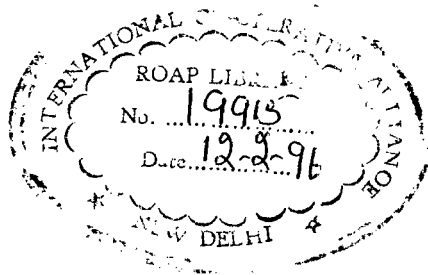


EC A01206



NINTH ICA\JAPAN MANAGEMENT TRAINING COURSE
1994/95

STUDY VISITS TO AGRICULTURAL COOPERATIVES
AND NATIONAL FOLLOW UP REVIEW WORKSHOP,
INDONESIA

MATERIAL DISTRIBUTED IN INDONESIA.

1. Study material prepared on cooperatives to be visited in Indonesia.
2. GKBI Batik coops in Indonesia
3. Village Unit cooperative KUD of Indonesia
4. Koperasi Susu Warga Mulya Dairy
5. Data on the development of cooperation in Kabupaten datu II
6. Data perkembangan KUD cepogo
7. Puspeta group
8. Role of banking in the development of cooperative and small scale credit in Indonesia
9. Puskud Meteram secondary level of village unit coops

Workshop

10. Questionnaires filled in by former participants
11. Establishment of a feedmill plant - status paper
12. Fattening and rearing ofv the frisian holstain calf management - status paper
13. Feed mill in Ciwidey district - status paper
14. status paper by Johny Prilyana
15. Integrated dairy farming business activities at KUD Tani mukti ciwidey, status paper
16. GKSI - a profile

Until the end of the Ninth course {1994-95}, 135 participants consisting of senior to middle-level managers responsible for agricultural cooperative development, men and women, have participated in the programme successfully. The programme has helped the participants to develop their management leadership skills besides providing their respective organisations with new ideas in improving upon the areas of management. As a part of their training they have also produced concrete, technically-sound and potentially-viable 133 project proposals in the agricultural cooperative sector "aiming at enhancing the participation and income of grass-roots level farmer-members". Several of these project proposals are already under implementation in various countries.

Because of the strong technical inputs made, the programme has been able to enhance the management capabilities of the participants. The course is extremely popular among cooperative managers and increasing demands are being made on the ICA to further broaden the scope of the programme. The user-organisations in the Region have also found the programme very useful, relevant and effective.

02. OBJECTIVES

The overall objective of the training programme under this Project is "to help strengthen and improve agricultural cooperative performance in the Asian region in order to bring about a qualitative and quantitative improvement in cooperative services to member-farmers at the grass-roots level with the ultimate objective of increasing member's income and ensuring his active participation in cooperative business".

These objectives are sought to be satisfied in the background of "Integrated Cooperative Development Strategies" aiming at strengthening the management of agricultural cooperatives, enhancing the participation of members in their cooperatives, and enabling the cooperatives to consider employing "value addition" methods to enable the basic farmer-members to increase their income. In agricultural cooperatives, value addition can be achieved through "agro-processing, effective marketing and providing extension/information services to the farmer-members" at the grass-roots level.

03. PARTICIPANTS

Fifteen {15} participants holding middle or senior level managerial positions in agricultural cooperatives and their supervising organisations are selected to attend this course. Participants for

**BACKGROUND INFORMATION
FOR STUDY VISIT**

**9th ICA/Japan Training Course for Strengthening
Management of Agricultural Cooperative in Asia
From 7 - 20 February 1995**

JAKARTA - INDONESIA

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Appendix "

- Map of Indonesia
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STUDY VISITS IN INDONESIA & NATIONAL FOLLOW UP
 REVIEW WORKSHOP FOR FORMER PARTICIPANTS FROM
 INDONESIA, 6 - 20 FEB 1995

=====

DAY/DATE	TIME	PROGRAM
Feb 06. Mon ✓		<p>Arrival in Jakarta of ICA, IDACA, CUAC and MAFF official Stay at Hotel Arcadia</p> <p>Jln. KH Wahid Hasyim No. 114 Jakarta</p>
Feb 07. Tue ✓	<p>FN</p> <p>AN</p>	<p>Meeting of ICA, IDACA, CUAC and MAFF official with DEKOPIN, INKUD, GKSI and DEPARTEMEN OF COOP & SMALL INTERPRISES at DEPT COOP.</p> <p>Arrival in jakarta of ICA/Japan 9th Course Participants Stay at Hotel Arcadia</p>
Feb 08. Wed ✓	<p>09.30 - 11.30</p> <p>11.30 - 12.00</p> <p>12.00 - 13.30</p>	<p>NATIONAL FOLLOW-UP REVIEW WORKSHOP OF FORMER PARTICIPANTS FROM INDONESIA at Auditorium of Dept Coop & Small Intr.</p> <p>Inaugural Session of the Workshop Introduction by Daman Prakash Welcome by President of DEKOPIN Statement by IDACA/CUAC/MAFF Inagural Address by Hon'able Minister for Cooperatives and Smal Interprises</p> <p>Tea break</p> <p>Stetements by User Organisations - DEKOPIN - GKSI - INKUD</p> <p>Lunch Break</p>

	13.30 - 14.30	Special talk by DRS. Sularso, Director General of Dept Coop " Cooperative Movement in Indonesia with Special Reference to Agricultural Cooperatives - Achievements and Problem
	14.30 - 15.00	Tea Break
	15.00 - 17.00	Presentation Status Papers by Former Participants of ICA/Japan Course from Indonesia
Feb 09. Thu ✓	09.30 - 12.30	IDACA REUNION PROGRAMME For Former Participants From Indonesia to IDACA At Auditorium of Depkop
	12.30 - 13.30	Lunch Break
	13.30 - 15.30	ICA Japan National Follow Up Workshop (cotd.)
	18.30	IDACA DINNER at Pulau Dua
Feb 10. Fri	08.00	Leave for Bandung Via Puncak by Bus
	✓ 10.00 - 11.30	Visit KUD Cipanas Lunch Box by KUD Cipanas
	✓ 15.00 - 16.30	Visit KUD Pasir jambu
	17.00	Stay at Hotel Paniisan, Bandung
Feb 11. Sat ✓	08.00	Leave For Study Visit
	✓ 10.00 - 11.30	Visit to IKOPIN (Indonesia Cooperative Management Institute) Luch Box

Visits

Course of work University

BANDUNGT - Non-Hindu most int. wif hall

Buro Buler - 700 Butha Temple 330 Buthas
33 Butha left cluster of Temples

Posambena Temple - 900 AD, Vikara in center
Choli period

Bohoms, Vishnu, figs, Nandi,
Mehishu sura mardhini, Gauri,
Apsaras,

Aranda opp. Vishnu (muy)
Nandi Btho shus

broken left ear / horn - full
form.

16 temples.

UPI opened by President Sukarno
Site renovation.

Unesco help. 28 countries
helped renovation. 28 million

spent

Ad Ticket 1000 Rp for Indonesians

4000 for foreigners.

GIASA MADA University - "Giswaha" is the
Symbol of University

	12.00 - 14.00 14.00 - 15.30 18.30	Visit KUD Sinar Jaya (include PUSKUD) Visit Milk Treatment GKSI Return to Hotel Diner by PUSKUD Jabar
Feb 12. Sun	FN AN	Sight- Seeing in bandung Area 1. Tangkuban Perahu 2. Ciater Free in Bandung
Feb 13. Mon	07.00 <i>IDRA dinner</i>	Leave for Yogyakarta by Bus (10 hrs) Stay at Hotel sahid Garden
Feb 14. Teu	06.00 09.00 - 11.00 12.00 - 13.30 13.30 - 15.00 15.30	Leave to Study Visit Visit to KUD Cepogo Lunch Box by KUD Cepogo Visit to KJUB PUSPETASARI (vannila and Forniture) Visit to KOPTI "Soyshen Crea Coop" Prambanan Temple Return to Hotel
Feb 15. Wed	09.00 - 11.00 11.00 - 13.00 14.00 - 16.00 18.30	PUSKUD - Wholesaling - Retailing Visit KUD Warga Mulia Lunch Box by KUD Warga Mulia Visit to KOPMA <u>Gajah Mada</u> University Forrewell Party by PUSKUD YOGYA at Hotel Sahit Garden

MR. SURASO

IKPM

JL. SURASO 21

JAKARTA 10030

Fso 31009595

Tel 3100448

Home 8463261

Feb 16. Thue	08.00 ✓	Leave to Borobudur Temple by Bus Depart for Jakarta from Borobudur (10 hrs) Stay at Hotel Arcadia
Feb 17. Fri	✓ 13.30 - 15.00 18.30	Supplementary Information ✓ National Batik Cooperative Indonesia ✓ BUKOPIN ✓ Training Structure in Indonesia By PUSLATPENKOP ICA Dinner at <u>Natrabu Resturant</u>
Feb 18. Sat	07.30 09.30 - 11.00 ✓ 11.00 - 12.30 ✓ 13.00 - 15.00 ✓	Visit to the Following : - KPS Bogor - Kopti Bogor Lunch Box by KOPTI Safari Garden Return to Hotel
Feb 19. Sund		✓ Free Optional Visit to <u>Ancol, Taman Mini</u>
Feb 20. Mon	09.00 - 12.00 ✓ 17.00	✓ Concluding Session ✓ Reporting by Participants ✓ Comments From Resource Persons ✓ Concluding Statement Group Departure for Tokyo by Evening Flight

**GENERAL INFORMATION OF
AGRICULTURAL COOPERATIVE MOVEMENT
IN INDONESIA**

I. I N T R O D U C T I O N

A. HIGHLIGHT OF INDONESIA

Indonesia is tropical country with 13,667 islands which has a total territory of 5,193,250 sq.km with 2,027,087 sq. km land territory. The five largest islands of Sumatera, Java, Kalimantan, Sulawesi and Irian Jaya cover 92 % of the country's land area. The total population is 185 million which is concentrated (around 60 %) in the island of Java which has only 6.6 % of the total land area.

The Republic of Indonesia which was proclaimed on 17 August 1945 has 27 province, 243 Districts and 77 cities, 3,341 sub distritcs and 57,850 villages.

B. THE COOPERATIVE MOVEMENT IN INDONESIA

Developing cooperative movements in Indonesia is a must. According to the Indonesian 1945 Constitution article 33(1): "the economy shall be organized as a joint endeavour based upon the principle of brotherhood." Indonesia has Cooperative Law No. 25 / October 1992 to implement the constitution.

Therefore the development of the Co-operative movement in Indonesia is not only the task of the people, but also the Government. The role of cooperative is mainly:

1. Developing the economic potential for business activities based on people participation and solidarity, and the implementation of economic democracy.
2. Creating activities which could achieve equitable distribution of welfare.
3. As one of mechanisms for poverty allevation.

While the role of the Government in the national co-operative development is mainly:

1. Creating a conducive and an enabling environment for cooperatives to develop.
2. Providing: guidance, extension, education, necessary facilities and business protection.

The total cooperative movement in Indonesia is about 40,000 coops in 1992 with the total members of 26,460,000 persons. The agricultural coops increased from 7,827 coops in 1988 to 8,873 by the end of 1993.

C. AGRICULTURAL COOPERATIVES

The agricultural co-operatives in Indonesia is usually identified as Village Unit Cooperative (KUD), which is multi comodities/ multi purpose co-operative. However, there are some single commodity co-operative (e.g. dairy, fishery, poultry, handi-craft, flower, vegetables, etc.)

II. VILLAGE UNIT CO-OPERATIVE (K U D)

A. GENERAL DESCRIPTION

Village Unit Cooperative (KUD) is the rural / village co-operative, characterized by multi business and services activities, which have farmers as the members, and whose main activities are in the agricultural sector.

The main function of KUD are:

1. Distributing farm production inputs.
2. Providing, allocating and distributing credit.
3. Collecting, processing and marketing of members' produce.

The Structure of KUD Organization usually consists of:

1. Board of Directors: Chairman, Secretary and Treasurer are elected by members every 5 years.
2. Board of Supervisors, usually 3 persons are elected for a period of 3 years. At each annual meeting the members elect 1 person to replace 1 of the board member.
3. Advisory Board consists of local Government officials or persons who have very good knowledge or capabilities in the rural societies.

B. THE BUSINESSES OF KUD

KUD's Board of Directors with the employee they appoint have the responsibility to run the daily activities of the organization.

The KUD's activities can be divided into two types, which are:

1. Program:

- a. Credit Intensification Program (KUT)
- b. Sugar Cane Intensification Credit (TRI)
- c. Rice Procurement Credit (Pangan)
- d. Clove Procurement Credit.
- e. Fertilizer Distribution Credit.

2. Non Program:

- a. Existing and potential economic activities in selected area.
- b. Sectors: Agriculture, Estate, Livestock / Dairy, Fisheries, Handicraft, Home Industries, and other service activities.
- c. Export commodities (e.g. manioc, vanilla, woods, etc.)

Generally KUD's activities are combination of the 2 types above.

The volume of KUD's business at the end of 1993 was about IDR 6,683,400 million with the total margin (SHU) of about IDR 77,300 million. The big 4 provinces which have highest business volume are: East Java, South Sulawesi, Central Java and West Java.

The performance of KUDs by provinces, as reflected by the number of KUDs, members, business volume and their margin, is presented in table 1. From the table, it is shown that 24 % of KUDs are located in the island of Java which generates 48 % of total business volume and has 67 % of the total KUD members.

C. SELF RELIANT KUD

There are 13 criteria for self reliance of KUDs issued by Dept. of Cooperatives:

1. Minimum membership 25 % of total rural household.
2. Services to the members should cover 60 % of business volume.
3. Annual members' meeting should be conducted for 3 years consecutively.
4. The Board of Directors and the Board of supervisors should consist 5 and 3 persons respectively and should be elected by and from the members.

5. Minimum equity IDR 25 million.
6. Financial statement: Unqualified opinion.
7. Business Plan deviation: 20 - 50 %
8. Sound Financial ratio (rentability, solvability and liquidity).
9. Turn over minimum IDR 250,000.00 each member.
10. Gross revenue minimum equal to total expenditure.
11. Sound management of all business facilities owned.
12. No manipulation.
13. No uncollectable bad debt.

By the end of Pelita V (1989 - 1994) there are more than 5,000 self reliant KUDs. Within Pelita VI (1994 - 1999) the target is that: a minimum one self reliant KUD in every district should have the status of a "Leading Self Reliant KUD" which will act as the center of development for other KUDs.

The criteria above is a basic requirement for initiating start-up of the self reliant cooperative business. The next step is that the cooperative should reach the condition that the cooperative is fully responsible for making its business policies and incharge of their implementation through management of its business operations financed with resources primarily from its own sources.

This condition is identified to be as follows:

1. The policy and decisions originate from, and are implemented by cooperatives without interference from outside.
2. Commodities and produce marketed by cooperative are directly related with production and consumption needs of its members.
3. Working capital is sufficient to run business economically, and most of the capital used is generated by the cooperative and its member.
4. Wanted and needed services to members are provided, and still, a net surplus is left enabling the cooperative to set aside statutory funds for further development.

Table 1. KUD Performance:

PERFORMANCE OF VILLAGE UNIT COOPERATIVE, 1993

PROVINCE		Nos. KUD (Org'tion)	Nos. MEMBER (Person)	BUSINESS VOLUME (IDR million)	MARGIN (SHU) (IDR million)
1.	D.I. ACEH	387	124,150	182,900	1,240
2.	NORTH SUMATERA	557	325,700	394,050	930
3.	WEST SUMATERA	396	207,000	101,150	1,930
4.	RIAU	480	111,000	46,500	1,780
5.	JAMBI	337	82,500	63,400	3,000
6.	BENGKULU	203	51,700	41,600	1,420
7.	SOUTH SUMATERA	632	550,800	106,300	1,900
8.	LAMPUNG	282	244,900	127,500	620
9.	D.K.I. JAKARTA	0	0	0	0
10.	WEST JAVA	762	3,988,300	758,950	11,760
11.	CENTRAL JAVA	575	2,414,300	977,750	3,470
12.	D.I. YOGYAKARTA	61	296,350	93,450	630
13.	EAST JAVA	745	2,309,100	1,364,300	9,540
14.	BALI	90	253,100	129,050	1,670
15.	WEST NUSA TENGGARA	134	239,750	535,200	3,850
16.	EAST NUSA TENGGARA	150	157,050	39,550	440
17.	EAST TIMOR	68	38,350	19,350	600
18.	WEST KALIMANTAN	309	121,000	26,650	1,100
19.	CENTRAL KALIMANTAN	274	80,650	18,500	750
20.	SOUTH KALIMANTAN	265	86,100	34,300	930
21.	EAST KALIMANTAN	411	80,000	15,600	260
22.	NORTH SULAWESI	290	376,750	47,500	810
23.	CENTRAL SULAWESI	236	115,900	49,400	1,150
24.	SOUTH SULAWESI	513	1,031,700	1,082,750	10,830
25.	SOUTH-EAST SULAWESI	254	89,850	65,050	2,280
26.	MALUKU	222	61,650	341,100	13,560
27.	IRIAN JAYA	240	55,850	21,300	840
TOTAL		8,873	13,493,500	6,683.150	77,290

Source: Directorate General Village Cooperative Promotion
Departement of Cooperative and Small Business Promotion
(1994)

D. BUSINESS PROGRAM

To speed up the cooperative businesses, President Suharto in 1978 established Junior Minister for Cooperative, which was previously only Directorate General of Cooperatives under Ministry of Trade. In 1983 the Junior Ministry for Cooperatives become a Full Ministerial. Since 1993 the ministry has become Ministry of Cooperative and Small Business Promotion.

In a special occasion the President suggested that the cooperative and private companies should have mutual partnerships in business activities in order to strengthen the Indonesian economic structure.

1. Large Private Companies should have partnership with cooperatives with the priority to those which have a close business relationship or which are located near to the Companies or with the employee cooperative of its company.
2. State owned companies (BUMN) should have similar relationship with cooperatives and small business enterprises, with emphasis of improving managerial skills, expertise and other areas of weaknesses.

KUD business activities continue to be of program and non program types as mentioned earlier. However there is a tendency for business partnerships between cooperatives and private companies to be of two types, e.g. Joint Venture (setting up a new company) and Joint business (tradings, supply and distribution) other than Nucleus Estate Business which was introduced years ago.

III. D A I R Y C O - O P E R A T I V E

A. BRIEF HISTORY OF DAIRY FARMING

Introduced by the Dutch Societies at the end of 19th century.

Destroyed during the second world war.

Re-established by individual farmers after independence.

During 1948 - 1969, farmers tried to form co-operatives, but most were not properly organized, with no infra structure developed and no marketing network.

Private Milk Processing Plants were built during 1969 - 1975 using 100 % imported raw materials which killed most local dairy farmers' business.

Government realized that there was a chance for developing local dairy farming business since the established milk processing industries could absorb fresh milk supplied by farmers locally.

In 1978 - 1979 seminars, workshops, meetings, and studies were carried out by the Government, farmers, and private milk industries. It was agreed that Indonesia could develop the dairy farming business intensively as a way of poverty alleviation in rural areas. It should be carried out by farmers organized in cooperatives.

In 1979 The Union of Indonesian Dairy Cooperatives (GKSI) was established.

The Government consequently supported and created a conducive environment for dairy farming business to develop.

Within 1979 - 1983 about 54,000 head of dairy cows were imported from Australia and New Zealand and provided to 42,000 farmers in 8 provinces. This was done through a credit scheme, involving long term and low interest rates.

Marketing of milk produced has been effectively arranged by the Private Milk Industry Association (IPS) and GKSI, with the Government as the referee, so that no milk produced by farmers is unsold.

B. DAIRY CO-OPERATIVE DEVELOPMENT

Before the Government decided to develop dairy farming business at the end of Pelita II (1979) there were only 2 dairy cooperatives, both with less than 1,000 dairy farmers. After the importation of dairy cows, many cooperatives diversified their business unit by opening dairy units and becoming GKSI members. The cattle were provided directly to the farmers through cooperatives utilizing a credit scheme.

In 1982 the Third Ministerial decree was issued concerning a milk ratio policy which regulated the importation of raw material of milk. The ratio was based on the national demand and the domestic milk production. In 1982 the ratio was 1: 20 which meant that for every liter of domestic milk absorbed by private milk companies, the companies were allowed to import an amount equal to 20 liters of raw milk material.

