds needed from external sources
- 14.5 Assistance for setting up plant and machinery.
- 14.6 Whether external assistance needed for managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR
FEASIBILITY STUDY
GRANTS
IMPORT OF MACHINERY.

COUNTRY; THAILAND

Project No.ICA/J88/89/THAI.5

NAME OF PROJECT

EXPANSION OF RICE MILL IN
DERM

BANG NANG BUAT, SUPHANBURI

1. PROJECT PREPARED BY: Mr THAWEE THIMMASAYA

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 468,751 rai, 69420 persons,
13884 households

2.2 Commodities grown, present pattern of : paddy, sugarcane,
processing/marketing cassava, fruits and
vegetables.

2.3 Present source of raw materials: farmers supply paddy to rice
mill of the society.

2.4 Returns to producers: Prices paid to producers
fluctuate widely.

2.5 Justification for the need for changing : The milling
present pattern of productivity., capacity in the
processing or marketing. coop sector is
limited.

2.6 Anticipated project benefits in brief.: Expansion in milling
and storage capacity
of rice.

2.7 Constraints.: - wide fluctuation in paddy prices,
exploitation by private rice mills.

3. OBJECTIVES. - provide better price for farmer produce,
expansion of milling capacity, stability in
supply of rice to the consumers throughout the
year, and modernization of milling for better
quality output.

4. NAME AND ADDRESS OF COOPERATIVE: DERM BANG NANG BUAT,
RESPONSIBLE FOR THE PROJECT COOP, SUPHANBURI.
- 4.1 Present Society Membership/: 4788 (34.49%) of total
Membership coverage to total household of 13884
population.
- 4.2 Volume of Business/Commodities : 15 million bahts.
Handled.
- 4.3 Services to members:goods/services: credit business,
input supply ,
collecting members
produce, processing,
receiving deposits
from members etc.-
5. PLANNED PROJECT ACTIVITIES
- 5.1 Details on backward, forward,: To provide credit,
and horizontal linkages. extension, technical know
how by DAC, processing of
produce, value addition,
paddy banking and paddy
saving for consumption
purposes marketing through
ACFT and private traders.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Yes, expansion of
OR EXTENSION/EXPANSION OF PRESENT present capacity
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 9950 m/t
TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: Inputs to Be procured through
CPP and ACFT and distributed
to farmers.
- 7.2 Channels for marketing within: Produce to be marketed
the country. through ACFT and private
traders.
- 7.3 Expected volume of marketable: 85,936 m/t
surplus.
- 7.4 Expected turn-over.: 31,516,490 bahts
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. nil

9. SOURCES OF FUNDS

- 9.1 Total Project Outlay. Baht 29,150,000
- 9.2 Owned capital. 30,000 bahts.
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component. nil
- 9.5 Member contribution for this project 470,000 bahts,
Additional shares/deposits. 2 shares of Baht 50 each to
be purchased by each member.
- 9.6 Loans/sources of such loans: 28,650,000 working capital
to be obtained from Bank for
Agriculture and Agricultural
Cooperatives of Thailand.
- 9.7 Government contribution if any in the: Coop Promotion Dept
form of subsidy/grant/soft loans and ACFT to assist
- 9.8 Government or government sponsored
agency support for technical and
managerial activities.

10. PLANT AND MACHINERY TO BE INSTALLED: Rice Mill Machinery

- 10.1 Type of Machinery: Automatic machinery.
- 10.2 Whether locally available. Yes
- 10.3 Whether to be imported. No
- 10.4 Whether local agents available for : na.
imported items.
- 10.5 Whether similar plant operating : Yes, 87 such mills in
the country/or area of operation the area ranging from
if so, the capacity and theto 11
products. capacity operate.

11. PERSONNEL:

- 11.1 Total number of project personnel 22
required:
Technical: 6
Administrative: 16
General:

- 11.2 Whether technically qualified personnel locally available. yes
12. PROJECT IMPLEMENTATION SCHEDULE;
- 12.1 Preparatory works from - to: 60 days (1990)
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : from second year
to be achieved by:
- 12.4 Any second phase contemplated: No
for further expansion in activities
or new additions to project activities.
13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:
- 13.1 Project IRR, Pay Back period: 43.69%, 7 years.
- 13.2 Additional employment to be generated: 21 persons to get
d i r e c t
employment.
- 13.3 Other direct/indirect benefits to members
- mill in a position to handle additional quantity of
paddy for milling and storage.
- farmers to get continued supply of rice at
reasonable prices for self consumption.
- 13.4 Expected impact on the cooperative
implementing the project.
- the cooperative activities and serviceability
to members will increase.
14. EXTERNAL ASSISTANCE NEEDED:
- 14.1 Technical assistance /services of experts: N.A.
for project preparation and its implementation.
- 14.2 Training facilities within the country/: YES
abroad.
- 14.3 Assistance in marketing the products : facilities
locally/ abroad. available within
the country.
Assistance of
ACFT in marketing
w i l l b e
available.