The ratio was flexible depending on the national demand and national milk produced. The policy guaranteed the marketing of locally produced milk and therefore that the farmers have the security in their business.

On January, 15th 1985, the Presidential Instruction No 2 was issued re: The Coordinative Guidance for National Dairy Development. This instruction stipulates that the dairy farming business should be carried out through co-operative movements.

Also, the instruction is the basis for the establishment of the National Dairy Technical Team which consist of ministerial institutions and government bodies related to dairy development. This team is chaired by the Director General of Livestock Services, Departement of Agriculture.

Because the Government consequently created a conducive environment for the dairy farming business to develop, and a good relationship between all parties concerned (GKSI, IPS and other related business), dairy development grew rapidly and creating new problems.

Dairy development through the cooperative movement can be seen on the table 2:

Table 2. Dairy Cooperative Development:

	1977	1983	1989	1993
Number of coops.	2	174	190	203
Number of farmers.	980	42,000	74,000	80,000
Number of cattle (000 heads)	-	141	250	295
Milk Sales (000 ltrs)	1,300	79,200	250,000	325,000
Man power absorbtion (000)	-	37	117	120
Milk Price from IPS (IDR/kg)	70 - 105	300 - 328	440	575
Farm gate price (IDR/kg)	40 - 80	240 - 275	330 - 400	430 - 535
Local to Import Ratio	Unlimited	1 : 5	1 : 1.7	1 : 2
Devisa Saved (USD 000)	-	22,300	62,500	87,500

Source: GKSI (1994)

From the table above, it is obvious that dairy development has occurred quickly. Milk production, cattle population and farmers' income have already been increased. However, due to the fast development and the required infra structure could not keep pace and there are problems faced by the farmers, e.g. lack of knowledge, technical skills and farming management capabilities, inefficient of use their income.

Dairy business in Indonesia follows an Agribusiness pattern which consists of 3 sub-systems. These are:

1. Pre-production sub-system which includes the activities of feeding, medicine, equipment, and breeding.
2. Process-production sub-system consisting of mainly dairy farming management activities, input supply distribution, milk collecting, training and extension.
3. Post-production sub-system which consists of distribution, transportation, processing and marketing.

The Agribusiness pattern is applied with the subsidiary principle that GKSI and its members have complementary functions and roles that support each other.

C. FURTHER DAIRY BUSINESS DEVELOPMENT

Dairy farming business has provided a contribution to the National Development program especially that connected with poverty alleviation of the people living in villages. Dairy business provides certain and continuous income for the farmers, compared with other agricultural commodities which yield mostly seasonal income. Therefore this business should be maintained and continuously developed.

Dairy farming business in Indonesia has already been socially acceptable, technically feasible, economically viable, with positive environmental effects and politically supported by the Government. However, due to the global economic influences within the recent 5 years, the margin that the farmers receive has been reduced.

The price of milk increased less than national inflation rate, while the price of inputs of production increased more than the inflation rate. In addition the commercial interest rate is higher. Local breeding and rearing for replacement do not occur effectively, while the price of imported cows is expensive.

Realizing that some problems arose as the side effect of rapid development and improperly prepared infra structure, dairy cooperatives (GKSI) with the Government concerned (DGLS and Dept.Coop) has tried a consolidation program which focuses on:

1. Pre-production sub-system: breeding, rearing / raising, feeding and technical services.
2. Process-production sub-system: strengthening cooperative organization, human resources development.

3. Post-production sub-system: increasing processed milk marketing, closer partnerships with Private milk industries and joint ventures.

For a sustainable dairy farming business, dairy co-operative still need some financial support, technology inputs and qualified / capable human resources, and better systems of information.

10/2
1/5

PROFILE
VILLAGE UNIT COOPERATIVE "CIPANAS"
(KUD CIPANAS)
CIANJUR, WEST JAVA PROVINCE

10/2 FN

Mr. Isorella-Liu, President

BoD - 3 persons

Secretary from Dept

Supervisory Board - All farmers

MPCs - Activities - credit, input supply, dairy

DP - Brief on the Programme - 'Agr. Coops'

3 purposes consolidate farmers - Coops.

- " - Local resources

- " - food stock.

channels for distribution / procurement

Existing Coops reorganized into MPCs.

'Coops' mentioned in the constitution to achieve
self sufficiency -

KUDS - 9000 - 26 million members.

Member farmers → BoD → Supervisors / Auditors
'GM' (Board of Advisors)

BoD appoint members - to achieve objectives -

Govt sets target for each KUD

KUD electricity bill

"CIPANAS" VILLAGE UNIT COOPERATIVE
(KUD CIPANAS)

=====

I. Historical background.

KUD Cipanas is situated at jalan Tegal Sapi 18 km north of Cianjur. This KUD was formed through an amalgamation of a multipurpose cooperative in the sub district Pacet under Presidential Instruction No 4 of 1973 it gained its legal status no 5532 A/BH/DK-10/11 dated March 1973. The latest registration number they have is 5532 B/BH/KWK-10/7 dated 30 November 1988.

On September 1991 KUD Cipanas was awarded a self-sufficient KUD by the Minister of Cooperative.

Geographical data :

Altitude : 1100 above sea level

Rain : 3042 mm/year

Number of rainy days : 263 days/year

Maximum temperature : 24,2 Celcius

Minimum Temperature : 16,3 Celcius

Humidity : 88 %

Wind direction : North east (rainy season) and west (dry season)

Organization.

Board of Director for 1993 - 1997

Chairman : Mr. Kamaludin, S.

Secretary : Mr. Edi Tjoetjoe

Treasurer : Mrs. H. Hasanah Apang

MRF
MCL - 1 million Rpbh 10% Intt
Mw 100,000 Rpbh

60
9
360
540
1000 Women Members.

60 x 8 x 7 = Deposits from non-Members 3000000
56 3360 \$ BOD prepares business plan for optimum
Ability

Forum group themselves assess their credit require-
ments for business plan
Group provides extra service.

Board of Supervisor for 1994 - 1996

Chairman : Mr. Acep Buchori

Members : 1. Mr. Syarifudin Dani
2. Mr. E Sumarno

Employee

Manager : ~~Yoyo Malyogi~~ KESASIH.

Number employee : 47 employees

II. Development of KUD Cipanas

1. Membership and saving

Year	Member	Total saving (Rp)
1989	1,652	20,754,727.2
1990	2,166	25,271,227.2
1991	2,415	36,239,617.2
1992	2,459	62,942,516.5
1993	<u>2,490</u>	<u>68,360,225.0</u>

2. Business volume and Surplus

Year	Business volume (Rp)	Surplus (Rp)
1988	556,398,871	16,332,540
1989	1,169,696,742	65,281
1990	1,228,443,017	12,448,774
1991	1,954,223,560	13,975,838
1992	1,935,579,027	10,115,435
1993	1,979,848,544	7,298,323

III. Business Activities

- Unit of dairy cattle and marketing milk
- unit of Distribution of fertilizer
- Unit of Milk Transportation
- unit of farming input Saply
- unit of saving and Loan
- Unit of market Centre of vegetable
- Unit of Electrical Bill payment Service
- Unit of Rural Credit
- Unit of Decoration plants
- Unit of consumer store

Business expansion plan :

- Collaboration with APEGTI in the suply flur and sugar for trader in the market Cipanas.
- Suply of cement, collaboration with PUSKUD of west Java and PT semen Cibinong.
- Convection, for which KUD Cipanas has bought 30 sewing machines.
- Contraction services

IV. Facilities owned by KUD Cipanas

A. Bussines facilities

1. Office Building include a meeting hall
2. Old office building
3. Cooling Unit building

B. Transportation

1. one milk tank of 7,000 liter
2. One truck for fertilizer
3. Two light truck for milk collection
4. 2 (two) motor cycle
5. Three cooling unit
6. One electric generator.

V. The Key For The Succes

1. The cooperative spirit among board members, board of supervisor and all members to make the cooperative the main pillar of economy
2. Coordination and coolaboration among institutions engaged in integrated development process.
3. Self relieence and readiness in facing obstacles and solving problems.

VI. Operational Area

The operational area covered 12 villages viz : Cibodas, Ciherang, Ciloto, Cimacan, Cipendawa, Ciputri, palasari, sindanglaya, Sindang Jaya, gadog, Sukatani and Cipanas.

10/2

PROFILE
K U D "PASIR JAMBU"
BANDUNG, WEST JAVA PROVINCE

10/2
95

Chairman

AP

Manager

- 4 people provided input in collaboration with a non-part of n.
- Subsidy of vegetable thru. Haryana market check provides farm funded price to farmers
- Farm Tools production & sale
- Green Tag - increase income of farmers.
- Profit belong to members / decided by them distribution also.
- direct purchase thru. negotiation of product as per norms / recommendations made by the Dept
- Value Addition - Tag export sold in raw form - now processed & sold for better price, export of veg. to Japan,
- Electricity bill payment service - 250 Kph has bill Commission from the electricity bill Co. but bill
- Social services undertaken by Dept.

"PASIR JAMBU" VILLAGE UNIT COOPERATIVE
(KUD PASIR JAMBU)

=====

I. Background.

KUD Pasir Jambu was founded in 1973 and was awarded legal status No. 6399/BH/DK-10/20 in 1976.

As self supporting KUD Pasir Jambu is engaged in activities such as animal husbandry, agriculture, consumer supply, tea plantation, black swith, saving and loan and electric bill pyment service.

The KUD is in service to its members who live in 10 villages with 1,440 ha of paddy fields, 2,642 ha dry land cultivation, 6,300 ha forest and 102 ha house yard.

II. Organization.

1. Board of Director & Board of Supervisor is managed by the Board of Director which consists of :

✓ Chairman : H. Nanang Wirasasmita
Vice Chairman : Endang Sunarya
Secretary I : Dadang Suhayat SH
Secretary II : Dasuk Sudarlan
Treasurer : Yayat Sudyat W

The Board of Supervisor

Chairman : D Sutarli
Members : 1. Yoyon Romalan
 2. Omar Mansyur

The Board of Advisor

1. TB. bambang MS
2. yaya Sunarya
3. K.H. Nursyahroni

2. Manager employees membership and saving development.

In order to run the business of the cooperative KUD Pasir Jambu has employed a Manager and 90 staff members consisting of 75 males and 15 females.

Development of membership and total saving

Year	Membership	Total saving (Rp)
1990	5,344	387,175,916.75
1991	5,604	431,122,635.69
1992	5,412	442,771,227.25
1993	5,646	461,354,766.75
1994	5,743	471,981,700.75

III. Business Activities.

a. Development of volume of business and profit

Year	Volume of Business	P r o f i t
----- --- million rupiah ----		
1990	3,472.8	40.08
1991	3,763.3	42.87

1992	3,489.7	48.51
1993	4,508.9	49.73
1994	2,032.9 4958	32.22 67.28

b. Development of milk production and population

Year	Population (head)	Production (litre)

1990	2,476	5,400,871
1991	2,646	4,514,744
1992	2,821	4,135,435
1993	2,497	5,169,102
1994	2,492 2924	2,990,246 6250

c. Development of feed production

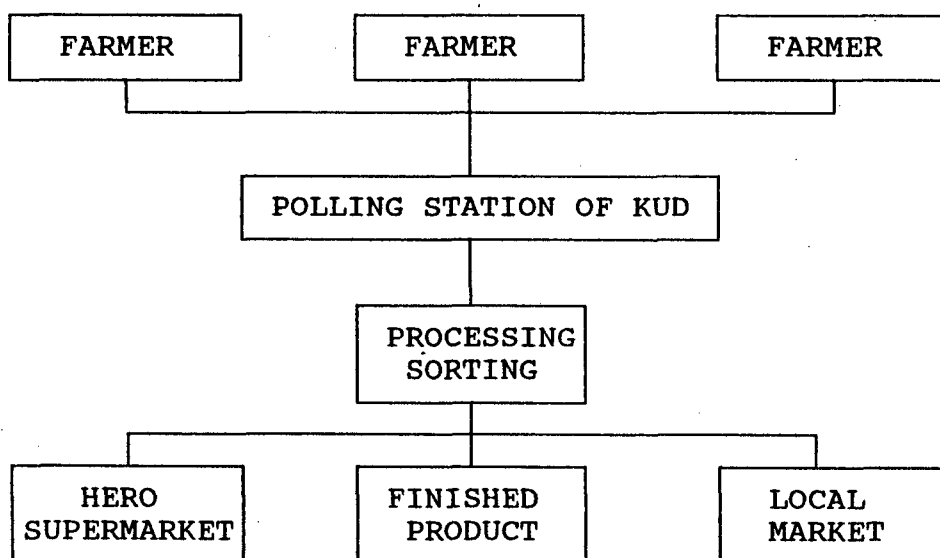
Year	ammount of feed (Kg)

1990	2,346.466
1991	2,820.000
1992	1,924,999
1993	1,895,196
1994	1,033,020

e. Agriculture

In order to expand vegetable business a collaboration is carried out between KUD and Hero group. For this purpose Hero group has built a grading and sorting centre. Vegetable product is sent by the farmers, then pooled and sorted by the KUD before shipment to various hero supermarket or other

Marketing chart of vegetable/product



Figures on marketing of product to hero group

Year	Total of product
1990	26,800 Kg
1991	81,784 Kg
1992	63,260 Kg
1993	83,382 Kg
1994	23,952 Kg 60038 kg

Vegetable products marketed through Hero group consist of bean, cabbage, peanuts, soup onion, samho, radis, zukini, etc.

An agreement between the two parties, KUD Pasir jambu and Hero Group was signed prior to this collaboration.

11/2
f~

PROFILE

INDONESIA COOPERATIVE MANAGEMENT INSTITUTE

(IKOPIN)

JATINANGOR, WEST JAVA PROVINCE

11/2
1985

Prof Dr. Yuyun Wirasasmita
3 yr. Programme - Principal/Director.

Bachelor of Science

3 yr. Diploma Programme

B Admin

4 Yr Programme

Financial Mgmt
Banking

H.D.

Business Admin

Production / Marketing

Short Term Courses 30-50 modules
5 days to one week

3000 graduates so far 60% in
coops & emp. priv sector.

High School - entrance exam -

Research Institute. Journals

Technical Papers

Business incubator - Project Administration

INDONESIAN COOPERATIVE MANAGEMENT INSTITUTE

(IKOPIN)

IKOPIN has been in operation since 1982, and the campus was formally opened by the President of the Republic of Indonesia (Soeharto) in 1984.

IKOPIN performs education on "Modern Management Science" for cooperative movement, government owned enterprise, private owned enterprise, as well as other institution.

IKOPIN in operation cooperative with other institutions domestic as well as foreign institutions. The domestic partners such as : Department of Cooperative and Small Business Development, Department of Transmigration, Pajajaran University, American - Indonesia Foundation (LIA), National Electric Company (PLN), West Java Bank, Primary and Secondary of Wisconsin (USA), University of Ghent (Belgium), Phillips University Marburg (Germany), Nordic Agricultural College (Denmark), Maktab Kerjasama Malaysia, ILO, Cooperative Centre Denmark (CCD), Konrad Adenauer Stiftung (KAS), and Friedrich Ebert Stiftung (FES).

A L U M N I

There are more than 3000 graduates from IKOPIN with Bachelor Degree, some continue their education to pursue Master Degree in domestic as well as foreign university, and most of the

Receiver
|
3 vice Receivers
|
Secretary of (SM) (AFD) Pradul Noverdy
|
Deputy (Lsb)

———— x ———— x ————
Collaboration with foreign orgs - through
Joint Seminars/ workshops - Spl. ice Programs
Coop. Consultancy - Publication of ~~SP~~ type.

————
Dept of Higher Education - Norms to be
followed - Placement not instn - own responsibility

————
Religious philosophy taught in all universities
& instns in Indonesia as part of Syllabus.

————
Coops. will be made autonomous over fund of the

graduates work for cooperatives, private and government companies, banks, and government offices.

EDUCATION PROGRAM AND OBJECTIVES

There are six departments (education program) for Bachelor Degree and there departments for Diploma/Certificate degree.

*** Bachelor Degree**

I. FINANCIAL MANAGEMENT FACULTY

1. Financial Management Department.

The objectives is to educate students in the field of Financial Management with emphasize on : Financial Report Analysis, Capital Resource Analysis, Financial Control, Accounting, and Capital Formation.

2. Banking Management Department.

The objectives is to educate students in the field of Banking Management with emphasize on : Credit Resource Analysis and Research ; Credit Needs and Planing ; Bank Accounting Implementation ; Financial Control and Evaluation.

II. HUMAN RESOURCES MANAGEMENT FACULTY

1. Human Resources Management Department.

The objectives is to edecate students in the field of Human Resources Managemnet with emphasize on : Human Resources target alternative analysis, strategy and Program on Human Resources development which in cludes

planing, implementation, and evaluation ; and Environmental and Working Decision Analysis.

2. Business Communication and Extension Management.

The objectives is to educate students in the field of Business Communication and Extension Management with the emphasize on : Program and Technical Plan on Business Communication ; Program and Technical Plan on Extension Services ; Extension Services Implementation ; and Extension Services Administration Program.

III. PRODUCTION AND MARKETING MANAGEMENT FACULTY

1. Production Management Department.

The objectives is to educate students in the field of Production Management with the emphasize on : Production Plan ; Production System Operation and Control ; And Quality Management.

2. Marketing Management Department.

The objectives is to educate students in the field of Marketing Management with the emphasize on : Market Segment Analysis ; Marketing Strategy ; Marketing Organization, Implementation/Education, and Control ; Marketing Evaluation ; and Marketing Environment Analysis.

CAMPUS, EDUCATION FACILITY, AND ACCOMODATION

IKOPIN campus area is 28 Hectare in University town of Jatinangor approximately 20 Km. from Bandung (Ps + Ps 20 minutes wavel time).

IKOPIN campus is designed in harmony with nature and free from pollution, perfect for educational process. The neighboring campus are : Pajajaran University, Intension Goverment National Institute, and Winaya Mukti University.

IKOPIN Campus Facilities and Infrastructures :

1. Land	28 Hectares
2. Centre Administration Building	3.368 m ²
3. Auditorium for 400 persons	2.764 m ²
4. Dormitory for 120 persons	1.440 m ²
5. Library (95.000 books)	1.000 m ²
6. IKOPIN Press	72 m ²
7. Computer Centre	400 m ²
8. Statistics Laboratory	225 m ²
9. Language and Media Centre	432 m ²
10. Accounting Laboratory	150 m ²
11. Mosque, for 500 persons	500 m ²
12. Seminar and display rooms	195 m ²
13. aculty rooms	504 m ²
14. Student Cooperative Building	276 m ²
15. Financial Management Faculty Building	3.018 m ²

16. Human Resources Faculty Building	3.018 m ²
17. Production and Marketing Faculty Building	3.018 m ²
18. Sports Fields	4.100 m ²
19. Storage	240 m ²

Facilities for sports and arts are available for student activities in student Union which includes : Student Military Reserve, Student Scout, Nature Explorer, Student Health Organization, Self Defense Clubs, Sports Clubs, Cavetaria, etc.

LABORATORY

The Following laboratory are available for students :

- Computer Laboratory
- Statistics Laboratory
- Banking Laboratory
- Production Laboratory
- Accounting Laboratory
- Business Communication and Extension Services Laboratory
- Cooperative Laboratory
- Marketing Studio
- Language Centre

OTHER INSTITUTIONS

- * Research and Extension Service Institution.

IKOPIN performs research programs, training, and extension services to the communities under the coordination of this

institution through the following centres :

- Cooperative Development
- Research
- Small Business Development

TECHNICAL SUPPORT UNIT (UPT)

IKOPIN is supported by the following UPT'S :

- Library
- Printing and Publication
- Centre for Computer Application and Information System
- Statistic Laboratory

REGISTRATION AND FEE

Registration for new students is from May 23 to August 13.

Student will be accepted through the process of selection.

Approximately of the education fee per semester : Rp.750.00,-

DIPLOMA/CERTIFICATE EDUCATION (D.III)

To develop skilled and profesional work force, since 1993

IKOPIN opens Diploma Program in the field of :

- Financial Management
- Banking Management
- Marketing Management

The duration of education are 3 years.

1/1/2
1/1/2

PROFILE
K U D "SINAR JAYA"
BANDUNG, WEST JAVA PROVINCE

11/2
95

KUD SINAR JAYA - Model KUD

KM farmer chairmen.

President -	Genl. policy of KUD	8 yr Term
V.P. - I -	Business developer	
V.P. - II -	Orgn. methods	
Secretary		
Treas		

Each w. one rep. / some continue
5 min

Supervisory Board - 3 yr. Term

10457 members in KUD. - 60% of households
members.

Commodity groups -

Each see. planning programme finished

Each Feb. Ann. held.

217 employees

Integrated group for cattle, poultry &
dairy.

2 hrs. held purchased outside city.

Collaborated with gov. supervisor
for marketing of products

I. The History of KUD Sinar jaya

In 1974 some of the prominent figures of the community who were for the most part farmers in Cilengkrang Village were : Mr. KM Saman, Mr. Tisna Atmadja and Mr. Omom Partawijaya who established a Village Unit Institution namely BUUD/KUD "sinar jaya" had a membership of 50 persons and unit activities consist of : saving and Credit, Agriculture and food supply.

On March 1977 KUD Sinar Jaya was formally recognized reg. No. 6586/BH/DK-10/20. The operational area covered 4 villages viz : Pakemitan, Cipadung, Ciporeat and Cilengkrang. with 142 members. In 1980 KUD Sinar jaya obtained 150 milk cows, down payment Rp 150,000 on credit from the government through the BRI Bank. Based upon of decision from the Departement of Commerce and Cooperative Directorate g\General Cooperative in March 1982 KUD Sinar Jaya was confirmed to be a Model of KUD (KUD Model).

In 1988 KUD Sinar Jaya built a new two storied office building on an area of 714 square metres, inaugurated by the Minister of Cooperative.

II. Principle and Objective.

KUD Sinar Jaya put emphasis on being a big family and participation.

KUD Sinar Jaya intend :

- a. To develop especially members welfare and to promote its operational Zone in general and encourage people to achieve just and prosperous society based on Pancasila (the five principle)
- b. To unite, direct and develop potentiality, creative effort, people's effort to promote production and realize the achievement and evenness of income which just and prosperity.

- A Mos signed for Collaboration.
- Planning
open
controlling.

Five Principles:

- Discipline - Neutral - Honest - Fair.
- KUD - Model -

Business consultations offered to
Members - credit offered for new
ventures by Members.

- 1.5 million Rph given for housing - to buy
building materials.
- Healths - each Member deposit Rp 500
b.m. Rph 6000 p.a.
- 13 cooperative formed for joint Model KUD
-

c. To lift up standart of life and intelegentsia of members and society.

d. To guide the continuity and development of the democratic economy.

III. Achievement Effort.

To echieve an objective mentioned, KUD Sinar Jaya act wisely, among other things :

1. To approach all levels of social standing top down and botton up alogical consequence as demands by the goverment to promote development of KUD and limitations of a community to carry "swadaya, swakerta and swasembada" to way approach mentioned must have a balanced power and must have to be meet.
2. The Board of Director need to know the objective of the goverment program participate in counseling activities and several sector and also active in cathing various wishes, necessities and aspirations of the society. The board of Director need to posses a commitment with the members and community.
3. To grab hold of the principle : "BATU TURUN KE USIK NAIK" which is a guide principle for the Board of Director to be able to link the two approaches together.
4. While approaching the community, the Board of director would first show the achievements to the community so that people will be able to trust the whole undertaking.

IV. Work Program

1. To promote guidance and counselling in the village ti create in membership so KUD will be a Self Sufficient Cooperative (KUD mandiri).

11/2

AN

AKSI - Coordinator West Java
Province

No of dairy farms

77
2

93
201

Dairy farmers

1980

80 million

Milk sales

1.3

300 million Rp

Milk price

575 Rp.

Dairy cattle photos

325,000

Foreign exchange

72.5 million \$

on milk price

1500 Rp/h

2. To apply substantially the structural organization to the staff and members. so they will able to know the inventory the organization.
3. To make an effort to integrate all the activities
4. Promote cooperative Managerial guidance so as to develop a professional cooperative management putting emphasis on the motto "DISGASJURDIL" (strick discipline, honest, and just) among the Board, staff and members.
5. Increase business turn over to increase profit (SHU)
6. To provide an execute Training and education for members, group leaders and personnel through job-training whether it is carry out by KUD or by vocational education or by any other linked body.
7. To promote the quality health care for members and community, a health service is available.
8. To promote business participation, as share in the profits goes KUD to KUD with its secondary, KUD with private enterprise KUD with BUMN (Government own) and KUD with other linked bodies.

V. Organizational

The organization of the KUD Sinar Jaya periode 1992 - 1997, consist as follow :

The Board of Director

General Chairman	: H. KM Saman
Chairman I	: H Adeng Rostaman
Chairman II	: S Hudaya
Secretary	: RE Kusnadi MP
Treasurer	: Awa Sutia

The Board of Supervisor

Chairman : S Hudaya

Members : E. Djumhari

Ir. I. Bermana

VI. Potencial Area

KUD Sinar jaya is located in Cipadung village, cibiru Distric, 12.5 km east of bandung in west java province. Agriculture area is covered of 1,465.127 Ha of 10 villages and consist of

650.860 Ha - non tecnic

746.185 Ha - depended on rain.

Total population in that area is 92,210, and become to the mebers of KUD is 10,471 at 1993

no. of households

VII. Business Activities :

A. Credit and Services unit.

It's covered unit of small credit (KCK), unit of saving and credit, unit of voluntary savings, unit of KUT (farmers credit) and unit tranport.

B. Distribution & Shops unit.

Covered unit of well-equipped shop, hard ware unit, fertilizer kiosk unit and distributor of fertilizer, sugar, flour, cement and clove.

C. marketing and Prepering unit

Covered unit of food stuff, unit agriculture, unit of aquaculture, unit of poultry and unit of poultry-food

D. Milking Cows unit.

E. Electrical unit.

F. Unit Dispensary

covered unit of supply, unit of service and unit of mixing.

G. People Health Service.

The activities of this unit viz : health service, family planning, Accupuncture, Circumcision and Delivery.

Other business is Housing for houseless members (KPA=Kredit perumahan Anggota)

VIII. Development of Business unit

1. Distribution of Fertilizer

Year	Total Allocation (ton)	Balance (Rp)
1990	1,210	6,507,500
1991	890	6,622,019
1992	700	3,753,894
1993	1,160	4,405,103

2. Distribution of Sugar

Year	Redeem Payment (Rp)	Distribution (Rp)	Balance (Rp)
1990	249,357,000	227,437,500	22,096,925
1991	262,325,125	280,207,500	11,682,475
1992	246,731,126	261,102,375	9,926,073
1993	189,511,156	199,012,500	9,501,347

3. Distribution of flour

Year	Redeem Payment (Rp)	Distribution (Rp)	Balance (Rp)
1990	187,604,087	195,562,500	3,092,876
1991	186,902,089	192,307,500	2,302,061
1992	194,779,097	199,809,500	2,058,032
1993	148,462,778	149,629,026	1,166,248

4. Electricity bills unit

Year	Total bills (sheets)	Bonus (Rp)
1990	376,150	43,996,665
1991	575,466	74,254,720
1992	1,008,196	140,495,783
1993	1,124,635	173,529,320

IX. Business volume and balance :

Year	Business Volume (Rp)	Balance (Rp)
1990	2,936,697,775	52,407,615
1991	2,705,158,275	57,152,037
1992	3,327,999,781	78,450,664
1993	4,643,304,091	106,818,827

Detail Activities to be given at location.

Dec. 94 126 million Rp
 dairy problem - due to lack of grass - more for housing.
 KAD purchased land 20 ha. outside -

PROFILE
KUD "CEPOGO"
BOYOLALI, CENTRAL JAVA

14/2 KUD CEPOGO

BOYOLALI DIST

JOGJAKARTA PROVINCE

21 KUDS in dist

114 non-kud Coops

73 school Coop

1 study Coop

" Brotherhood, Coops, Loyalty "

Spirit of willingness - motto of Coops.

All self sufficient KUDS

Games held on time

A declared model kud model

Cepogo

AKSI President is President of KUD

Cepogo

I. The History of KUD Cepogo.

Before 1960, there had been some cooperative in the district of Cepogo. Those cooperatives mostly were established stated behind their (political) parties.

To Unify the operation of the cooperative, the goverment took the step of establishing a committe namely BUUD. The board of BUUD was chosen from the board of some cooperative which still operated in that period.

To develop and improve the existence of the organisation, BUUD was changed to be a KUD (Koperasi Unit Desa), because it was impossible for BUUD to operate any kind project.

On 28 November 1973, total member only 26 persons, was legalized as KUD Cepogo with number legal Body (status) no :8472/BH/VI/1973.

The legalized of KUD Cepogo had made it possible to develop the project activities and to do better services to the members.

Since at the moment, the community of Cepogo had bred milking cow (dairy cattle) and the potentcy for this, it was great point for KUD Cepogo when he got some credit facilities, such as :

In 1975, Banpres Rp 1,800,000

In 1976, Bangub Rp 2,775,000

In 1976, BRI Bank Rp 5,000,000

All of those credit had been paid completely in 1978.

5 KUDS centre of Edu.

- Activities reviewed six monthly
- 30% of profit distributed among Members / staff employees
- Multi membership from one family.
-

It was November 1979 that KUD Cepogo got the grating of credit of milking-cow for the Junior Minister of Cooperative Program through BRI Bank.

At present KUD Cepogo has been developing some unit activity as following :

1. Unit KCK (Credit for small trader)
2. Unit of Loan and Saving *Loan 3% - Savings 2.5% p.m*
3. Unit of Cattle-Breeding
4. Unit of Milking
5. Unit of Waserda (coops. store)
6. Unit of Saprodi (supply input necessary of paddy field)
7. Unit KUT/TRI (Credit for paddy farming and Sugarcane)
8. Unit of Cooper industry (inkra tembaga)

KUD Cepogo :

Address : Ds Mliwis, Kec cepogo, kab Boyolali
Established : 28 Nopember 1973
Legal Body (BH) : 8472 b/BH/VI/1982
Classification : A

II. General Condition :

1. The working area is district of cepogo, wich copver 15 villages

2. The bordes of the working area :

North : KUD Ampel
East : KUD Boyolali
South : KUD Musuk
Weast : KUD Selo

3. Land area :

a. Irrigated field	:	55,8038 Ha	=	1.05 %
b. Dry field	:	3173,0845 Ha	=	59.87 %
c. Yard	:	1448,9170 Ha	=	27.34 %
d. state forest	:	265,0000 Ha	=	5.00 %
e. Others	:	356,9793 Ha	=	6.74 %

Total Area 5299,7846 Ha

4. The Natural condition

The distric of Cepogo locates on the slopes of Merapi and Merbabu mount with the height of 500 - 1,500 metres above sea level.

5. The Potency to develop :

- a. Farming : polowijo (second crop)
- b. Plantation : Tobacco and glove tree (Cengkeh)
- c. Breeding : Milking cow
- d. Industri : Cooper and Milk can

6. Population is 42,219 persons, polpulation density is 914 persons per kilometres.

III. Organizational

1. The board of Director

General Chairman : Ir. Yoyok Sunarya

Chairman I : Benny Haryono

Secretary : Sumyani

Treasurer I : Mundiri

Treasurer II : Drs haryana

2. Board of Supervisor

Chairman : S. Wahyudi

Members : 1. Gito Triyono

2. Sastro Waluyo

3. Hartono

3. Employees

Manager : Sugito HP

Total employees : 60 persons

4. Membersip

Years	1989	1990	1991	1992	1993
Adult Pop	10245	10447	10560	10563	10563
Full member	6424	6735	6771	6775	6935
Farm Group	6062	6094	6151	6152	6294
Served	11332	10561	10667	10692	10692

IV. Activity

1. Unit KCK (Credit for small trader)
2. Unit of Saving and credit
3. Unit of Cattle-Breeding
4. Unit of Milking
5. Unit of Saprodi (supply input necessary of paddy field)

6. Unit of Sapronek (supply input necessary of Animal farmers)
7. Unit of Waserda (coops. store)
8. Unit of Cooper industry (inkra tembaga)
9. Unit of Electrical
10. Unit of credit for the village (kredit Pedesaan)
11. Unit KUT/TRI (Credit Intensification Program/Sugar cane Intensification credit)
12. Unit of Food Suplly project

V. Capital

1. Intern Capital :

- Simp Pokok (Initial saving)	7,721,500
- Simpanan wajib (cumpoulstory saving)	94,791,088
- Simpanan Khusus (Special Saving)	34,453,851
- PMK	-
- Reserve Capital	854,834,032
- Donation	6,110,000
- Surplus (SHU) of the year	50,755,988

Sub Total 1	1,048,666,460
-------------	---------------

2. Extern Capital :

- Long Term Period Credit	1,347,192,994
- Short Term Period Credit	235,251,446
- Aid	27,377,442
- Simpanan Sukarela (Volunteer Saving)	30,342,878
- Simpanan wajib pinjam	19,975,454
- Simapan KCK	2,826,700

Sub total 2

1,662,633,376

TOTAL ----->

2,711,663,376

VI. The Firm property

1. Land Area	29,620,000
2. Buiding	189,732,503
3. Truck, car, Motorcycle	325,093,000
4. Office Equepment	75,247,894
5. Mechins	221,000,000
6. Accumulation of reduction (def)	(226,145,214)
TOTAL ----->	614,548,182

VII. Others Information

1. The Milking-Cow Credit Development

Year -->	1989	1990	1991	1992	1993
KREKOP	1152	-	-	-	-
PUSP	305	-	-	-	-
BKPN	350	139	143	125	124
BRI	600	586	569	551	529
LOCAL	7428	12223	12387	12412	12615
K.SWD	-	5	7	26	43
TOTAL	9636	12953	13106	13114	13311

2. Milk Production

1989 4,924,102 liters

1990	4,236,629 liters
1991	4,186,830 liters
1992	4,983,558 liters
1993	6,600,258 liters

3. The Project Value

1989	Rp. 6,739,197,802
1990	Rp. 5,509,991,786
1991	Rp. 5,354,318,155
1992	Rp. 6,568,861,888
1993	Rp. 8,596,714,079

4. Surplus before tax (SHU)

1989	Rp. 33,541,231
1990	Rp. 34,666,114
1991	Rp. 34,590,792
1992	Rp. 37,991,976
1993	Rp. 50,755,988

5. The Succes of KUD Cepogo

- a. The winner of KUD Membership Improvemenmt of Boyolali in 1989
- b. KUD Mandiri (Self Relient) in 1989
- c. The Best Cooperation of KUD of Boyolali in 1989
- d. The Best Cooperative of KUD of Central Java Provinsi in 1989
- e. The Second rank KUD of KUD mandiri of Indonesia in 1989

- f. The inauguration of office-building of KUD Cepogo by Minister of Cooperative at Temamnggung District in the scheme of "SADAR INFORMASI and KOPERASI" Campaign
- g. Stated as "KUD Mandiri Teladan" of Indonesia in 1990

PROFILE PUSPETA GROUP :

KJUB PUSPETASRI

KJUB ALIS TEARA JAYA

KJUB ALIS JAYA CHIPPENDALE

14/2

secondary Coop.

5 Activities

- Agro business. 8 billion
vs milk processing

- Animal husbandry feed mill 12000 tons p.m.

- Self

- Furniture - ECU

Machinery TSSA K&S

- Better financial office services

1850 employees

each w. 10 new members

1994 - 15 billion Rph

95 - 23 billion Rph expected

70% export. - USA / Europe

= 6 primaries are Members

- Concentrated feed mill. → KUD → profit -
business

- Services - Veterinary services -

PUSPETA GROUP AND ITS DEVELOPMENT

=====

Based on plant of operational between indonesi and US goverment, both parties representated by Departement of Cooperative and Cooperative Legue of USA (CLUSA) Unit Management Project were founded in Aru Island, East Java, tasikmalaya, Kalten and Luwu. The objective in general is to apply contribution to BUUD/KUD (Rural Unit Enterprises/Rural Unit Cooperative) in order to support all KUD activities towardself propelling.

The main objective are :

1. To find proper guidance models for KUD. These models are in the fiels of organization, administration and business.
2. To increase KUD member's welfare.
3. To develop KUD and its role toward main rural economic supporter.
4. Strengthen management, business and human resources development.

The History of its founding

The Kalten Unit Mangement Project was founded in 1981 for ⁴ years period. PUSPETA Klaten (Kalten Farming Servis Centre) was given name. In 1985, whwn contract period ended, the existence of the project was extended with predeter mined target to achieve.

The target was : every annual project financing period, the fund orandually decreased. When 5 years period ended, the project should has kept running and self-financing. In December 1988, the project reches its self finance status.

Under cooperative No : 11080/BH/VI/88, dated 30 November 1988, Puspeta Project converted to KJUB (Integrated Business Servis Cooperative) Puspetasari Klaten.

Membership and Organization

To meet requerement of secunder cooperative status as KJUB, Puspeta recruit its members consist : KUD Pedan, KUD Jatinom, KUD Manisrenggo, KUD Karangnongko, Primkopti Pedan and KPN Ngesti Rahayu kandepkop Klaten.

Members Annual Meeting is top Authority in KJUB Puspetasari organization structure. The management recruited from chairman members, based on the regulation made by the management, operational management and guidance team was appointed by Boards of Director.

Development of KJUB Puspetasari

Other than guiding KUD, Puspetasari also develops business activities. These activities under Operational Director, who lead several devision, as follow : Agrobusiness divisions, its activities in the field of general trading shop matters, Plantations. Feedmill division produces milk cattle and beef cattle feed. The current activities are : material supply, production, marketing and distribution, Animal Husbandry Division activities are : collecting and distributing of milk and CF cattle healt service and breeding.

Now, the oriented of KJUB Puspetasari effort is on non oil export commodity, such as handycraft, Handycraft is product of art creatifity and its products goods like for office tools, houses and other.

PT. ALIS JAYA CHIPPENDALE

=====

Brief History

The fact that in the Central Java there a lot of of raw material (mahogany) and potential handycraftment. Realizing of these abundant natural resources, on January 1985, PT ALIS JAYA CHIPPENDALE has been fouded as a mahogany reproduction furniture indutry.

The founding of this factory as a result of aggrement betwen project Management Unit Puspeta and private enterprise, PT AJC was a division or part of Puspeta Klaten, namely export oriented furniture division.

The value of the first export approximately \$ 21.590.86 on Januari 1985. The destination was gosting of Liverpool England carried by a feeder Baabulah Vy 11 WB, through Tanjung Emas Port Semarang.

Since then PT AJC has been growt fast. To accelerate its development on February 26, 1986, mutual cooperation has been established betwen PT AJC and Puskud Central Java Who owns a furniture in Jepara. This cooperation resulted an agreement to merge betwen PT AJC and furniture industry in Jepara, in order to echieve better performance

Objectives

1. To develop no-oil export commodity by producing mahogany furniture.
2. To upgrade local manpower capability in order to handle furniture industry with the international standart, both quality enterprise and design.
3. To implement a plan operation model betwen cooperative and private interprise.
4. Broaden field of work for local manpower.

Company Progress

Activities :

Reproducing English antique furniture such as sub period Chipandale Sheraton, Rgency, i, e. Chairs, bookcase, mirror frame, desk etc.

And handycraft, an effort to increase waste wood value i, e. Waste basket candlestick, doorstep, letter tray etc.

Marketing.

To handle marketing of its products, PT AJC made mutual cooperation with cooperative Business International (CBI) and Lynn Nusantara.

Some effort have been taken, i.e. :

- Invited overseas potential buyers to have a look production processes and types of PT AJC products. For thus buyers PT AJC given ticket, board and lodging since they were in Indonesia.
- To show PT AJC product in International exhibitions. So far, destination for PT AJC product export i.e. US, England, Spain, Sweden, Australia. Besides, PR AJC made feasibility study to penetrate Japan and Middle East Market

KJUB ALIS TEARA JAYA

=====

Brief History

Teak furniture trial production initiated in Chippendale Jepara Unit, 5 April 1988. This activity went on until November 1988. Since then KJUB Puspetasari teak furniture division was founded, located in Puspeta Group area Ceper. meanwhile an effort to set up a Rattan Division has been started by imported machinery from Taiwan and recruited experts from Philipines.

Along with progress achieved, both divisions combined under a secondary cooperative, membership of which cooperative both from in and out of klaten area.