- 14.4 Funds needed from external sources: nil
- 14.5 Assistance for setting up plant and: nil
machinery.
- 14.6 Whether external assistance needed for: no
managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

- = FEASIBILITY STUDY
- GRANTS
- IMPORT OF MACHINERY.

Country: THAILAND

Project No.ICA/J88/89/THAI.6

NAME OF PROJECT
PRODUCTION AND MARKETING OF
MANGOES

1. PROJECT PREPARED BY: Ms. WASNA JUNTHIENG

Participant of the THIRD ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 3.7 million rai total area,
70,8960 rai agrl.land
(3.03%)
200 mango growing farmers.

2.2 Commodities grown, present pattern of : paddy, garlic,
processing/marketing peanuts, soyabean,
maize, longam, mango.
marketing done by
private trade or
coops.

2.3 Present source of raw materials: Farmers bring their
produce for sale to private
traders.

2.4 Returns to producers: Return is poor, risk is high as prices
are low and commodity perishable.

2.5 Justification for the need for changing : Coop may be
present pattern of productivity., able to reduce
processing or marketing. risk by providing
alternative crop.

2.6 Anticipated project benefits in brief.: The income of farmers
will increase, risk
reduced.

2.7 Constraints.- high risk due to climatic uncertainty and poor
quality land. Exploitation by private trade,
encroachment of forest land.

3. OBJECTIVES.

- to improve farmers income by providing them alternative
plantation crop of mango,
- to reduce risk of seasonal farming in hilli land and
upland areas,
- to reduce encroachment of forest land and to promote
aforestation.

4. NAME AND ADDRESS OF COOPERATIVE: MAE CHAEM AGRL.COOP
RESPONSIBLE FOR THE PROJECT LTD, MA CHAEM DIST.
THAILAND.
- 4.1 Present Society Membership/: 784
Membership coverage to total
population.
- 4.2 Volume of Business/Commodities : 8 million.
Handled. Multipurpose coop.provides
credit and banking,
consumer distribution,
product assembling and
marketing and agricultural
extension services.
5. PLANNED PROJECT ACTIVITIES: PROMOTION OF MANGO CROP IN
300 RAI LAND BELONGING TO 200
FARMER MEMBERS TO INCREASE
INCOME.
- 5.1 Details on backward, forward, and horizontal linkages.: Extension and training to
the farmers to be provided by
the society with help of Coop
Promotion Dept and Instt of
Agricultural Technology of
MAEJO, Seedlings and Inputs also
to be supplied.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity.
OR EXTENSION/EXPANSION OF PRESENT
ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 200 tonnes of mangoes
TO BE HANDLED/INPUTS. to be marketed.
- 7.1 Channels for securing Inputs.: Agricultural Extension Dept,
Amphur Agronomist, Tombol
Agronomist and MAEJO Agriculture
Technology Instt to provide
inputs.
- 7.2 Channels for marketing within: Society to send mangos to
the country. Bangkok through collectors.
- 7.3 Expected volume of marketable: 200 tonnes
surplus.
- 7.4 Expected turn-over.: 3 million bahts.
- 7.5 Expected import substitution.: nil

- 7.3 Expected volume of marketable: 200 tonnes surplus.
- 7.4 Expected turn-over.: 3 million bahts.
- 7.5 Expected import substitution.: nil
8. EXPORT POTENTIAL, IF ANY. 50% of produce could be exported
- 8.1 Channel of marketing the products : Through Bangkok traders
- 8.2 Estimated export turnover.: 1.5 million bahts.
- 8.3 Benefits to members from exports.: Better price to growers.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay. Baht 2.45 million
- 9.2 Owned capital.: ...
- 9.3 Domestic cost component. 100%
- 9.4 Foreign cost component.: ...
- 9.5 Member contribution for this project : Development of own land and planting of trees.
- 9.6 Loans/sources of such loans. Baht 2.45 million to be raised.
- 9.7 Government contribution if any in the: from BAAC form of subsidy/grant/soft loans
- 9.8 Government or government sponsored : The Coop Promotion Dept and Agrl Technology Instt Maejo will provide technical and managerial support.
10. PLANT AND MACHINERY TO BE INSTALLED: : Water pump and sprayers to be provided to each planter.
- 10.1 Type of Machinery: manual
- 10.2 Whether locally available.: Yes
- 10.3 Whether to be imported.: no