Description of organization :

- Cooperative name : KJUB Alis Teara Jaya
- Corporate Status : No : 21/KPTS?BLK?VII?!(**
- Working Area : All over the country
- Membership and share composition :

1. KJUB Puspetasari	- Klaten	35 %
2. KUD Jatinom	- Klaten	4 %
3. KUD Pedan	- Klaten	4 %
4. KUD Sandra Sirna	- Luwu Sulut	4 %
5. KUD larompong	- Luwu sulut	4 %
6. KUD Surya Kasituwu	- Luwu	4 %
7. Kop Peg. Depkop	- Jakarta	10 %
8. Kop Peg Bulog	- Jakarta	5 %
9. Kop Perum Wanabhakti	- Jakarta	10 %
10. KJUB Puspeta	- Luwu	15 %
11. Inkud	- Jakarta	5 %

Scope of work : teak and rattan furniture industry as non-oil export commodity. First container export ceremonial held by Cooperative Ministry, 14 Juli 1990.

Objective

1. Develop non-oil export commodity, especially teak and rattan furniture.
2. Reduce unemployment, this project as a manpower oriented, both executive and operational levels.
3. Develop cooperatives motion in the rural area (KUDs).

Activities

KJUB Alis Teara Jaya producing teak and rattan furniture with export quality. Export market approx 95 %, while local market 5 % only.

Company progress

KJUB Alis Teara jaya product designed for the US, Europe and japan market. In this case (NCBA = National Cooperative Business Association) has taken an important role in both marketing, expert recruiting promotion, negotiation and selling.

Buyers

KJUB Alis Teara Jaya customers for 1989 were as follow :

- a. Summit Furniture Inc, USA/England
- b. Santa Barbara Design, USA
- c. Geobro/Lister, England
- d. Tropical CO, Usa/japan
- e. John Robinson, England
- f. Meli SA, Greek
- g. Ronald J.Deutch, USA
- h. Rodney s. Hunter, USA
- i. Rausch/Germany
- j. Dux/Monett, sweden

COMPOSITION OF EMPLOYEE PER DIVISION

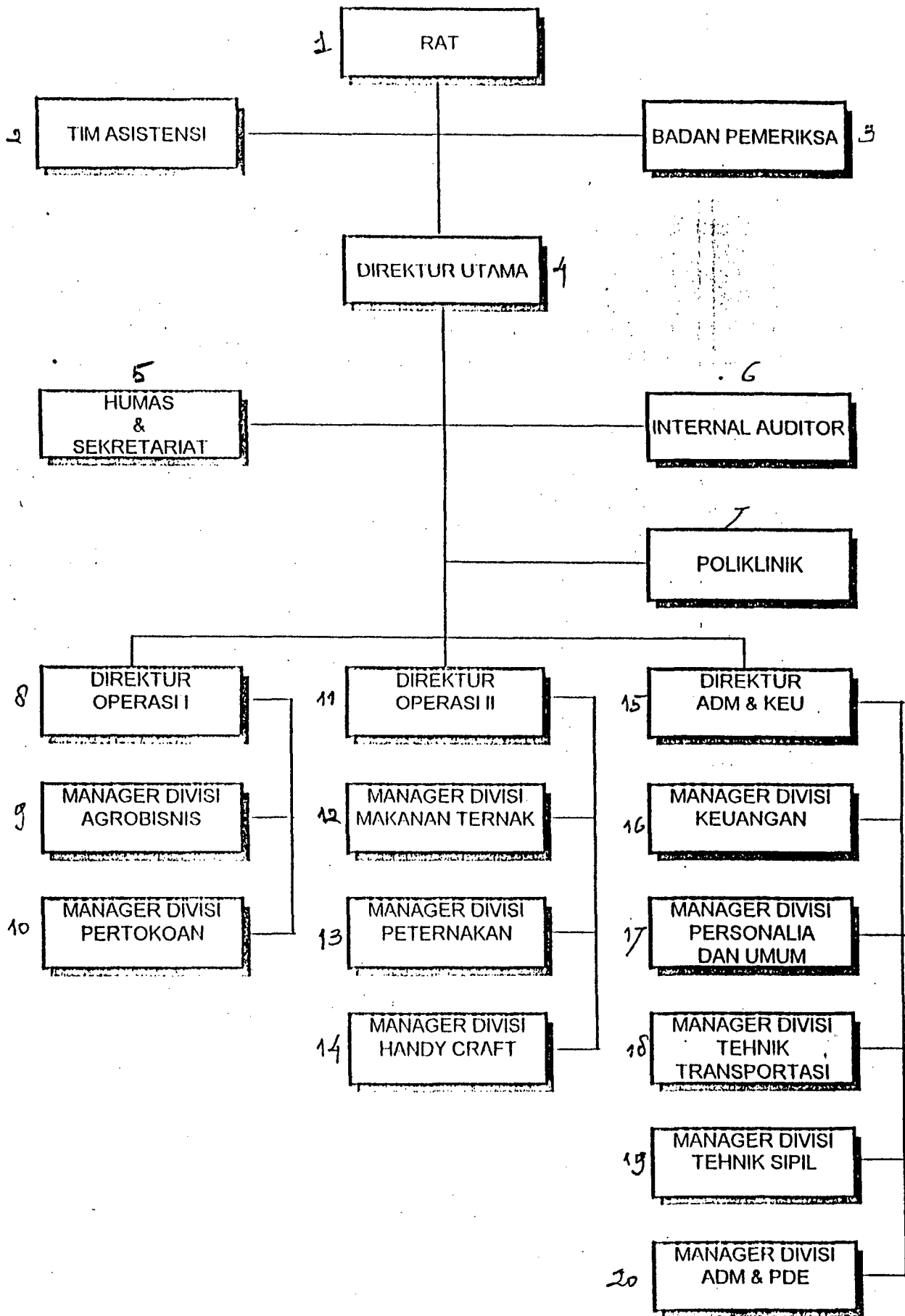
NO	DIVISION	FULL TIME EMPLOYEE	DAILY WORKER	PIECE WORKER	TOTAL
1	AJC KLATEN UNIT	117	99	116	332
2	AJC JEPARA UNIT	93	18	174	285
3	ATJ RATTAN				168
4	ATJ TEAK				263
5	ADM. & FINANCE	115	110	112	337
6	HANDYCRAFTSS	42			42
7	AGROBUSINESS	15	2		17
8	STORE	9			9
9	CATTLE FEED	15			15
10	TRANSPORT TECH.	16			16
11	CATTLE	26			26
12	CIVIL TECHNICAL	20		3	23
13	VANNILY	20		300	320
	TOTAL	448	229	705	1853

ATC = ALIS JAYA CHIPENDALLE

ATJ = ALIS TERA JAYA

I. Structure Organization of Mutual Bussines
Coorporative (KJUB) PUSPETASARI

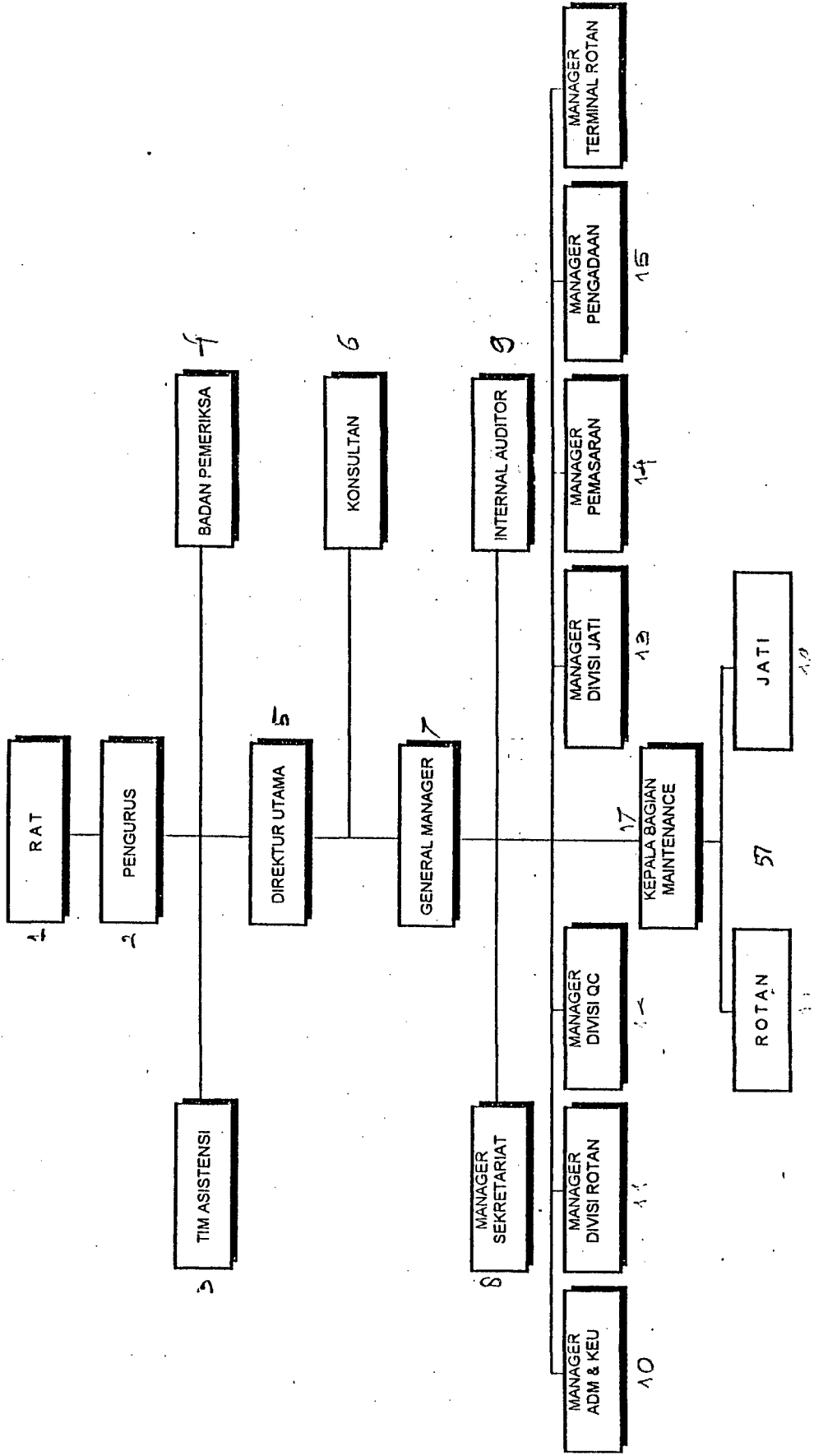
1. Annual Members Meeting
2. Team of Assistency
3. Board of Supervisor
4. President Director
5. Public Relation and Secretariat
6. Internal Auditor
7. Polyclinic
8. Director of Operation I
9. Manager Division of Agrobusiness
10. Manager Division of Consumers Store
11. Director of Operation II
12. Manager Division of Animal Feed
13. Manager Division of Animal Husbandry
14. Manager Division of Handycraft
15. Director Administration and Finance
16. Manager Division of Finance
17. Manager Division of Personels and General Affair
18. Manager Division of Transportation Engineering
19. Manager Division of Civil Engineering
20. Manager Division of Administration and PDE



II. Structure Organization of Mutual Bussines
Coorporative (KJUB) ALIS TEARA JAYA

1. Annual Members Meeting
2. Board of Director
3. Team of Assistency
4. Board of Supervisor
5. President Director
6. Consultant
7. General manager
8. Manager Secretariat
9. Internal Auditor
10. Manager Administration and Finance
11. Manager Division of Rattan
12. Manager Division of Quality Control
13. Manager Division of Teak
14. Manager of Marketing
15. Manager Procurement
16. Manager Rattan terminal
17. Head, Departement of maintenence
18. Rattan
19. Teak
19. Manager Division of Civil Enginering
20. Manager Division of Administration and PDE

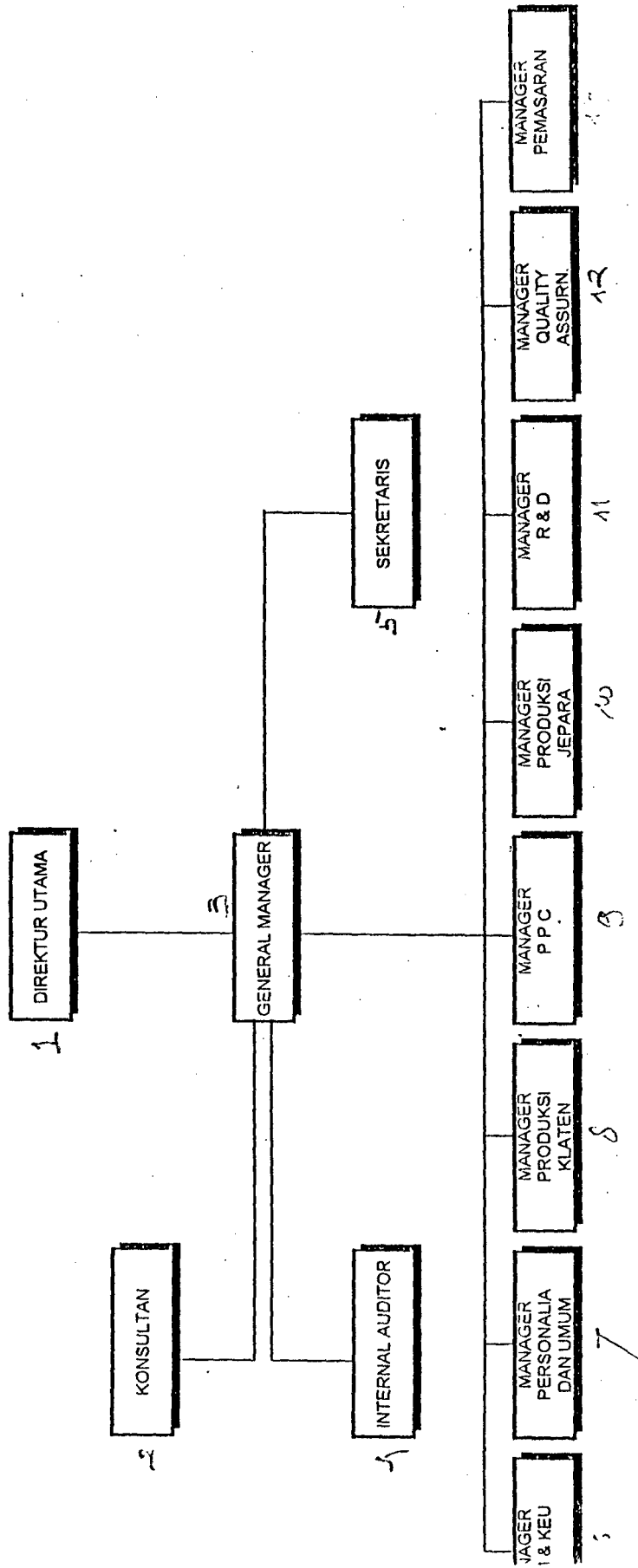
KOPERASI JASA USAHA BERSAMA
ALIS TEARA JAYA
STRUKTUR ORGANISASI



III. Structure Organization of PT. ALIS JAYA CHIPENDALE

1. President Director
2. Consultant
3. General Manager
4. Internal Auditor
5. Secretary
6. Manager, Administration and Finance
7. Manager, Personal and general affair
8. Manager, production of Klaten
9. Manager PPC
10. Manager, Production of jepara
11. Manager, Research and Development
12. Manager, Quality Insurance
13. Manager marketing

STRUKTURE ORGANISASI
PT. ALIS JAYA CHPPENDALE



PUSPETA GROUP

TOTAL OF SALES 1990 - 1993 (MILLION)

YEAR	EXPORT	LOCAL	TOTAL
1990	3,974.74	5,175.97	9,150.71
1991	4,941.71	5,289.42	10,231.13
1992	6,563.77	5,557.27	12,121.04
1993	9,401.10	6,620.28	16,021.38
TOTAL	24,881.32	22,642.94	47,524.26

PUSPETA GROUP

EXPORT YEAR 1989 - 1993

YEAR	TEAK FURNITURE	RATTAN FURNITURE	MAHAGONY FURNITURE	HANDICRAFT	AGROBUSINESS	TOTAL
1989	343.43	103.39	563.00			1,009.82
1990	446.00	205.30	659.30	243.90	389.14	1,943.64
1991	443.80	200.20	723.00	552.30	492.70	2,412.00
1992	595.00	223.70	822.30	697.30	832.90	3,171.20
1993	1,189.30	194.98	602.51	1,039.96	1,223.05	4,249.80

PROFILE
PRIMKOPTI "KLATEN"

PRIMARY COOPERATIVE OF PRODUCER OF "TEMPE-TAHU"

KLATEN, CENTRAL JAVA PROVINCE

14/2
"95

Dept Aced

PA. Sudigo Chairmen

SALAMAT PAGI Good Morning

SALAMAT SORE Good AM

IBU GIANESAN

100 Members - Producers Coop.

Foreigners coop - 27 sub dist.

4 members of BOB

3 4 supervisors

GM - 5 ~~div~~ managers - 75 employees.

Group leaders can become board members
Production Divn

6500 tons of soybeans processed into cakes.

65% imported / 35% local soy.

chem / USA

Trading Divn :-

Credit Divn

Rph 25000 to 10 million credit issued.

PRIMARY COOPERATIVE OF PRODUCERS OF TEMPE-TAHU
IN KLATEN, CENTRAL JAVA, INDONESIA.
(Primer Koperasi Produsen Tempe-Tahu Indonesia/PRIMKOPTI)

Legal Number : 9886a/BH/VI
Issued : 18 July 1985
Located : Kalangan Village, Pedan,
Klaten, Central Java.

I. Historical Background

Primkopti Klaten is one of the seventy three Cooperatives of Producers of Tempe-Tahu in Indonesia (KOPTI) which was formed by 95 producers of Tempe (Fermented Soybean) and 15 producers of Tahu (Soybean Cake) in Pedan (a sub region) on January 14, 1982. Basically, the Cooperative was formed as a Social and Economic Organization and aimed to bring the members and the society achieving the welfare.

It procures soybean from local production and import to serve the input of the member producers. Imported Soybean was procured by BULOG (Logistic Agency) from Republic of China (ROC) and USA.

Success in its activities, that was indicated by a very high growth of profit and economic of scale, brought the cooperative to be a recognized cooperative and got a legal number by the government on July 18, 1985. At that time, the owned capital was covering about 67% of the total capital use or about Rp 68 590 000.- (US\$ 34,290) while the net benefit was only about Rp 4 000 000.- (US\$ 2,000)

The growth of the capitals and returns on capital increase steadily until 1992 so that it was awarded as one of the best cooperatives in Indonesia while his owned capital was covering Rp 642 230 000.- (US\$ 321,165) or about 64% of the total capital use and profitability ratio was 3.5 indicating a high rate efficiency of capital. The net benefit in 1992 was about Rp 34 090 000.- (US\$ 17,045) and increased until Rp 84 280 000.- (US\$ 42,140) in which the profitability ratio was about 5.75.

- Stores Divn

- Supplies RM to Members - Soy & Corn.

- Service Divn -

- Development Divn

Co-ops offers scholarships to Members children
for higher studies.

II. Organization

II.1. Board of Directors

The Board of Directors (BODs) as Policy Maker in the Cooperative consists of:

1. President : Sudiro Nitisuhardjo
2. Secretary : Sukadi WS
3. Treasurer : Dartomulyono
4. Member : Sadikun

who are the outstanding producers of Tempe and Tahu in Pedan, Klaten and the founders of this Cooperative.

II.2. Inspectors General

The Inspectors General were elected from the members of the Cooperative and inspecting the management of the Cooperative. It consists of:

1. Chief : Atmosugiyono
2. Members : - Mujiyono
- Pujosuharno

II.3. Employees

The employees of the cooperative were increased in quantity and quality during the last five years (1989-93) as listed in table 1.

Table 1. The employees of the cooperative, 1989-93.

Y e a r	Education Level (person)					Total
	Elem.	JHS	SHS	BS	Spec.	
1989	7	5	11	2	1	26
1990	16	5	30	4	1	56
1991	11	3	38	5	1	58
1992	11	3	36	4	1	55
1993	11	3	35	4	1	54

Note: JHS= Junior High School (Graduated)
SHS= Senior High School (Graduated)

It can be shown in the table that the cooperative has also concerned about the improvement of the human resources rather than the management itself.

II.4. Members

In the last five years (1989-93), the members also increased significantly from 187 persons/units in 1989 to 282 persons/units. It indicates that the cooperative has successfully brought the member to the better live since it served the production factors and the basic need for live such credit for housing, Scholarship for the family of the member producers, etc. There have been 15 scholars in IKOPIN (Indonesia Cooperative Institute), Bandung and 2 scholars in AKOP (College of Cooperative), Semarang getting Scholarship from the Cooperative.