12. PROJECT IMPLEMENTATION SCHEDULE;

- 12.1 Preparatory works from - to 1990-93
- 12.2 Project Life : 10 years
- 12.3 Maximum capacity utilisation : fifth year
to be achieved by:
- 12.4 Any second phase contemplated: 600 farmer members
for further expansion in activities could be brought
or new additions to project activities.under the programme.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

- 13.1 Project IRR, Pay Back period 24.60%
- 13.2 Estimated net increase in income to : 9000 baht per
members as a result of project member
activities.
- 13.3 Additional employment to be generated
(in what specific fields)
- 200 member farmers and their families will get
additional employment and income.«
- 13.4 Other direct/indirect benefits to members
- risk from other crops will reduce.
- income of members will increase.
- forestration in the area will be promoted.
- 13.5 Expected impact on the cooperative : The coop will
implementing the project. have additional
activity to market
mangoes of their
members.

14. EXTERNAL ASSISTANCE NEEDED:

- 14.1 Technical assistance /services of experts
for project preparation and its implementation.
- Technical assistance needed for export of mango.
- 14.2 Training facilities within the country/
abroad. Yes, training to farmers needed for
growing good quality mangoes.
- 14.3 Assistance in marketing the products
locally / abroad.
- needed for marketing the produce abroad.
- 14.4 Funds needed from external sources: nil

14.5 Assistance for setting up plant and: no machinery.

14.6 Whether external assistance needed for: no managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR
- FEASIBILITY STUDY
- GRANTS
- IMPORT OF MACHINERY.

Country: THAILAND.

Project No. ICA/J89/90/THAI.7

NAME OF PROJECT

SERICULTURE PROMOTION AND RAW
SILK PRODUCTION PROJECT

1. PROJECT PREPARED BY: MS. JANSUDA WATCHARAYON

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: Population: 89,092
280,326 Rais, 300 members
consisting of 11 groups
producing mulberry in
5000 rais.

2.2 Present income level of the area:: 4,000 bahts per year

2.3 Present income level of coop members: -do-

2.4 Commodities grown, present pattern of : Paddy, casava,
processing/marketing. animal raising,
jute, groundnut.

2.5 Present source of raw materials: From members

2.6 Returns to producers: Very poor.

2.7 Justification for the need for changing: Introduction of
present pattern of productivity, sericulture
processing/marketing. will provide
alternative
vocation to
farmers and
increase their
i n c o m e
manyfold.

2.8 Anticipated project benefits : Additional vocation to
farmers, increase in
their income.

2.9 Constraints: Fluctuation of casava price makes farmers income uncertain, cooperative services are poor and middlemen exploit farmers to the core.

3. Objectives.- to provide additional source of income to farmers and to increase their earnings.
to promote new occupation in the area,
to increase indigeneous production of silk yarn and save foreign exchange of imports.

4. NAME AND ADDRESS OF COOPERATIVE: CHAKARAJ COOP. LTD.
RESPONSIBLE FOR THE PROJECT CHAKARAJ DIST. THAILAND

4.1 Present Society Membership/: 1600 members (0.5%)
Membership coverage to total population.

5. PLANNED PROJECT ACTIVITIES CULTIVATION OF MULBERRY AND REARING SILK WORM, SETTING UP SILK REELING FACTORY.

5.1 Details on backward, forward, and horizontal linkages. training to each member for 35 days by Govt. Factory, distribution of loan in the form of inputs, cooperation with Bhimal Coop to gain from their experience.

6. IS THE PROJECT AN ADDITIONAL ACTIVITY: OR EXTENSION/EXPANSION OF PRESENT ACTIVITY. Additional activity

7. ESTIMATED VOLUME OF COMMODITIES : 43,200 kg of raw
TO BE HANDLED/INPUTS. silk.

7.1 Channels for securing Inputs.: Inputs to be secured from CPD and other supporting agencies engaged in promotion of sericulture.

7.2 Channels for marketing within: The finished products to
the country. be sold to silk fabric manufacturers through traders.

7.3 Expected volume of marketable: 324,000 kg of cocoons
surplus.

- 7.4 Expected turn-over.: Baht 48.5 million
- 7.5 Expected import substitution.: Import to get reduced by 43 tons from the total import of 1,175 tons in 1987 saving foreign exchange for the country.
8. EXPORT POTENTIAL, IF ANY.: Export only for silk fabric and not yarns.
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: a. 45.99 million baht for sericulture by the farmers,
b. 19.83 million baht for processing factory.
- 9.2 Owned capital.: 3.85 million bahts.
- 9.3 Domestic cost component.: 100%
- 9.4 Foreign cost component.: nil
- 9.5 Member contribution for this project :
Additional shares/deposits.: 3.31 million baht
- 9.6 Loans/sources of such loans.: 12.65 million baht.
loan from BAAC.
- 9.7 Government contribution if any in the:45.99 million baht
form of subsidy/grant/soft loans soft loan from govt.
- 9.8 Government or government sponsored : CPD will support.
agency support for technical and managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: STEAM BOILER, SILK REELING MACHINES.
- 10.1 Type of Machinery Automatic
- 10.2 Whether locally available.: yes
- 10.3 Whether to be imported.: no
- 10.4 Whether local agents available for: n.a.
imported items.

10.5 Whether similar plant operating : A number of silk
in the country/or area of operation workikng in Thailand
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel 72
required:
Technical: 10
Administrative: 6
General: 56

11.2 Whether technically qualified yes
personnel locally available.

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1991-94 (sericulture
and setting up of
processing factory)

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 4th year
to be achieved by:

12.4 Any second phase contemplated: no
for further expansion in activities
or new additions to project activities.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 27.85%, 4 years

13.2 Estimated net increase in income to : 97,200 baht
members as a result of project activities.

13.3 Additional employment to be generated
(in what specific fields)

- 300 farmers to get full time employment in
sericulture.

13.4 Other direct/indirect benefits to members

- The import of silk yarn will be reduced.
- Sericulture industry will help growth of fabric
and other export oriented activities.
- Farmers will be able to diversify their farming
and add to their income.

13.5 Expected impact on the cooperative implementing the project.

- The cooperative will be able to serve its members in a better way by diversifying its activities and setting up processing unit will provide value addition.

- | | | |
|------|--|-----|
| 14. | EXTERNAL ASSISTANCE NEEDED: | Yes |
| 14.1 | Technical assistance /services of experts: for project preparation and its implementation. | nil |
| 14.2 | Training facilities within the country/ abroad. | yes |
| 14.3 | Assistance in marketing the products : locally / abroad. | no |
| 14.4 | Funds needed from external sources: | nil |
| 14.5 | Assistance for setting up plant and: machinery. | nil |
| 14.6 | Whether external assistance needed for: managing the plant. | nil |

COMMENT; EXTERNAL ASSISTANCE NEEDED FOR

FEASIBILITY STUDY
GRANTS
IMPORT OF MACHINERY

Country: THAILAND

Project No. ICA/J89/90/THAI.8

NAME OF PROJECT

SOYABEAN PROJECT

1. PROJECT PREPARED BY: MS PORNRUT SAITONGSUK

Participant of the FOURTH ICA/JAPAN Management Training Course.

2. JUSTIFICATION:

2.1. Area, Population, target group: 890 SQ.KM , 18,495 rais under soyabean.

2.2 Commodities grown, present pattern of : Paddy, soyabean processing/marketing

2.3 Present source of raw materials: Soya bean sold to processing units in raw form.

2.4 Returns to producers: Baht 9 per kg, poor.

2.5 Justification for the need for changing: Value addition present pattern of productivity by soyabean processing/marketing. processing will fetch better prices to farmers.

2.6 Anticipated project benefits in brief. -do-

2.7 Constraints.-
1. Uncertainty of market prices,
2. Perishability of commodity,
3. shortage of irrigation,
4. high cost of input supply.

3. OBJECTIVES.:
1. To add value to soyabean produced by farmers,
2. to give better prices for their produce by collection at farmgate and payment of patronage rebates.
3. Promote soyabean production with a view to reduce imports.