The increase of the members of the cooperative can be shown in table 2.

Tabel 2. Members of the Cooperative (units), 1989-93.

Y e a r	Producers of		T o t a l
	T e m p e	T a h u	
1989	173	14	187
1990	186	15	195
1991	199	47	246
1992	207	57	264
1993	222	60	282

Since the member producers are not living in the same village so that they are divided in 10 groups of producers' area (Kelompok Wilayah Pengrajin/KWP) in 3 units of service, as:

1. Unit Pedan and Karangdowo
2. Unit Kebonarum
3. Unit Karanganom

III. Business Profile

III.1. Business Activities

Soybean, as the main input of the production of the member, was procured from local production and import (served by Bulog). Since the increase of the soybean needed by the member producers could not be fulfilled by the local production so the imported soybean increased.

During the last five years, the procurement of Soybean can be shown in table 3.

Table 3. Procurement of Soybean (kg), 1989-93.

Y e a r	Import	Local	Total
1989	766 000	526 902	1 292 902
1990	1 000 000	768 305	1 708 305
1991	1 750 000	1 737 635	3 487 615
1992	2 825 000	1 283 854	4 008 854
1993	4 520 000	2 530 976	7 050 978

Source: Yearly Reports.

Those were distributed to the member producers through the 3 units of service for making the input available at the nearest point of the members.

The other business activities of the cooperative are covering the profit oriented activities and services to the members and non-members, such as:

1. Provides loanable fund to the members
2. General store
3. Kiosk for Agricultural Inputs
4. Gasoline Distribution
5. Various Crackers Production:
 - a. Kripik Tempe (Tempe Crackers)
 - b. Stik Tempe (Tempe Chips)
 - c. Criping Cumi-cumi (Squid Chips)
 - d. Criping Singkong (Cassava Chips)
 - e. Criping Pisang (Banana Chips)
 - f. Criping Kentang (Potato Chips)
 - g. Kripik Belut (Eel Crackers)
 - h. Corn Snacks

6. Soybean Milk

7. Services:

a. Tax Collections

b. Collection of electricity payments

c. Transportations

d. Rentals

III.2. Capital Accumulation and the Benefits

The capital for financing those activities are accumulated from owned capital and a loan. The owned capital has been collected from the members as principal and obliged deposits in the cooperative and reserved capital, while the supplementary capital as a loan has been rented from Private and State Agency or Banks. The owned capital accumulation can be shown in table 4.

Table 4. Owned Capital Accumulation (Thousand Rp)

Year	Deposits		Reserved Capital in Coop.	Total
	Principal	Obliged		
1989	1 960	6 402	106 259	114 621
1990	2 050	7 452	138 378	147 880
1991	2 540	9 151	167 528	179 219
1992	2 710	10 641	213 359	226 710
1993	2 900	12 172	275 390	290 462

Source: Financial Reports.

The figures in table 4. show that the owned capital was twice during the last five year. It indicates that the members always take apart in all business activities of the cooperative.

Participation of the members has also positively been responded by the cooperative that can be shown in a remarkably increase in the benefits/profits during the period (see table 5.).

Table 5. Net Benefits and Profitability Ratio of Capitals, 1989-93.

Y e a r	Profitability ratio		Net Benefits (thousand Rp)
	All Caps.	Owned Caps.	
1989	1.11	1.50	3 768
1990	2.74	3.39	12 138
1991	2.48	4.06	20 235
1992	3.49	5.31	34 090
1993	5.76	8.74	84 280

Source: Financial Reports.

IV. Facilities

The main facilities of the cooperative for operating all business activities are:

1. Buildings:

- a. Office building (including Auditorium)
- b. Warehouses
- c. Store and Kiosks
- d. Factories
- e. Lounge and dormitory
- f. Garage
- g. Mosque

2. Transportation Facilities:

- a. 8 vehicles (including 3 sales cars)
- b. 2 motorcycles
- c. 3 tricycles/becaks

3. Sports and Entertainment Facilities

4. Clinic with 2 doctors and 2 paramedics.

PROFILE

CENTRAL OF VILLAGE UNIT COOPERATIVE "MATARAM"

(PUSKUD "MATARAM")

YOGYAKARTA PROVINCE

1st/2
98 } PUSKUD
MURTA KAM } Secondary level

Activities

Marketing of Rice,
eggs,

Porphyse

flour

flour.

TV. fees collection & payment
cloves marketing

60 KUDS & 5 Soghan cooperative coops.

Mr. PURNOMO, DIST. COOP. DEVELOPMENT
OFFICER.

'POORNOMA'

'FULL MOON'

Mr. Abdul Gani, GM, Pusud Mataram.

Audit by Audit Coop of Jogja, or C A
audit not by debt left free for Coop.
Internal Audit by Board of supervisors

27 financing centers run by debt for Coop.
employees & National Instt.

PROFIL OF PUSKUD MATARAM - YOGYAKARTA

15/2
as
8/2

I. Brief Historical Background

Based upon the Cooperative Law No. 12 of 1967 article 15 stated that not less than 5 legalised primary cooperatives can established a secondary Village unit Cooperative under the name of "PUSKUD MATARAM" Yogyakarta and on September 17, 1973 Puskud Mataram was legalised as a legal coorporate body under the number of 1026/BH/IX/ datet September 1973.

On September 21, 1973 Board of Directors was sworn in by Directorate General Cooperatives Provincial office of Yogyakarta and the inaguration was attended by the Director General for Cooperatives.

On October 1973, Drs A. Badawi DN. was appointed as the first manager of Puskud Mataram.

II. Development of membership

Development of membership of Puskud Mataram in 1973 up to 1984 are as follows :

Year	Village Unit Cooperative (KUD)	Individual Member
1973	5	6,975
1974	8	11,367
1975	45	54,824
1976	55	80,593
1977	58	87,637
1978	59	91,493
1979	59	95,762

- Member Education Courses for Members,
Board & Leeches by dept / & Deception.
- No Govt intervention but only support
to Govt - No Govt nominees in Coops.
- Bad p/b monthly for Govt irrespective of
No. of Meetings.
-

1980	59	98,375
1981	61	102,803
1982	61	113,531
1983	66	121,532
1984	66	<u>147,117</u>

The total population of Yogyakarta in 1984 was 2,861,527 people consist of 556,551 families.

The member of cooperative comprised of families it means that member of KUD/Village Unit Cooperative is 26.4 %, meaning that 26.4 % of the population of yogyakarta has become member of KUD.

III. Organization

1. Every member of Puskud Mataram convene a meeting and manager always attend in those meeting to give direction, promotion and extension.
2. In every District, working meeting was convened by commissioner of district
3. Puskud convened coordinating meeting to discuss problems and constrains in the bussiness and organisation by inviting agencies concerned.
4. Meeting of the Board of Directors and managers was held once an a week.
5. Supervision by Board of Supervisor was held once a week

All kinds of meeting which has been held by Puskud Mataram as follows :

1. Meeting of Board of Director : 36 times
2. Coordination meeting of Board of Directors and Board of Supervisors : 5 times
3. Meeting of Board of Supervisors : 4 times
4. Meeting of Board of Director and Commissioners : 4 times
5. Meeting Board of Directors and Manager and Agencies concerned : 10 times
6. Coordinating meeting with the Members : 4 times
7. General Annual Members Meeting : 1 times
8. Special Meeting of members : 1 times

IV. Business Activities

1. Distribution of agricultural production input
2. Distribution of pesticides and insecticides
3. distribution of seed
4. Distribution of Basic Consumers needs
5. Processing of Agriculture Products
6. Procurement of rice
7. Sugar cane intensification program (TRI)
8. Distribution of cane sugar
9. Rural electrification
10. Poultry business/ Animal husbandry

11. Loan and Saving
12. Miscellaneous services

Units of Activities.

1. Units of Transportation

For transportation fertiliser and soya-beans

Number of fleet : 40 unit of truck

13 unit own property

27 units on rent

2. Unit of rice processing

procurement for national stock to "BULOG" and procurement for open market.

Unit of rice mill : 5 units, capacity 30 tons/day in Sidomulyo- Godean district Sleman.

3. Unit of Glove processing

To process glove to meet BPPC standart Processing machine

a. Drying

b. Filtering

c. Scale

d. Tester

Capacity of 1 ton/hour.

Glove

4. Unit of Television retribution service

To collect TV retribution from the people who have TV set collector : 314 persons

5. Unit of distribution of "BULOG" commodities

Sugar 350 tonnes/month

Flour 150 tonnes/month

6. Unit of MIscellaneous Services

Sales of Hausholds needs

Sales of Medicine (drougstores)

Number of Members Puskud Mataram

1. District of Sleman : 17 KUD and 1 Primkopti
 2. District of Bantul : 17 KUD and 1 Primkopti
 3. District of Kulon Progo : 12 KUD and 1 Primkopti
 4. Municipality of Yogyakarta : 1 KUD and 1 Primkopti
 5. District of Gunung Kidul : 13 KUD and 1 Primkopti
- Primkopti = Primary Cooperative of Producer Fermented Soybean and Soybean cake.

DEVELOPMENT OF CAPITAL, PUSKUD MATARAM YOGYAKARTA

(ROPIAH)

ITEM	Y E A R							
	1986	1987	1988	1989	1990	1991	1992	
1. Bank Debt (Rp)	339,036,168	620,541,168	551,678,857	479,712,381	50,214,048	42,889,668	35,741,390	
2. Loan from Bisnis Partner (Rp)	550,999,489	264,086,188	8,101,381	10,250,000	297,924,550	10,250,000	31,259,076	
3. Business Volume (Rp)	13,476,818,372	4,672,798,147	5,497,640,648	4,672,798,147	5,301,879,853	6,242,577,403	6,201,086,476	
4. Initial saving (Rp)	1,575,000	1,625,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000	
5. Obligatory saving (Rp)	8,928,000	9,081,000	9,132,000	9,132,000	11,254,000	12,046,000	12,046,000	
6. Reserve (Rp)	348,795,595	392,887,319	392,887,319	156,347,438	195,494,435	393,021,731	441,263,667	
7. Surplus (Rp)	29,851,810	182,191,577	70,020,803	83,237,234	87,754,394	107,186,438	132,974,821	
8. Asset								
Office Building	1	1	1	1	1	1	1	1
Store Building	4	4	4	4	4	4	4	4
Truck	6	6	6	8	11	13	13	13
Car	3	3	3	3	5	2	4	4
Motor Cycle	4	4	5	5	5	5	16	16
Computer	-	-	-	-	-	1	3	3

PROFILE

STUDENTS COOPERATIVE UNIVERSITY OF GAJAH MADA

(KOPMA UGM)

YOGYAKARTA PROVINCE

18/2 AN
195

GAJAH MADA

UNIVERSITY STUDENTS

COOP. STORE

Board - parttime = students.

cash sales only

Turnover 1.2 billion Profit 84 million APh.

Success - Involvement of students -

Factors Advise by the professors -

open Management -

10% of students are members of Coop.

20000/- given to poor members to meet

emergencies. Int. free loan - within time given

5000/- for Repn. fee etc.

PROFILE OF STUDENTS' COOPERATIVE UNIVERSITY OF
GAJAH MADA (KOPMA UGM)

15/2/82

I. Brief Story of Student Cooperative (KOPMA), Gajah Mada university.

Starting with the idea of the significance of meeting the demand/need and the welfare of the students through unit of business managed by the student themselves.

A preparatory meeting was held on march 12, 1982 attended by representatives of senate of student of each faculty in the University of gajah Mada (UGM) of 52 poeple.

43 people has been registered themselves to be members.

March 28, 1982, meeting was held to establish student cooperative, University of gajah Mada. The meeting was attended by 2 official of the ministry of cooperatives. The meeting also elected the board of director and the board of supervisor and the cooperative by-law of the fiscal year 1982 - 1984

On August 2, 1982, this cooperative was officialy legalized as legal corporate body under the number of 1246/BH/XI.

Since the establishment, student of cooperative of UGM achieved several performance concerning the status of legal body which among others are :

1. Licence of trade business (SIUP) from the Ministry of Cooperatives and trade under the member 13/PK/XII/04/NAS dated November 2, 1982.

12/2
195

PUSLET PER GOB

Training Centre

DR. SAGIM SANUMAH, Principal

Bringing on Basic Coops, Burekita,
& Puslet per Gob.

Training Structure in Indonesia

- Formal Education in Coops start from
Jr. High school up to post graduate
- Vocational high schools also teach coops
- Coops Colleges / Academics 9-owned by
govt.

IKOPIN in Bandung, on top.

Ministry of Edu Controls IKOPIN.

Non Formal Education on Coops :-

Dept of Coops & Small Enterprises

National Centre for Coops Edu / Training

2-7 BALLET COOPS for research

And at the same time, this cooperative got registered number of tax payer (NPWP) no 1.202.579.7.541.

2. November 4, 1982, this co-op become to member of the Indonesian Youth Cooperative (KOPINDO).
3. June 30, 1993, officially become member of Indonesian Chamber of Commerce and Industry of the Province of Yogyakarta.

During the operational term of activities this cooperative since the establishment, has been classification of stable B classification, while very stable A classification has been gained since 1987.

Since October 28, 1990, KOPMA UGM has located on this own building which was inagureted and officially open by the Secretary General of The Ministry of Cooperatives.

On September 2, 1991, KOPMA UGM officially operated a unit of activity of establishing a Telecommunication Shop by rentering services of Long Distance Direct Connection (SLJJ), International Direct Connection (SLI), Selling telephone card, and postal/mail materials.

Desember 16, 1991, Tourism and Telecommunication Shop was inagureted and officially opened by H.E. The Minister for Cooperative.

- . Achievement of national Award for the best/Outstanding Cooperative Performance.

1. National Best Cooperative II of 1985

Training for Rural Coops

Spl. centre for post harvest Edu &
Training Centre.

Other depts. also imports training.

Few primaries also own training -
developing at dist / national levels.

4 groups - Basic Trg.

Junctional Trg.

Trg. for Trainers, Consultants etc

Trg. for Management

Dekopin - Edu. Programmes for
Muz - specialised courses by
specialised institutions open.

Member Edu / Dept Edu by
Dekopin

2 Training centres for full official

Coop day celebrations 12th July each
year.

Coop Edu. fund with Dekopin - Contributions
voluntary not compulsory.

2. National Best Model Cooperative of 1986
3. Yogyakarta Provincial Model Cooperative of 1987
4. National Best Model Cooperative of 1987
5. Yogyakarta Provincial Model Cooperative of 1988
6. National Best Model Cooperative of 1988
7. National Best Model Cooperative of 1989
8. National Best Model Cooperative of 1990
9. Yogyakarta Provincial Model Cooperative of 1991
10. National Best Telecommunication Shop of 1991
11. National Provincial Best Prominent Model Cooperative of 1991
12. Yogyakarta Provincial best Prominent Model Cooperative of 1992

III. Position and Role

1. Agent of development

KOPMA UGM together with all the members should accommodate themselves as agent, guide and pioneer of development in its every operational area.

2. Cooperative cadre and cadre cooperative KOPMA UGM together with all the members are reliable, professional and quality cooperative cadre and cadre cooperative which brings dynamic for people cooperative movement
3. Carrier of the Future KOPMA UGM together with all the members are continuing generation of the nation who are always ready themselves with effort in developing human resources and creating employment opportunity.

7/2
95 BATIK COOP'S FEDERATION

Mr Johnson

Mr Subagio

to primarily as members.

7964 incl. Entrepreneur members.

Batik earlier for Royal families only
developed into an art for every body.

Handmade & painted bottles.

Export to many countries.

Motifs from Temples / Tradition architecture

- School of Arts for Batik in Indonesia.

= only description (as member as an umbrella
open

17/2
95

BUKOPIN

COOP BANK

NATIONAL BANK
FOR COOPS

III Returns to

to 1988 - Bukopin estd.

4. Inovator

KOPMA UGM as a unity cooperative cadre who always dig up and develop new ideas in cooperatives.

IV. Bussiness Actifities

1. Unit of consumers store

Consist of :

- a. Sub unit of book store and stasionery, provides basic need of the students such as : writing books, ball pens, reference book, file, pepers, bags, magazines etc.

For the members and non members provide discount price of 5 - 25 %.

- b. Sub Unit Souvenir shop

Provide 5 % discount price for members

- c. Sub Unit of Cloting Store

Provides 10 % discount price for member

- d. Sub Unit of daily need shop

Such as bathing soap, washing soap, toothpaste, shampho, food and beverages, ice-cream, cigaretes, sweets etc.

Bukopin 2787 Coops insured

1,000,000,000,000 Trillion

1000 billion

1,000,000 million

over 60%

owned by Coops - works on Commercial

Bank basis -

48% of shares owned by Coops -

93% recovery - 14% of mkt. to Coops. on basis

16% of mkt. given on deposits.

2. Unit of Tourism and Telecommunication Shop.

Rentering service to the members and non members such as long distance direct telephone call (SLJJ) and International direct telephone (SLI), Facsimile, Telegram, telephone-card, postal materials. Provides 5 % discount price for members using telecommunication service between 6.00 - 18.00.

3. Unit of Cafeteria

Provides food and drink in various variety for the members in resonable price for the student and open for public

4. Unit of Handycraft Product

recieve orders for embrodery, souvenirs, name card, posters etc.

5. Unit of photo-copy service

6. Unit of learning guidance for private course of elementary, Junior High, Senior High scool ang language of English, japanese and French.

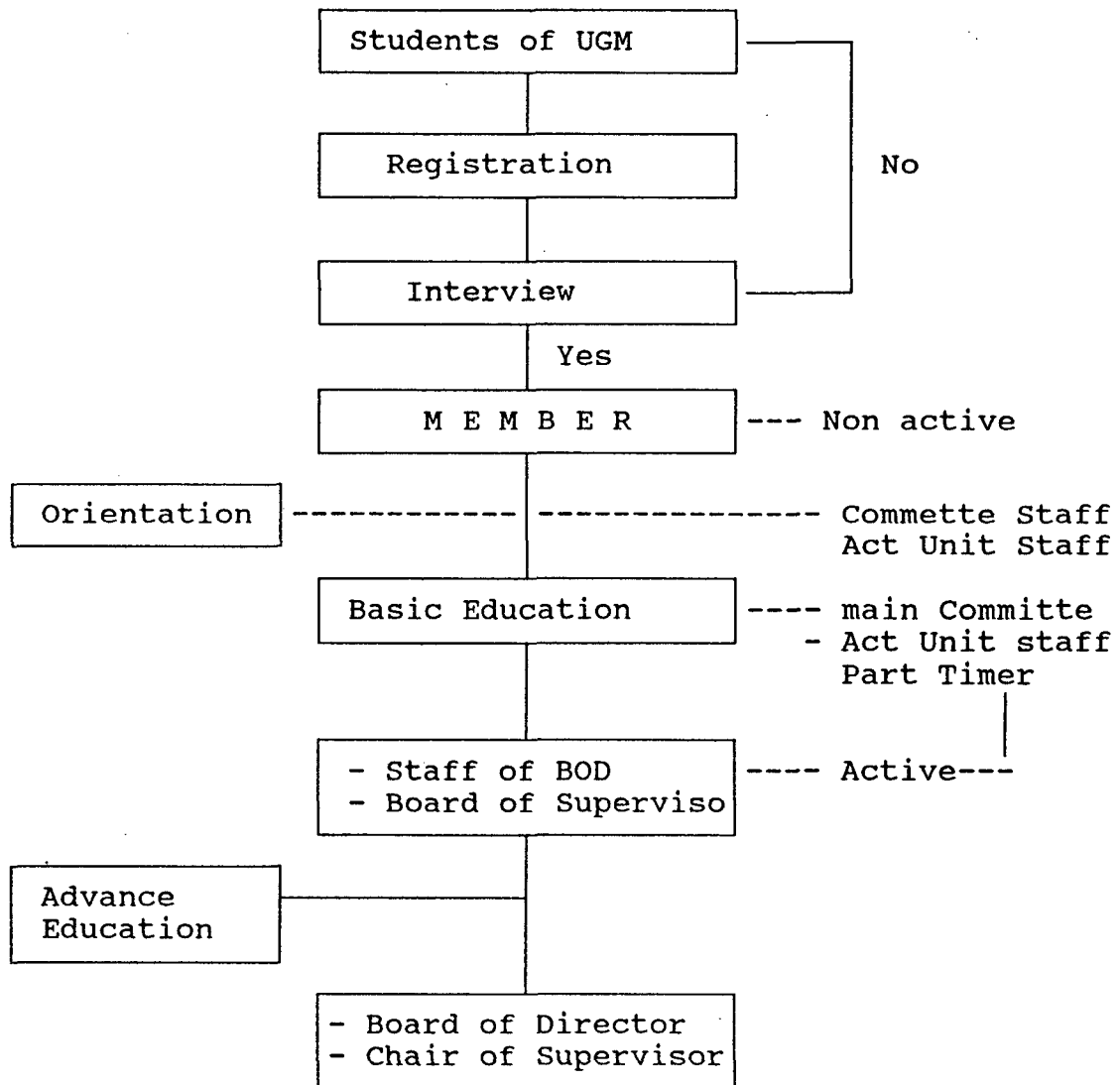
V. Other activities

In developing Human Resources cooperative has formulated activities of members promotion through activities in the area of publishing, education, training and study among others on job training on retailing, supplier etc.