4. NAME AND ADDRESS OF COOPERATIVE: RESPONSIBLE FOR THE PROJECT
 SAN PA TONG
 AGRICULTURAL
 COOPERATIVE LTD.
 CHEANGMAI.THAILAND
- 4.1 Present Society Membership/: 6,267, (31.43%)
 Membership coverage to total
 population.
- 4.2 Volume of Business/Commodities : 109 million baht.
 Handled.
- 4.3 Services to members:goods/services:Rice mill,
 warehousing, credit
 deposits, input
 supply, extension
 services, consumer
 goods supply.
5. PLANNED PROJECT ACTIVITIES: TO SET UP FACTORY FOR SOYABEAN
 PROCESSING.
- 5.1 Details on backward, forward, : Soyabean processing,
 and horizontal linkages. credit, input supply,
 farm guidance, collection
 of produce, marketing
 services, irrigation and
 technical knowhow,
 transport of produce
 and sale.
6. IS THE PROJECT AN ADDITIONAL ACTIVITY: Additional activity
 OR EXTENSION/EXPANSION OF PRESENT
 ACTIVITY.
7. ESTIMATED VOLUME OF COMMODITIES : 17000 tons.
 TO BE HANDLED/INPUTS.
- 7.1 Channels for securing Inputs.: CPD will arrange farm
 guidance, training and
 other production inputs
 from government and
 private agencies.
- 7.2 Channels for marketing within: Society to supply raw
 the country. material to private oil
 mills for further
 processing.
- 7.3 Expected volume of marketable: 4150 tons in San Pa Tong
 surplus. district, 9948 tons in
 Chiangmai province.

- 7.4 Expected turn-over.: 180 million bahts.
- 7.5 Expected import substitution.: Soyabean and soyacake is imported at present. Indigeneous production will help reducing import to that extent.
8. EXPORT POTENTIAL, IF ANY.: Nil
9. SOURCES OF FUNDS
- 9.1 Total Project Outlay.: 140 million baht
- 9.2 Owned capital.: To be met by own funmnds and loans.
- 9.3 Member contribution for this project :
- Additional shares/deposits.: Additional shares will be raised.
- 9.4 Loans/sources of such loans.: Loans to be raised from BAAC
- 9.5 Government contribution if any in the:CPD will help in arran form of subsidy/grant/soft loans ging training and farm guidance.
- 9.6 Government or government sponsored : -do- agency support for technical and managerial activities.
10. PLANT AND MACHINERY TO BE INSTALLED: SOYABEAN PROCESSING PLANT.
- 10.1 Type of Machinery AUTOMATIC
- 10.2 Whether locally available.: To be imported from China
- 10.3 Whether to be imported.: Yes, China
- 10.4 Whether local agents available for: yes imported items.
- 10.5 Whether similar plant operating : yes, in private sector
in the country/or area of operation
if so, the capacity and the products.

11. PERSONNEL:

11.1 Total number of project personnel required: 61
Technical: 10
Administrative: 10
General: 41

11.2 Whether technically qualified personnel locally available. yes

12. PROJECT IMPLEMENTATION SCHEDULE;

12.1 Preparatory works from - to: 1990-91

12.2 Project Life : 10 years

12.3 Maximum capacity utilisation : 3rd year
to be achieved by:

12.4 Any second phase contemplated: cattlefeed
for further expansion: manufacturing and
oil mill may be
taken up in the
second stage.

13. FINANCIAL RESULTS AND BENEFITS TO COOP MEMBERS:

13.1 Project IRR, Pay Back period: 29.5%, 3 years.

13.2 Estimated net increase in income to : Soyabean price
members as a result of project: p a i d t o
farmers will be
30% high.

13.3 Additional employment to be generated
(in what specific fields)

- Direct employment to 61 persons in the
processing unit.

13.4 Other direct/indirect benefits to members

- import substitution by developing local
production.,
- additional income to farmers,
- more protein rich commodity available for
people.

13.5 Expected impact on the cooperative
implementing the project.

- The activities of coop and turnover will be
doubled.

14. EXTERNAL ASSISTANCE NEEDED: YES
- 14.1 Technical assistance /services of experts for project preparation and its implementation.
 - Technical assistance needed from China for soyabean processing.
- 14.2 Training facilities within the country/ abroad.
 - Training to technical staff needed from China.
- 14.3 Assistance in marketing the products : nil locally / abroad.
- 14.4 Funds needed from external sources:Funding for import of processing plant needed.
- 14.5 Assistance for setting up plant and: Assistance for machinery. setting up of plant needed.
- 14.6 Whether external assistance needed for: no managing the plant.