In preparing reliable cooperative cadres through education training in basic and advance education on cooperaive, enterpreneurship, management and training for trainers.

In the effort of developing science culture, critical and idealistic attitude and increasing intellectuality of human resource (members) through activities such as : Discussions, Seminars, Business dialogues and other scientific gatherings.

Pattern of Cadresm of KOPMA UGM



VI. Membership - Voluntary

Requerement :

- To pay initial saving of Rp 3,000 per person
 - To pay oblogatory saving of Rp 1,000 per person
 - Pass the interview
 - To Submit photo of 3x4 of 2 pieces
-
- Willing to okey and conduct all provision stipulated in the cooperative by-law.

Advantages of being member

KOPMA UGM provides facilities and services to members such as :

- a. Special discount on stores commodities and telecommunication services
- b. To be part time, supplier and marketing
- c. To get magazine of "Medikopma" and montly bulletin of "foreksi" free of charge.
- d. To get interest of deposit of obligatory saving, net surplus
To get opportunity to improve telent and creativities of enterpreneurship on the job training of self employed business etc.
- f. To have the right to become member of library of KOPMA UGM

- g. To get opportunity to become committee or participant of basic advance education programs, publishing activity, Discussions, courses, research, study etc.

VII. Organizational Structure of KOPMA UGM (1994-1995)

Protector and Promotor:

1. President of the Gajah Mada University
2. Assistant to the President
3. Provincial office of the Ministry of Cooperatives and Small Enterprises
4. Provincial Indonesia Cooperative Council

Advisor :

1. Prof DR. Koenadi Hardjosoemantri SH.
2. DR bambang Tri cahyono
3. Dumary, MA
4. Revrisond Baswir, akt, MBA

Board of Director :

- Chairman : Alvitra bermana
Secretary : Wisnu Aryadi
Treasurer : Reko Sunaryoko
Chairman I of Membership Affair : Agus Salim
Chairman II of Business Activities : Joe Fivara Putra
Chairman III of Personal Affair : BNA. Wisnuwardani
Chairman VI of Cooperation Affair : Muhamad Al Amin

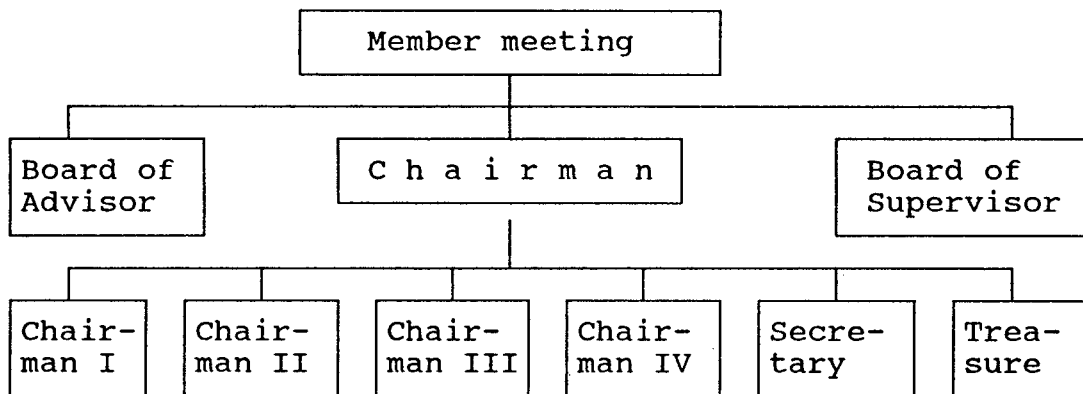
Staff of Board of Director : 14 Persons

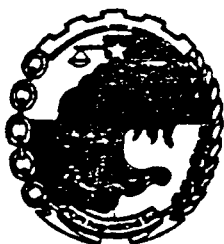
Board of Supervisor :

Chairman : Akhmad Zainudin

Member : Gunawan
Yaumil hasanat
Irda Wilis
Retno Kumolohadi

Structur Organization





DATA PERKEMBANGAN KUD CEPOGO

Kecamatan : CEPOGO

Kabupaten : BOYOLALI



**KANTOR KUD CEPOGO
KECAMATAN - CEPOGO**

M O T T O :

- TIADA HARI TANPA PRESTASI

untuk menyongsong ;

hari depan

yang lebih cerah

- today is better than yesterday

tomorrow will be better than today

P R E F A C E

Praise to God for the grace given, so that KUD Cepogo will have been in the year of 19 for the next 28 November 1991.

We realize that 19 years is not a long age for a regional economic organisation such as KUD Cepogo. We believe that what we have reached so far are not the final objectives, they aren't more than inter-objectives for the final objectives. And we also realize that there are still many things to tidy up and to improve in this cooperation, such as the organisation, the management, the administration, the capital and finance, and the services for the members and society.

In line with the programme of Indonesian Government in economy during the first year of PELITA V about KUD MANDIRI, KUD Cepogo, as one of the KUD's in Indonesia, by support, motivation, assistance, and guidance from the district and regional government and many others, had been stated as a KUD MANDIRI in 1989, a year earlier than the time programmed. It was stated by Surat Keputusan Menteri Koperasi No : 185.3/Kpts/M/IX/1989.

In the day of PERTASI KENCANA; this small book hopefully will give some information about the development of KUD Cepogo in the last five years.

Finally, we have the hope for God that, by His grace and guidance, KUD Cepogo will grow and develop greater and better, and will bring merits and advantages for the members and society.

Amin.

The Board of KUD
Cepogo

Ir. Yoyok Sunaryo
The Head

THE HISTORY OF K U D CEPOGO

Before 1960, there had been some cooperations (Koperasi) in the district of Cepogo. Those cooperations mostly were established and stated behind their (political) parties.

To unify the operations of those cooperations, the government took the step of establishing a committee named BUUD (Badan Usaha Unit Desa). The board of BUUD was chosen from the boards of some cooperations which still operated in that period.

To develop and to improve the existence of the organisation, BUUD was changed to be a KUD (Koperasi Unit Desa), because it was impossible for a BUUD to operate any kind of project. On 28 November 1973, this KUD, which only had 25 members at that time, was legalized as 'Koperasi Unit Desa Cepogo' by Badan Hukum No : 8472/BH/VI/1973.

The legalization of KUD Cepogo had made it possible to develop the project activities and to do better services to the members.

Since at that moment, the community of Cepogo had bred milking-cows and had the potency for this, it was a great point for KUD Cepogo when he got some credit facilities, such as:

- | | |
|---------------------------|------------------------|
| 1. In 1975, Banpres | Rp. 1,800,000,- |
| 2. In 1976, Bangub | Rp. 2,775,000,- |
| 3. In 1976, Credit of BRI | <u>Rp. 5,000,000,-</u> |

Total Rp. 9,575,000,-

All of those credit had been paid completely in 1978.

It was November 1979 that KUD Cepogo got the granting of credit of milking-cows from Menteri Muda Perkoperasian (The Junior Minister of Cooperation) in the form of 'Paket Kredit Sapi Perah'. By this credit, the development of KUD Cepogo was greater and better.

Now, KUD Cepogo has been developing these following units of project activity :

1. K C K Unit
 2. Simpan Pinjam Unit .
 3. Cattle-Breeding Unit
 4. Milking Unit
 5. Waserda Unit
 6. Saprodi Unit
 7. KUT/ TRI Unit
 8. Inkra Tembaga (Cooper Industry) Unit
-

K U D CEPOGO

Address : Ds.Mliwis, Kec.Cepogo,
Kab.Boyolali
Date of Establishment : 28 November 1973
Badan Hukum : 8472 b/BH/VI/1982
Classification : Class A

GENERAL CONDITION

1. The working-area is the district of Cepogo, which covers 15 villages (desa).
2. The borders of the working-area :
 - North : K U D Ampel
 - East : K U D Boyolali
 - South : K U D Musuk
 - Weast : K U D Selo
3. Land-area :
 - a. Irrigated-field : 55,8038 Ha = 1.05%
 - b. Dry-field : 3173,0845 Ha = 59.87%
 - c. Yard : 1448,9170 Ha = 27.34%
 - d. State forest : 265,0000 Ha = 5.00%
 - e. Others : 356,9793 Ha = 6.74%

Total area : 5299,7846 Ha
4. The Natural Condition
The district of Cepogo locates on the slopes of Merapi and Merbabu mount with the height of 500 - 1,500 metres above the sea.
5. The Potency to Develop:
 - a. Farming : Polowija (Second-Crop)
 - b. Plantation : Tobacco and Cengkih (Clove-tree)
 - c. Breeding : Milking-cow
 - d. Industry : Cooper and Milk-Cant
6. Population
Based on the last statistical computation by the Statistic Department, the population of Cepogo is 42,219 persons on the area of 5299,7846 Ha. So its population number per kilometre area is 914 persons/km.

THE ORGANISATION

1. The Board

The Head : Ir. Yoyok Sunaryo.
The Head I : Beny Haryono.
Secretary : Sumyani.
Treasurer : Mundiri,
Assistant : Drs. Haryana.

2. The Supervising Committee

The Head : S. Wahyudi.
Members : Gito Triyono.
Sastro Waluyo.

3. The Administrator

The Manager : Sugito HP.
Officers : 62 persons

4. Membership

Period	1989	1990	1991	1992	1993	1994
Adult Pop.	10,245	10,447	10,560	10,563	10,563	10,572
Full-Member	6,424	6,735	6,771	6,775	6,935	7,064
Percent	62.7	64.5	63.8	64.8	65.6	66.8
Farm-Group	6,062	6,194	6,151	6,152	6,294	6,412
	59.1	58.3	58.3	58.3	59.6	60.7
Served	11,332	10,561	10,667	10,692	10,692	10,729

THE PROJECT ACTIVITY UNIT

1. KCK (Kredit Candak Kulak) Project Unit
2. Simpan Pinjam Unit
3. Cattle-Breeding Unit
4. Milking Unit
5. Saprodi Project Unit
6. Sapronak Project Unit
7. Waserda Project Unit (Dept. Store)
8. Cooper Industry Unit
9. Electricity Project Unit
10. Kredit Pedesaan Project Unit
11. T R I and K U T Project Unit
12. Food Supply Project Unit

THE CAPITAL

No	Capital Source	Total (Rp)
1	Intern-Capital :	
	- Simpanan Pokok	8,058,000.00
	- Simpanan Wajib	102,074,544.59
	- Simpanan Khusus Anggota	34,449,851.04
	- Reserve	947,516,283.93
	- Donation	6,110,000.00
	- SHU of the year	63,575,556.45
	Total-1	1,161,784,236.01
2	Extern-Capital :	
	- Long-Period Credit	1,963,129,765.34
	- Short-Period Credit	300,651,614.40
	- Aid	32,237,829.70
	- Simpanan Sukarela	62,099,017.89
	Total-2	2,358,118,227.45
	The Total Capital	3,519,902,463.46

THE FIRM PROPERTY

1. Land-area - - - - -	--:	60,108,000.00
2. Building - - - - -	:	223,715,368.90
3. Truck, Car, Motorcycle- -	:	348,669,450.01
4. Office equipment- - - - -	:	85,234,719.00
5. Macines	:	246,727,500.00
6. Accumulation of Reduction	+(337,442,166.81)
	:	
	=	627,012,871.10

THE MILKING-COWS DEVELOPMENT

Period	1990	1991	1992	1993	1994
KREKOP	-	-	-	-	-
PUSP	-	-	-	-	-
BKPN	139	143	125	121	138
BRI	586	569	551	546	524
LOCAL	12.223	12.387	12.412	12.489	13.233
K.SWD.	5	7	26	43	282
TOTAL	12.953	13.106	13.114	13.199	14.177

THE BREEDERS

- The total number of the breeders - - : 3,432 persons
- The average breeding number - - - - : 4 cows

THE CONSENTRAAAT SUBSIDY

- Tahun 1990 ----- Rp. 66,172,500.00
- Tahun 1991 ----- Rp. 17,660,250.00
- Tahun 1992 ----- Rp. 12,084,825.00
- Tahun 1993 ----- Rp. 62,354,500.00
- Tahun 1994 ----- Rp. 70,753,700.00

THE MILK PRODUCTION

- 1990 ----- : 4,236,629 litres.
- 1991 ----- : 4,186,830 litres.
- 1992 ----- : 4,983,558 litres.
- 1993 ----- : 6,600,258 litres.
- 1994 ----- : 6,558,863 litres.

THE MILKING-COWS CREDIT POSITION

PERIOD	CO CREDIT (Rp)	CREDIT REST (RP)
I	23,400,000.00	Paid, 14 - 12 - 1984
II	38,400,000.00	Paid, 20 - 12 - 1985
III	61,875,000.00	Paid, 26 - 03 - 1986
IV	34,000,000.00	Paid, 11 - 09 - 1987
V	18,775,000.00	Paid, 26 - 11 - 1988
VI	250,750,000.00	Paid, 22 - 11 - 1989
I/'88	203,573,550.00	25,441,050.00
I/III	1,067,592,000.00	1,007,197,970.00

THE PROJECT VOLUME

- 1990	Rp. 5,509,991,786.46
- 1991	Rp. 5,354,318,155.22
- 1992	Rp. 6,568,862,888.56
- 1993	Rp. 8,596,714,079.73
- 1994	Rp. 11,153,547,087.88

THE S H U

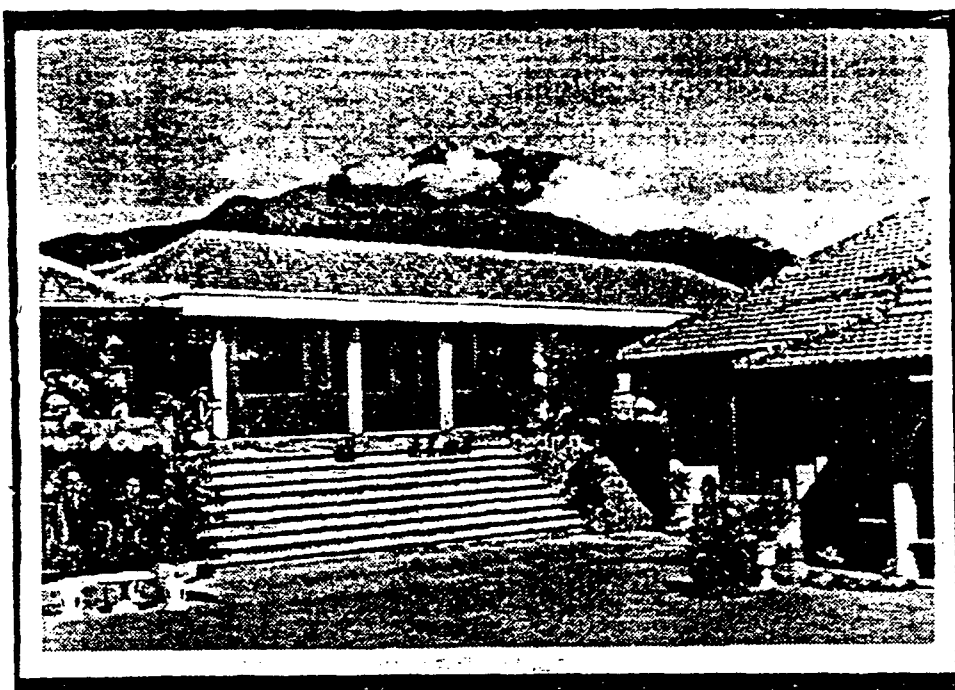
Rp. 34,666,114.73
Rp. 34,590,792.05
Rp. 37,991,976.76
Rp. 50,755,988.72
Rp. 63,575,556.45

Cepogo, 31 December '94

K U D Cepogo

THE SUCCESS OF K U D CEPOGO

1. The winner of K U D Membership Improvement of Boyolali in 1989
 2. Stated as a K U D MANDIRI by Menteri Koperasi (The Minister of Cooperation) by S K No: 185.3/KPTS/M/IX/89.
 3. The Best Cooperation of K U D of Boyolali in 1989.
 4. The Best Cooperation of K U D of Jawa Tengah (Central Java) Province in 1989.
 5. The Second Rank K U D of K U D MANDIRI of Indonesia in 1989.
 6. The inauguration of the office-building of K U D Cepogo by Menteri Koperasi in Kecamatan Kaloran, Kabupaten Temanggung in the scheme of SADAR INFORMASI and SADAR KOPERASI campaign.
 7. Stated as K U D MANDIRI TELADAN of Indonesia in 1990 by Surat Keputusan Menteri Koperasi No: 009/TK/M/1990.
-



KANTOR
KUD CEPOGO

Realizing the good prospects of copper-handicraft industry in KUD Cepogo, in 1982 KUD Cepogo committed a training-course for 40 young craftsmen in Tumang village, as the central of the industry. The training-course was committed by cooperating with the Department of Industry who provided the trainers. At the end of the training, a group of young copper-craftsmen was organized under the name of "Muda Tama" with the 40 members who had joined the training-course for a month.

Nowadays, the Copper-Handicraft Industry Unit of KUD Cepogo produces various traditional copper-handicraft in forms of house equipments and many kinds of new creations in forms of souvenirs and house accessories. Furthermore, it also commits demands and orders of many projects such as the Surakarta Palace, hotels and many others.

Some Products of The Copper-Handicraft Industry Unit of KUD Cepogo :

– VASE

Material : Copper Plates
Producing Period : 14 hours by 1 craftsman
Price : US \$25.00
Note : Various forms and sizes are available with suitable prices.

– ROBYONG LAMP

Material : Copper Plates
Producing Period : 105 hours by 3 craftsman
Price : US \$375.00
Note : Various forms and sizes are available with suitable prices.

UNIT INKRA TEMBAGA KUD CEPOGO THE COPPER – HANDICRAFT INDUSTRY UNIT OF KUD CEPOGO

The History

The history of copper-handicraft industry in Cepogo had begun before KUD Cepogo was established in 1973. It is even said that this industry had begun since the period of Mataram Kingdom. On 28 November 1973 KUD was established. With regard to one of the objectives of the cooperative (KUD), i. e. to guide and to develop the local potency and to increase the products and the incomes of the people, in the early of 1974 KUD Cepogo began to operate Unit Usaha Inkra Tembaga (The Copper-Handicraft Industry Unit) which produces traditional copper-handicrafts in forms of house equipments.

By the idea of the Departement of Industry of Boyolali, in the middle of 1974, the handicraft industry was being developed into handicraft with art and beauty in forms of souvenirs and house accessories. One of the efforts was sending some craftsmen to join a training-course of house-accessory handicraft and souvenirs in Hollands for six months. After finishing the training-course a group of copper craftsmen was organized under the name of "Karya Murni" with its 30 members. Knowing the great potency of the youth in "Karya Murni", the Department of Industry of Boyolali via KUD Cepogo provided facilities, raw materials and capital which valued Rp. 8.000.000,- to the project of youth development.

- BOKOR
 - Material : Copper Plates
 - Producing Period : 14 hours by 1 craftsman
 - Price : US \$25.00
 - Note : Various forms and sizes are available with suitable prices.

Beside that, the Copper-Handicraft Industry Unit of KUD Cepogo also produces and commits many kinds of demands and ordered products such as making reliefs on the building, house accessories, pictures, calligraphies, and many others.



A specific craft and high proficiency are needed to make a Robyong Lamp. The Craftsmen are making Robyong Lamps for a hotel in Bali





Some craftsmen are making some Vases.