COMMENT; EXTERNAL ASSISTANCE IS NEEDED FOR

FEASIBILITY STUDY
 GRANTS
 IMPORT OF MACHINERY.

COUNTRY: THAILAND

Project No. ICA/J.90-91/ g (

Name of Project: PROCESSING PLANT
FOR FEED MIX MILL

1. Project Prepared by: MS. MAROUM SUTANUN
Participant to the 5th ICA
Japan Management Training Course
2. Justification:
 - 2.1 Area. Population Target group: Rongwang dist in Phrae Province.
72546 persons. 18563 households
 - 2.2 Present income level of area: Baht 10.000 per annum
 - 2.3 Present income level of coop members Baht 15.000 p.a.
 - 2.4 Commodities grown: Paddy. soyabean. field crops.
present pattern of No processing facilities
processing /marketing Marketing through coop.
 - 2.5 Source of raw materials: To members from coop
coop buys feed from private traders
 - 2.6 Returns to Producers:
 - 2.7 Justification for change: By establishing feed mill run by the
coop small farmers can purchase good
quality feed at cheap price
 - 2.8 Anticipated benefits to members: Farmers can enjoy benefits including
modern production techniques. vet.
services and get more value addition
 - 2.9 Constraints: Competition with well established
private company producing feed
3. Objectives: To increase income of coop members

3. Objectives:

4. Name of Coop implementing Project: RONGKWANG AGRICULTURAL COOPERATIVE
- 4.1 Present membership: 3.500 persons. 40.82 per cent coverage
- 4.2 Vol. of business/ commodities handled 720 m/t p.a.
- 4.3 Services to members: Supply of feed for piggery
5. Planned Project Activities: Establishment of pig feed processing plant for making feed from corn and soyabean and promotion of integrated linkages and promote member participation. Supply of inputs. credit. processing and marketing.
- 5.1 Details of backward, forward and horizontal linkages:
6. Is the project an addl. activity: An additional activity.
7. Estimated vol. of commodities to be handled / inputs
- 7.1 Channel for inputs: Basic rawmaterial is corn and soybean Members to supply to coop.
- 7.2 Channels for marketing: Marketing of pig feed by coop
- 7.3 Expected vol. of marketable surplus:
- 7.4 Expected turnover:

- 7.5 Exptected import substitution
8. Export potential if any nil
- 8.1 Channel of marketing aborad:
- 8.2 Estimated export turnover:
- 8.3 Benefits to members:
9. Sources of Funds:
- 9.1 Total project outlay: 1.415.000 baht
- 9.2 Owned capital: Baht 415.000
- 9.3 Domestic cost component:
- 9.4 Foreign cost component:
- 9.5 Member contribution :
addl shares/deposits BHT 415.000
- 9.6 Loans/sourcesof loans: Baht 1.000.000 from Bank for Agrl. and Agrl Coops. BAAC
- 9.7 Govt contribution/subsidy/
grants/soft loans
- 9.8 Govt support in technical
and managerial activities
10. Plané and Machinery tobe installed:
- 10.1 Type of machinery Dryers. crusher. feed mix mills etc
- 10.2 Whether locally available: Yes
- 10.3 Whether tobe imported: n.a.