By a copper Vase made in Unit Inkra KUD Cepogo, a living room looks so lovely and comfortable.



**KOPERASI UNIT DESA
CEPOGO**



Badan Hukum No. : 8472/BH/VI/73
Address : Mliwis, Cepogo, Boyolali



THE OFFICE OF KOPERASI UNIT DESA CEPOGO



A Bokor made in Unit Inkra KUD Cepogo will give beauty and comfort to your room.



An Arabic Calligraphy with its art and beauty as a house accessory.

WE DO WHAT THEY DON'T



PUSPETA GROUP

- o KJUB. PUSPETASARI KLATEN
- o KJUB. ALIS TEARA JAYA
- o PT. ALIS JAYA CHIPPENDALE



\$ 106.00
Torchere

17th Cent.
Candlestick
Large

\$ 307.00
Chest on Chest

17th Cent.
Candlestick
Small

\$ 17.50
Pierced
Planter

\$ 85.00
Jewel
Box

\$ 62.00
Mini Pie
Crust
Table

\$ 16.50
and
Stationery
File
Tier

3 Tier
Latis
Letter Tray
\$ 33.50

Single
Latis
Letter Tray
\$ 11.50

\$ 13.50
Stand
Stationery
File
3 Tier



PUSPETA GROUP AND ITS DEVELOPMENT

Based on plant of Operation between Indonesia and Us government, both parties represented by Departement of Cooperative and (CLUSA) (Cooperative League of USA) Unit Management Projects were founded in Aru Island, East Java, Tasikmalaya, Klaten and Luwu.

The objective in general is to apply contribution to BUUD/KUD (Rural Unit Enterprises/Rural Unit Cooperative) in order to support all KUD activities towardself propelling.

The main objectives are:

1. To find proper guidance models for KUD. These models are in the fiels of organization, administration and business.
2. To increase KUD member's welfare.
3. To develop KUD and its role toward main rural economic supporter.
4. Strengthen management, business and human resources development.

THE HISTORY OF ITS FOUNDING

The Klaten Unit Management Project was Founded in 1980 for fears period. Puspeta Klaten (Klaten Farming Service Centre) was a given name. In 1985, when contract period ended, the existence of the project remain needed in order to lead rural cooperatives, so the status of the project was extended with predeter mined target to achive.

The target was: in every annual project financing period, the fund oradually decreased. Whwn 5 years periode ended, the project should has kept running and self-financing. In December 1988, the project reches its self financing status.

Under cooperative Corporate No: 11080/BH/VI/88, dated 30 November 1988, Puspeta Project converted to KJUB(Integrated Business Servis Cooperative) Puspetasari Klaten.

MEMBERSHIP AND ORGANIZATION

To meet requirement of secunder cooperative status as KJUB, Puspeta recruited its members consist of: KUD Pedan, KUD Jatinom, KUD Manis-

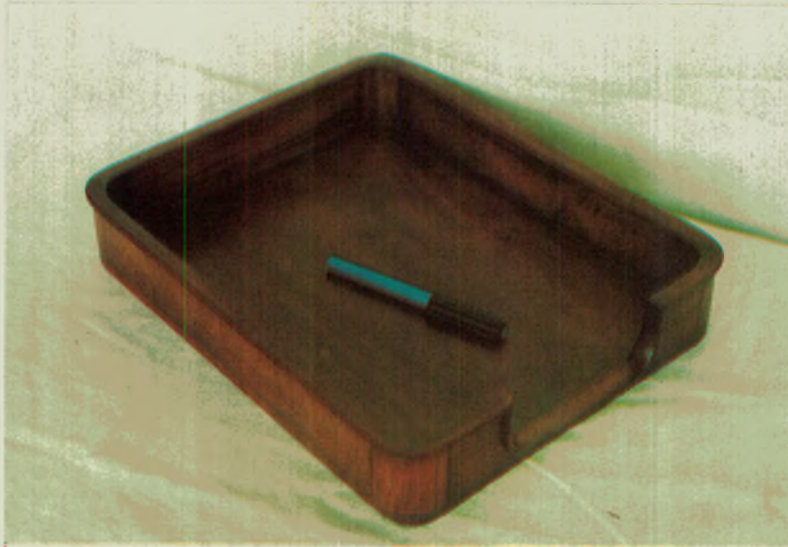
renggo, KUS Karangnongko, Primkopti Pedan and KPN Ngesti Rahayu Kandepkop Klaten.

RAT (Members Annual Meeting) is the top Authority in KJUB Puspetasari organization structure. The Management recruited from chairmen of KUD members. Based on the regulation made by the management, operational management and guidance team was appointed by Boards of Director.

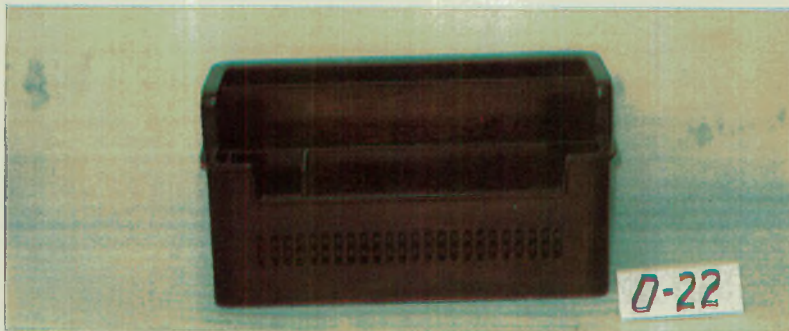
DEVELOPMENT OF KJUB PUSPETASARI

Other than guiding KUD, Puspetasari also develops business activities. These activities under Operational Directors, who lead several divisions, as follow: Agrobusiness divisions, its activities in the field of general trading shop matters, plantations. Feedmill division produces milk cattle and beef cattle feed. The current activities are: material supply, production, marketing, and distribution. Animal Husbandry Division activities are: collecting and distributing of milk and CF cattle health service and breeding.

Now, the oriented of KJUB Puspetasari effort is on non oil export commodity, such as Handycraft. Handycraft is product of art creatifity and its products goods like for office tools, houses and other.



\$11.00



\$16.50



\$13.50

KJUB Puspetasari, Klepu, Ceper PO BOX 166 Klaten
Phone (0272) 21915, (0271) 52918



①



③



③

1. *Vannilia brans as on oil export commodity have good prospect proccesed by KJUB Puspetasari*

2. *Breeding, milking and fattening cows are done at KJUB Puspetasari. There was also cooling unit of milk*

Dry cassava as export commodity use for feed Indonesia have lot of it

PT. ALIS JAYA CHIPPENDALE

BRIEF HISTORY

The fact that in the Central Java there a lot of raw material (mahogany) and potential handcraftmen. Realizing of these abundant natural resources, on January 1985, PT ALIS JAYA CHIPPENDALE has been founded as a mahogany reproduction furniture industry.

The founding of this factory as a result of agreement between Project Management Unit Puspeta and private enterprise, PT AJC was a division or part of Puspeta Klaten, namely export oriented furniture division.

The value of the first export approximately \$21.590.86 on January 1985. The destination was Gosting of Liverpool England carried by a feeder Baabulah Vy 11 WB, through Tanjung Emas Port Semarang.

Since then PT AJC has been grown fast. To accelerate its developmetn, on February 26, 1986, mutual cooperation has been established between PT AJC and Puskud Central Java who owns a furniture industry in Jepara. This cooperation resulted an agreement to merge beetwen PT AJC in Klaten and furniture industry in Jepara, in order to achieve better performance.

OBJECTIVES

1. To develop non-oil export comodity by producing mahogany furniture.
2. To upgrade local menpower capability in order to handle furniture industry with and international standard, both in quality enterprise and design.
3. To implement a plan of operation model beetwen cooperative and private enterprise.
4. Broaden field of works for local menpower.

COMPANY PROGRESS

Activities.

Reproducing English antique furniture such as Sub Period Chippendale, Sheraton, Regency, i.e. chairs, bookcase, mirror frame, desk etc.

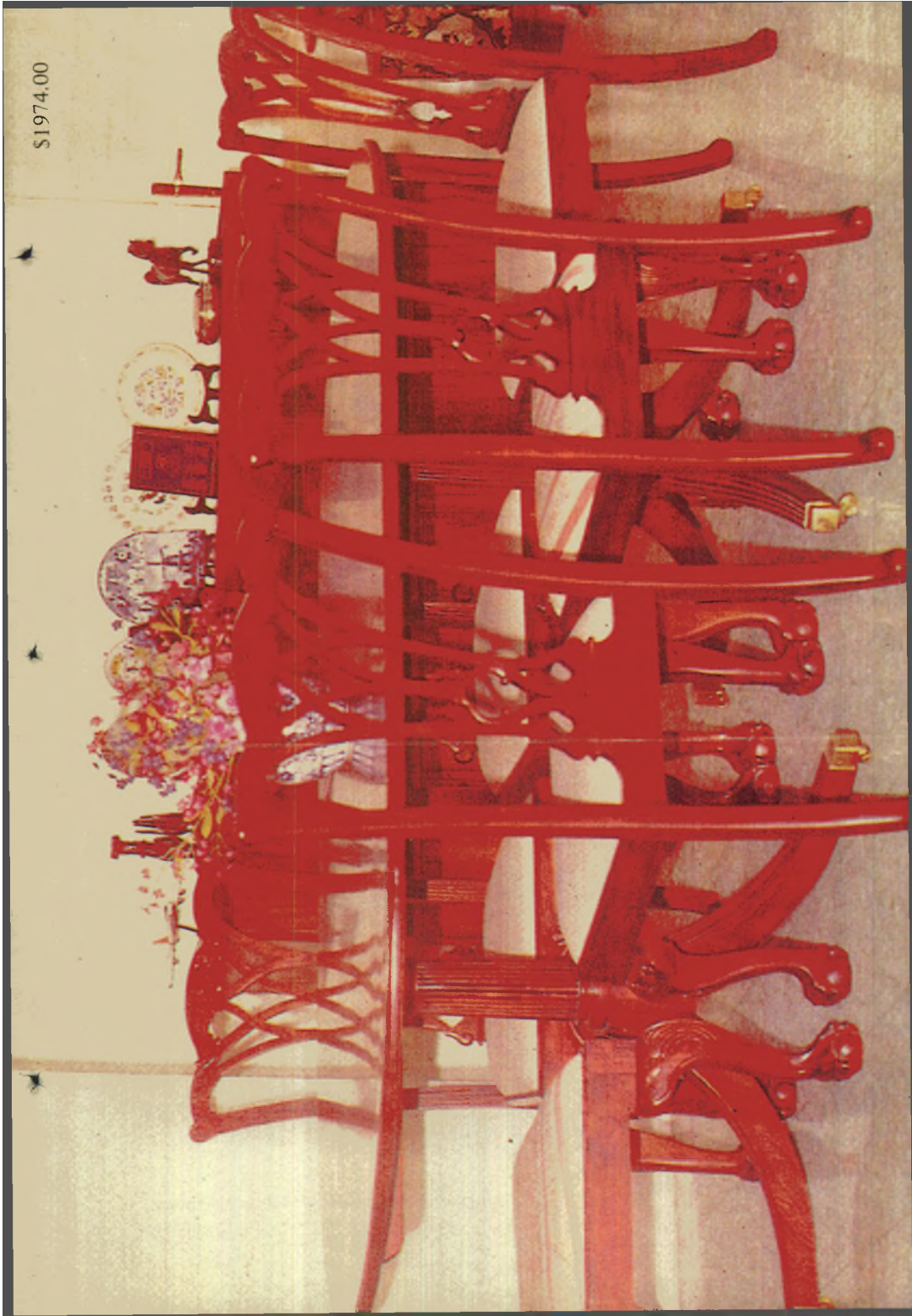
And handycraft, an effort to increase waste wood value i.e. waste basket, candlestick, doorstop, letter tray etc.

Marketing.

To handle marketing of its products, PT AJC made a mutual cooperation with Cooperative Business International (CBI) and Lynn Nusantara.

Some efforts have been taken, i.e. :

- Invited overseas potential buyers to have a look production processes and types of PT AJC products. For those buyers PT AJC given ticket, board and lodgings since they were in Indonesia.
- To show PT AJC product in international exhibitions. So far, distination for PT AJC products export i.e. US, England, Spain, Sweden, Australia. Besides, PT AJC mede feasibility study to penetrate Japan and Midle East market.



\$1974.00



\$275.00



\$278.00



L-6 BREAKFRONT BOOKCASE

Mahogany breakfront bookcase with plinth.

Base with four cupboards, each with one adjustable shelf, four bookcases with handcarved glazing bars in doors and two adjustable shelves each.

Length 2,240 mm (88"); depth 500 mm (19 1/4")/270 mm (10 1/2"); height 2,130 mm (83 1/4")

KJUB ALIS TEARA JAYA

BRIEF HISTORY

Teak furniture trial production initiated in Chippendale Jepara Unit, 5 April 1988. This activity went on until November 1988.

Since then KJUB Puspetasari teak furniture division was founded, located in Puspeta Group area Ceper. Meanwhile an effort to set up a Rattan Division has been started by imported machinery from Taiwan and recruited experts from Philipines.

Along with progress achieved, both divisions combined under a secondary cooperative, membership of which cooperative both from in and out of Klaten area.

Description of organization:

- Cooperative name : KJUB Alis Teara Jaya
- Corporate status : No:21/KPTS/BLK/VII/1988
- Working area : all over the country
- membership and share composition:

1.	KJUB Puspetasari	- Klaten	35%
2.	KUD Jatinom	- Klaten	4%
3.	KUD Pedan	- Klaten	4%
4.	KUD Sandra Sirna	- Luwu Sulut	4%
5.	KUD Larompong	- Luwu Sulut	4%
6.	KUD Surya Kasintuwu	- Luwu	4%
7.	Kop. Peg. Depkop	- Jakarta	10%
8.	Kop. Peg. Bulog	- Jakarta	5%
9.	Kop. Perum Wanabhakti	- Jakarta	10%
10.	KJUB Puspeta	- Luwu	15%
11.	Inkud	- Jakarta	5%

Scope of work: teak and rattan furniture industry as non-oil export commodity. First container export ceremonial held by Cooperative Ministry, 14 July 1990.

OBJECTIVE

1. Develop non-oil export commodity, especially teak and rattan furniture.
2. Reduce unemployment, this project is a manpower oriented, both executive and operational levels.
3. Develop cooperatives motion in the rural area (KUDs).

ACTIVITIES

KJUB Alis Teara jaya producing teak and rattan furniture with export quality. Export market approx 95%, while local market 5% only.

COMPANY PROGRESS

KJUB Alis Teara Jaya products designed for the US, Europe and Japan markets. In this case (NCBA (National Cooperative Business Association) has taken an important role in both marketing, expert recruiting promotion, negotiation and selling.

BUYERS

KJUB Alis Teara Jaya customers for 1989 were as follow:

- a. Summit Furniture Inc, USA/England
- b. Santa Barbara Designs, USA
- c. Geebro/Lister, England
- d. Tropical CO, USA/Japan
- e. John Robinson, England
- f. Meli SA, Greek
- g. Ronald J. Deutch, USA
- h. Rodney S. Hunter, USA
- i. Rausch/Germany
- j. Dux/Monett, Sweden



AC-02 ARM CHAIR
\$92.00



TFM-02 SAFART CHAIR
\$53.00



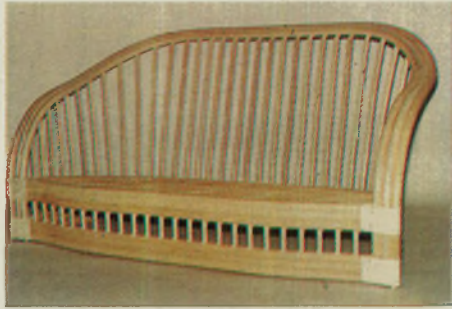
59457 VERANDAH CHAIR
\$89.00



TO-22525 NIGHT TABLE
\$71.00



TR-01 TROLLY
\$97.00



CR-820 SUPER SOFA
\$132.00



5-206 COLONIAL ARM CHAIR
\$65.00



TO-22567 HEADBOARD 180 cm
\$46.00



CR-821 ROTKER
\$67.00



CR-819 SUPER LOUNGE CHAIR
\$96.00



5-209E COLONIAL ARM CHAIR
\$35.00



5-204 COLONIAL ARM CHAIR
\$61.00



RO-09 RATTAN ROTKER
\$48.00



ST-08 BOROBUDUR CHAIR
\$182.00

Rekreasi anda sem
Taman Safa

**BABY
ZOO**



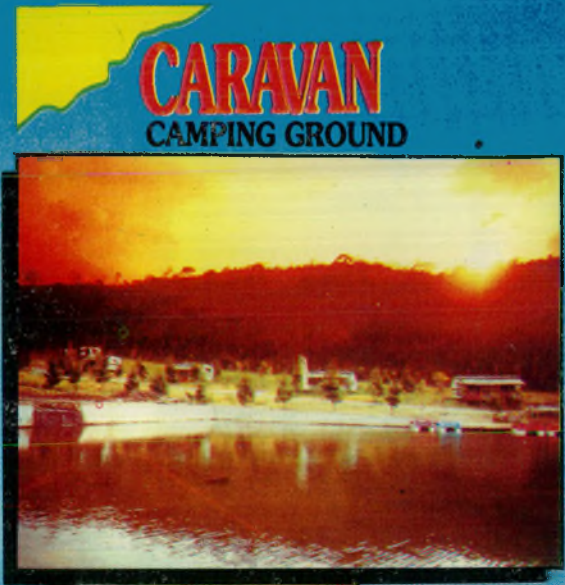
**ATRAKSI
YANG MENARIK**



akin semarak bersama
ri Indonesia



SIRKUS
SHOW


















Air terjun alami dengan ketinggian ± 45 m



Safari Garden Hotel berjarak ± 2,5 km dari TSI
SAFARI GARDEN HOTEL & RESTAURANT
 Jl. Raya Puncak 601 - Cisarua
 Telp. (0251) 253000 (Hunting 12 Lines)
 Fax.(0251) 253 555
 Jakarta, Telp.7691071,7695482
 7654743,7654744 (Hunting)
 Fax (021) 7690587

Untuk keselamatan anda :

-  Kecepatan kendaraan max 5 km/jam.
-  Dilarang berkomunikasi melalui pesawat di dalam kawasan Taman Safari.
-  Kendaraan Pick-up bertutup terpal dilarang masuk.
-  Dilarang membawa binatang peliharaan.
-  Dahulukan hewan yang melintas jalan.
-  Dilarang turun dari kendaraan bila berada di lokasi hewan.

-  Kerusakan dan kehilangan diluar tanggungjawab Taman Safari Indonesia.
 -  Tutuplah selalu kaca-kaca & pintu kendaraan anda, terutama di lokasi macan, singa dan beruang.
 -  Dilarang memberi makan kepada hewan-hewan, terutama beruang. Berbahaya !
 -  Dilarang membawa makanan ke dalam lokasi.
 -  Dilarang membuang sampah/kotoran keluar kendaraan anda, karena berakibat fatal bila termakan oleh hewan.
 -  Dilarang membunyikan klakson atau sejenisnya, kecuali dalam keadaan darurat/butuh bantuan.
-  Dilarang kawasan
- AMUSEMENT**
1. Bom Bom
 2. Sepatu roda
 3. Paratrope
 4. Gokart
 5. Komedip
 6. Jet Boat
 7. Sepeda air
 8. Danau bu
 9. Sepeda l



WOODY
ICE CREAM

Setiap pengunjung
Taman Safari Indonesia
telah dijamin asuransi
Jasa Raharja



CALIFORNIA
FRIED CHICKEN

Indomie



FUJI FILM
FUJI FILM

AQUA
AIR MINUM SEHAT **AQUA**



Bawa kendaraan ke
perjalanan kecuali petugas.