10.4 Whether local agents available: n.a.

10.5 Whether similar plants operating/ Yes. with a capacity 720 m/t p.a. capacity to produce pig feed

11. Personnel:

11.1 Total no. of personnel: - 7
technical: + 1
administrative - 6
general

11.2 Whether technically qualified Yes personnel locally available:

12. Project Implementation Schedule:

12.1 Preparatory work: From July 1991

12.2 Project life: ten years

12.3 Max. capacity utilisation 35.868 kg by

12.4 Any second phase contemplated: Extension activities will be on basis of results of first phase

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: 38.98 per cent

13.2 Debt service coverage ratio: 3.07 p.c.

13.3 Estimated net increase to members: Feed will be supplied at lower rates

13.4 Addl. employment generation: 7 persons

13.5 Other benefits to members: Members will have increased income

13.6 Benefits to coop implementing project: Additional activity for coop strengthening bonds with members.

14. External Assistance needed:

14.1 Assistance for preparation
and implementation

no

14.2 Training facilities

available within country

14.3 Marketing assistance abroad:

.....n..a

14.4 Funds needed from abroad

Funds for purchase of machinery
needed

14.5 Assistance for setting up
plant and machinery

Yes. assistance needed for setting
up plant and machinery

14.6 External assistance needed
for management of plant

Training the manager will be
useful

COUNTRY: THAILAND

Project No. ICA/J.90-91/+) 10

Name of Project: INTEGRATED FARMING

1. Project Prepared by: MR SURYA THUMMAVARO
Participant to the 5th ICA
Japan Management Training Course
2. Justification:
 - 2.1 Area. Population Meung Phichit district. 631406 persons
Target group: 958 farmer mebers
 - 2.2 Present income level of area: Baht 3600 per rai for paddy growers
 - 2.3 Present income level of coop members -do-
 - 2.4 Commodities grown: Paddy. fruits.
present pattern of collection and marketing of paddy
processing /marketing through coop
 - 2.5 Source of raw materials: From members
 - 2.6 Returns to Producers:
 - 2.7 Justification for change: Members sell their paddy at
very low price and project
will help increase their incomes
 - 2.8 Anticipated benefits to members: Rice planting areas are getting reduced
support of project for integrated
project will help higher income
for members
 - 2.9 Constraints:
.....
Increase rice planing areas. encourage
farmers in adapting new agricultural
techniques to increase production
and utilisation of agrl. land through o
ut the year for better incomes
3. Objectives:

3. Objectives:

4. Name of Coop implementing Project: MEUNG PHICHIT AGEICULTURAL COOP
- 4.1 Present membership: 958 members
- 4.2 Vol. of business/ commodities handled: Baht 30.000.000
- 4.3 Services to members: input supply. like fertilizers and chemicals
5. Planned Project Activities:
- 5.1 Details of backward. forward and horizontal linkages: From paddy growing . encourage fruit growing. fish rearing and other integrated activities like provision of inputs and credit. processing and marketing.
6. Is the project an addl. activity: Yes. addl activity
7. Estimated vol. of commodities to be handled / inputs
- 7.1 Channel for inputs: From members and other connected institutions
- 7.2 Channels for marketing: by coop
- 7.3 Expected vol. of marketable surplus:
- 7.4 Expected turnover: 680 kg of fish and 682 kg of fruits

- 7.5 Exptected import substitution n.a.
8. Export potential if any nil
- 8.1 Channel of marketing aborad:
- 8.2 Estimated export turnover:
- 8.3 Benefits to members:
9. Sources of Funds:
- 9.1 Total project outlay: Baht 3.440.000
- 9.2 Owned capital: Baht 3.440.000
- 9.3 Domestic cost component:
- 9.4 Foreign cost component:
- 9.5 Member contribution :
addl shares/deposits
- 9.6 Loans/sourcesof loans:
- 9.7 Govt contribution/subsidy/
grants/soft loans
- 9.8 Govt support in technical and managerial activities Government authorities in the district will help
10. plant and Machinery tobe installed:
- 10.1 Type of machinery Farm machines from CPD
- 10.2 Whether locally available: yes
- 10.3 Whether tobe imported: no

10.4 Whether local agents available:

10.5 Whether similar plants operating/
capacity

11. Personnel:

11.1 Total no. of personnel:

technical:
administrative
general

11.2 Whether technically qualified
personnel locally available: yes

12. Project Implementation Schedule:

12.1 Preparatory work: August 191 to July 1992

12.2 Project life: 5 years

12.3 Max. capacity utilisation
by

12.4 Any second phase contemplated: stage 1 86 members, stage 2 172
stage 3 320 and stage 4 -650 members
will be covered.

13. Financial Results and Benefits to members:

13.1 Project IRR/pay back period: IRR 35.2 per cent. 5 yrs

13.2 Debt service coverage ratio:

13.3 Estimated net increase to members:

13.4 Addl. employment generation: 9 persons

13.5 Other benefits to members Members will have increased income.

13.6 Benefits to coop implementing
project Better functioning and more
member participation

14. External Assistance needed: no

14.1 Assistance for preparation
and implementation

14.2 Training facilities

14.3 Marketing assistance abroad:

14.4 Funds needed from abroad

14.5 Assistance for setting up
plant and machinery

14.6 External assistance needed
for management of plant