RIDERS

Carf
dar
sa/TV. Game
di
tan
ang

- 9. Rumah Hantu
- 10. Gajah Terbang
- 11. Cangkir Raksasa
- 12. Sky lift
- LIFE SHOWS**
- 13. Panggung terbuka/
Aneka Satwa
11.00 - 13.00 - 15.30
- 14. Circus Magic Show
di Balai Riung Safari
12.00 - 14.00 - 16.30

- 15. Panggung Singa Macan
11.45 - 13.45 - 16.15
- 16. Panggung Singa Laut
King of Skies Show
12.00 - 14.00 - 16.30
- 17. Gajah Lincah
12.00 - 15.00 - 16.00
- Minggu: 11.00 - 13.00 - 15.30

ATTRACTIONS

- 18. Stop bus/Kantin/Museum
mini/Toilet
- 19. Caravan Camping Ground
- 20. Swimming pool
- 21. Kantor Caravan
- 22. Stasiun mini train/Baby zoo/
White Tiger
- 23. Lokasi Satwa
- 24. Curug Jaksa Water Fall
- 25. Pulau Komodo/Buaya

**FACILITIES & GENERAL
INFORMATION**

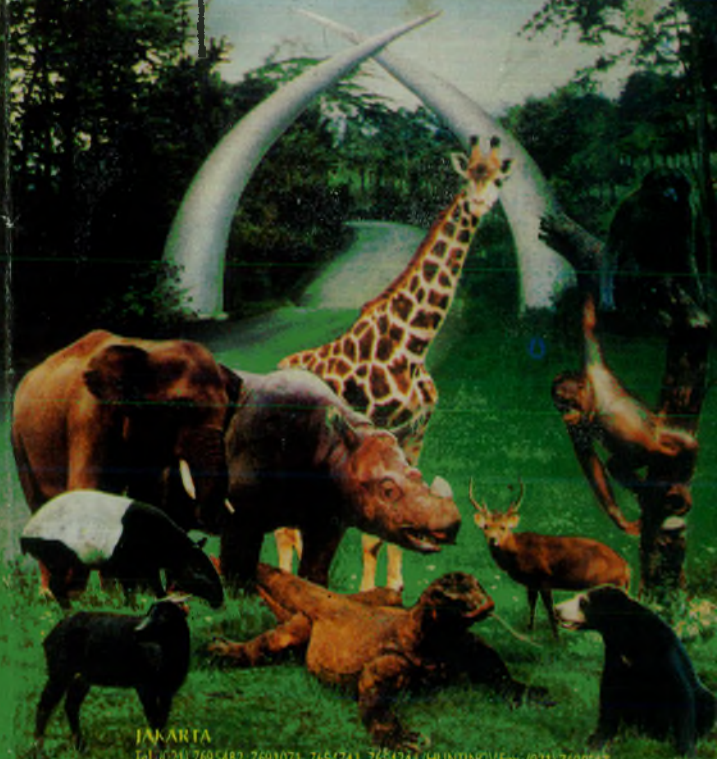
- 26. Entrance
- 27. Wartel
- 28. Villa Gajah
- 29. Loket toll
- 30. Parkir
- 31. Toilet
- 32. Guest House
- 33. Gerbang Safari
- 34. Parkir
- 35. Toilet
- 36. Parkir
- 37. Bus stop/Kantin
- 38. Rest. Fast Food/Souvenir Shop/
Information/Elephant Show
- 39. Kantin Danau
- 40. California Fried Chicken
- 41. Rest. Safari Kuring
- 42. Rest. Caravan
- 43. Security Pos
- 44. Security Pos
- 45. Rest. Handiyani

Safari Garden Hotel & Restaurant
Telp. (0251) 253000 (Hunting 12 Lines)
Fax. (0251) 253555

Obyek Wisata Nasional



**TAMAN
SAFARI
INDONESIA**



JAKARTA
Tel. (021) 769 5482, 769 1071, 765 0741, 765 4744 (HUNTING) Fax: (021) 769 0557

CISARUA - BOGOR
Tel. (0251) 253 220, 253 221, 253 222 / Fax: (0251) 251 225

**THE ROLE OF BANKING IN
THE DEVELOPMENT OF COOPERATIVE
AND SMALL SCALE CREDIT
IN INDONESIA**

Presented by

Mr. NOVAL HASSAN SH, MBA.
Director of Cooperative and Small Scale Credit
BANK BUKOPIN

I. Introduction

In October 1988, the Indonesian government introduced a series of policy measures known as PAKTO 88. These measures were intended to promote an increase in the growth of banking activities and institutions. As a result, by June 1994, the number of banks (excluding People's Market Banks (BPR)) increased to 237 with a total number of 4,793 bank offices. If this total is compared with the pre-PAKTO total of 111 banks with 1,728 offices, the number of banks increased by 113% equivalent to 19% per year.

In 1988 the only bank owned by cooperatives in Indonesia was Bank Bukopin. Bank Bukopin was founded in 1970 by 8 cooperatives. The bank was a legally constituted cooperative itself. It was and is empowered to undertake all banking activities as other private banks, however, with a special priority to serve the cooperative sector.

With the status of a cooperative in turn owned by 8 secondary cooperatives, the existing corporate structure was felt to be inconsistent with the capital needs of Bank Bukopin. Therefore, in 1989 Bank Bukopin made changes to its Articles of Association which made it possible to increase membership to include primary cooperatives (formerly only secondary cooperatives had been owners).

This step was taken as one of Bank Bukopin's efforts to overcome the structural constraint which it faced because the Indonesian monetary authority required that all banks fulfill a minimal Capital Adequacy Ratio (CAR) of 8% in accordance with regulations of the Bank for International Settlements.

The changes to the Articles of Association had the positive effect of increasing the membership of Bank Bukopin from an original 8 to 2,787 cooperative owners by 31 December 1992. However, this increase in membership was not able to solve the basic difficulty faced by Bank Bukopin in regard to fulfilling the capital adequacy as mandated by Bank Indonesia. Finally, with the agreement of its members, Bank Bukopin changed its status from a cooperative to a limited liability company.

At the same time, Bank Bukopin increased the scope of its activities as a private bank while still placing priority on serving the cooperative movement and small scale businesses, the majority of which are located in rural areas.

II. Cooperative and Small Scale Credit Policies

Basically, cooperatives have the same opportunity as other business entities (i.e. non-cooperative) in obtaining capital from banking institutions. This is true even though government priority treatment consistently obligates banking institutions to channel up to 20% of their total credit disbursements to cooperatives and small scale businesses.

In addition, Bank Indonesia also gives enhanced opportunity to cooperatives through the use of capital loans from banking institutions which are supported with Bank Indonesia Liquidity Credits (KL-BI). The interest on KL-BI is relatively low compared to market interest rates. The KL-BI program is implemented through a credit scheme (KKPA) to primary cooperatives channeled to its members.

This credit scheme is one of the Bank Indonesia policies to give opportunities to cooperative members to use credit with low interest rates. When the KKPA scheme was introduced, businesses financed were limited to productive cooperative member activities and did not include trade and services.

Since April 1994, the scope of business activities financed through the KKPA Scheme has been increased, besides productive business activities, KKPA also began to finance the trade and services sectors.

This policy is intended to give broader opportunities to cooperative members in fulfilling their capital needs in order to further develop their businesses.

Other credit schemes which are supported by the government through Bank Indonesia include credit schemes to Village Cooperative Units (KUD) and Farmer Business Credit (KUT).

The opportunity that can be used by cooperatives through the KUD scheme is sufficiently large and related to the potential which exists within the KUD's geographic area. Financing is related to the KUD's purchase of fertilizer and other production needs for food crops, cloves and secondary crops.

As mandated by the government in November 1989, other capital assistance which can be used by cooperatives and small scale businesses is derived from the profit (1 to 5%) from state owned corporations (BUMN).

Besides the ability to make use of credits from the banking sector as described above, banking institutions can also make available other credit facilities with the source of funds fully drawn from their own resources.

III. The Role of Banking in support of Cooperative Development in Indonesia

Efforts to support cooperative capital development through provision of loan facilities by banking institutions has been done through various forms and methods. As a result of giving credit facilities, cooperative business activities at present show an annual improvement. Therefore, the development of equity capital owned at present reached a total of Rp 3,061 trillion compared with the 1990 total of Rp 1,242 billion. Over the same period, business volume in 1990 of Rp 3,284 trillion grew to Rp 5,851 trillion by March 1994. On the other hand, membership savings has also increased from Rp 518 billion in 1990 to Rp 1,568 trillion in March 1994.

Development of cooperative business is paralleled with the increase in cooperative institutions, where in 1990 the number of cooperatives was 36,147 this increased to 40,760 by March 1994.

As seen by type of cooperative, the majority are in the form of Non-KUD cooperatives which now total 32,039 units equivalent to 78% all cooperatives. While the KUD cooperatives total only 8,712 units or 22% of the total number of cooperatives.

The facts above demonstrate banking's central role in the development of cooperatives through provision of credit facilities. Granting of credit facilities has to be increased to guarantee the continued existence and proper development of cooperatives.

IV. Bank Bukopin's Credit Policy

Bank Bukopin's historical background as a cooperative bank has allowed it to be strategically positioned in order to support cooperative and small business capital formation as a working partner.

From the operational and marketing side, the management policy of Bank Bukopin has been to consistently commit itself primarily to the development of cooperatives and small businesses. This matter can be seen in the organizational structure of Bank Bukopin where the handling of the cooperative and small scale business sector is under the supervision of a special directorate, the Directorate of Cooperative and Small Scale Business Credit (Directorate KKUK).

The method of handling and developing credits to the cooperative movement and small scale businesses has already taken on a direction and character which is clear and transparent. Future improvements need only require a more effective "maintenance program" than is currently utilized. The handling of credit other than that granted to cooperatives and the small scale business sector is also part of the operational activities of Bank Bukopin only the orientation and priority differs.

Manifestation of these policies can be seen in the ratio of credit channelled by Bank Bukopin, as of 29 December 1994 the portion of the credit channelled to cooperatives and small scale businesses reached 59.8% or Rp 718 billion while that of non-cooperatives was 40.2% or Rp 482 billion (See attachment).

V. Conclusion

In conclusion the basic principals are as follows:

Banking deregulation as determined by PAKTO 88 has had a dramatic impact in creating new conditions which have greatly impacted on the number of banks in operation in Indonesia. Therefore, in a relatively short time period, the banking industry has developed very rapidly.

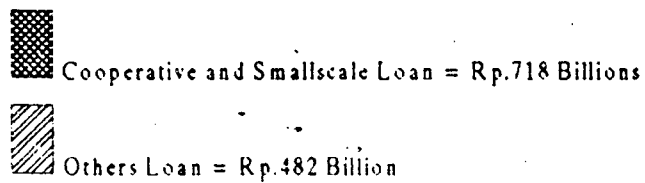
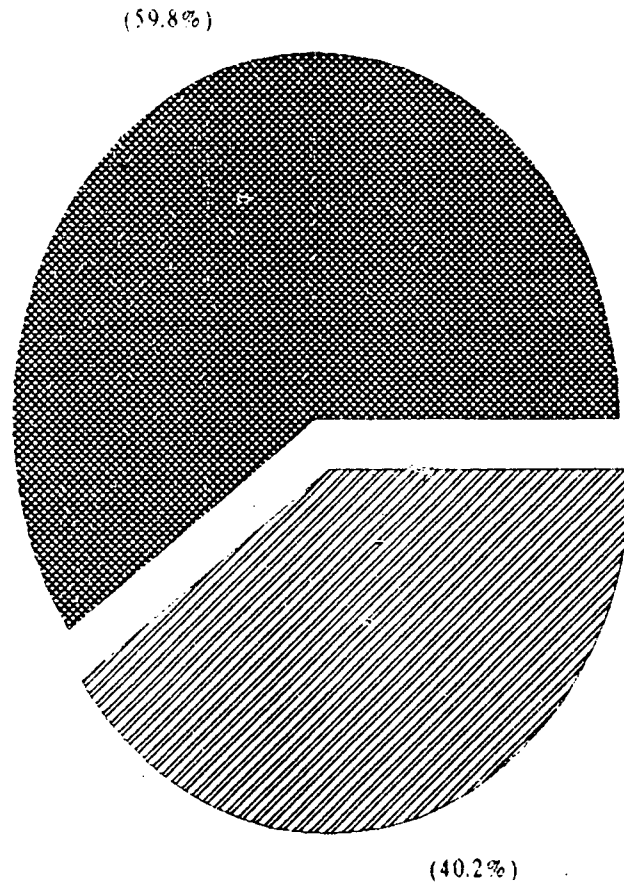
With these new developments in the banking industry, Bank Bukopin is still obligated to serve cooperatives and therefore its change of legal status to a limited liability corporation was the only alternative open to it in order to implement its mission.

The scope of business activities of cooperatives in Indonesia shows good development. Credit development alone over the last 4 year period has grown 325% while cooperative business volume has shown a positive growth of 37%.

If seen from a ratio of cooperative to non-cooperative credit disbursements provided by the national banking industry (banking ratio share), it can be shown that cooperatives receive only a small portion of credit disbursements only about 3.77%. The limited access of cooperatives to the banking sector in the use of credit in general is because cooperatives have not yet been able to fulfill technical banking requirements especially in the fields of professionalism and collateral.

In accordance with the support given by the government to encourage cooperatives and small scale businesses in the use of banking funds, a manifestation of Bank Bukopin's mission continues to be to work together with cooperatives and small scale businesses to give them additional opportunities in the use of banking services and funds.

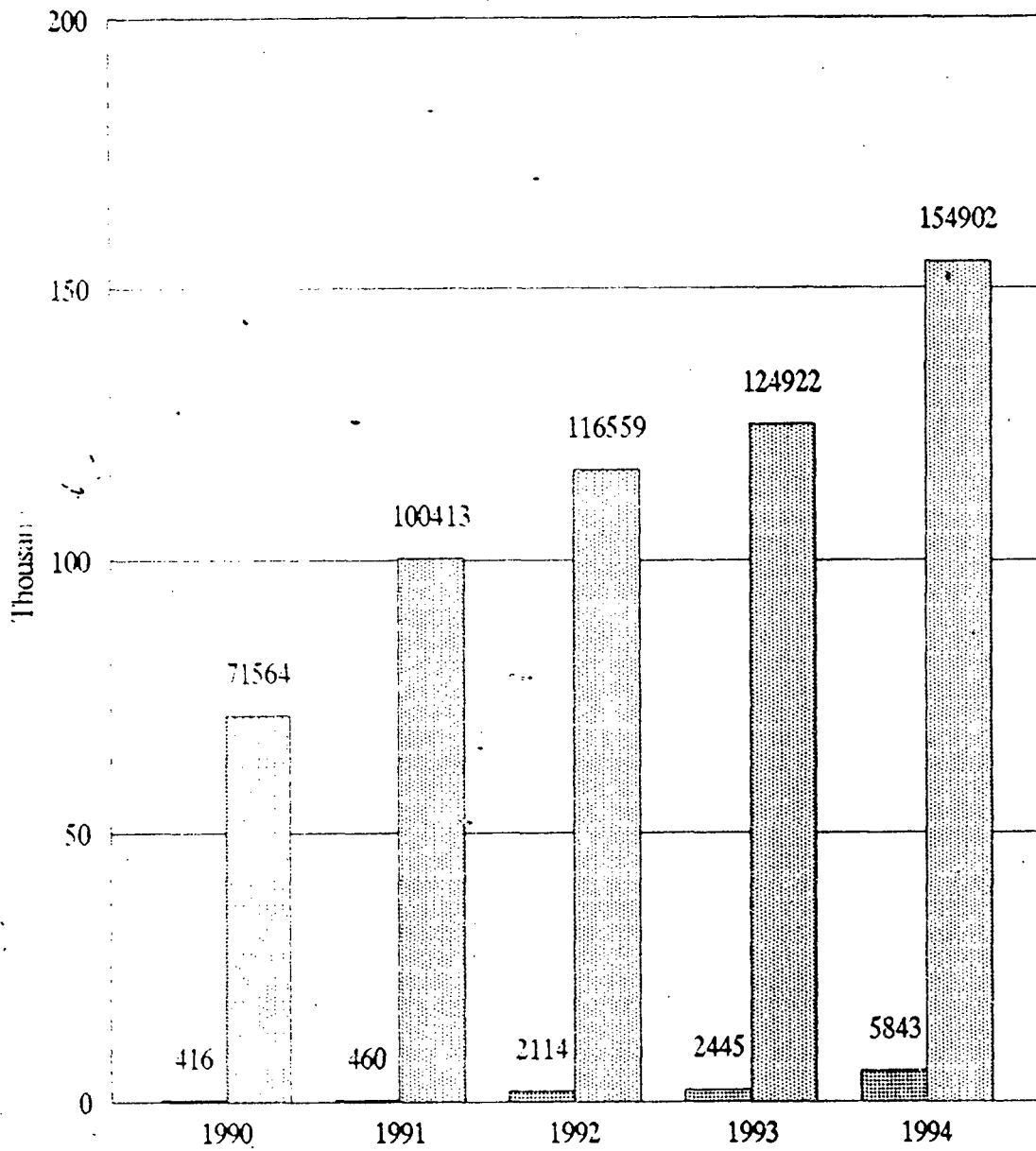
Composition Of Loan Disbursement Bank Bukopin – Dated : Dec 29, 1994



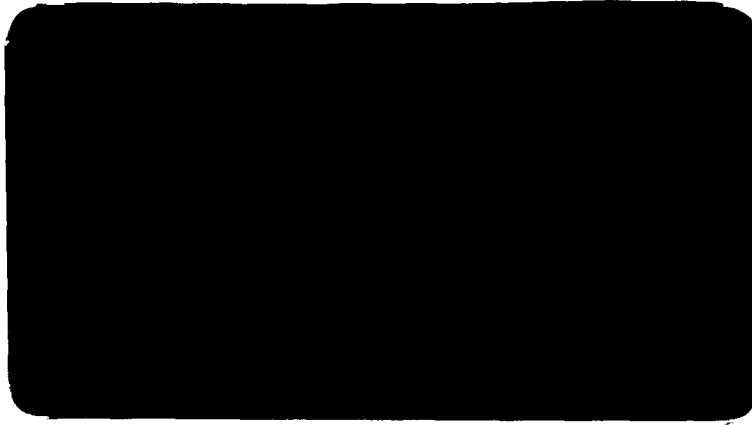
Grafik :

Banking Loan Disbursement

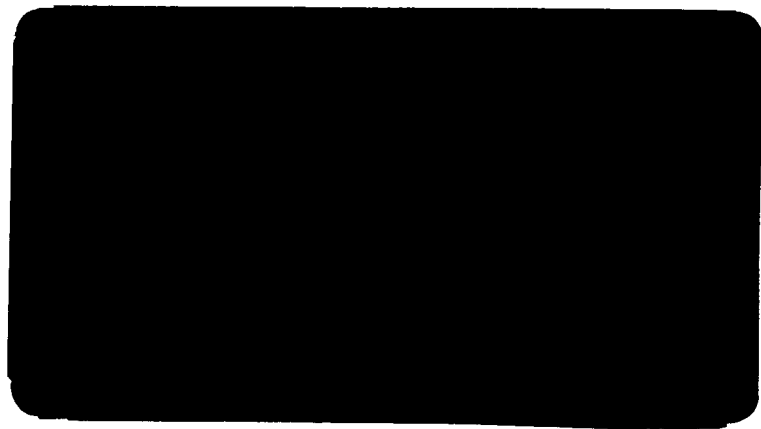
Dated : March 31, 1994 (in Billion Rupiah)



■ Cooperative Sector
■ Other Sector



**PUSKUD METARAM DIY
(PUSAT KUD)**





PUSKUD METARAM DIY

PUSKUD " METARAM "

THE SECONDARY LEVEL OF VILLAGE UNIT COOPERATIVE
OF
YOGYAKARTA SPECIAL PROVINCE

LEGAL BODY

NUMBER : 1026 C/BH/XI

DATE : FEBRUARY 22, 1993

OFFICE ADDRESS

JALAN HOS COKROAMINOTO 150, Telp. 562437

YOGYAKARTA 55244

PUSAT KUD " METARAM "
THE SECONDARY LEVEL OF VILLAGE UNIT COOPERATIVE
OF
YOGYAKARTA SPECIAL PROVINCE

I. SHORT HISTORY

Founded on : September 17, 1973
by 5 Village Unit Cooperative
of four Regencies and one Municipality

II. WORKING AREA

All Over Yogyakarta Special Province

III. THE ORGANIZATION

1. Membership

1973 - 5 KUD (Village Unit Cooperative)
1983 - 61 KUD
1995 - 60 KUD and 5 Tahu Tempe Cooperative)

2. Board of Director in 1991 - 1995

Chairman : H. SOENARJO - *Coordinator*
Vice-Chairman I () : DARMOJO, BA - *Business side*
Vice-Chairman II : AMAT JONO - *Org. side.*
Secretary : IR. SUMIHARTO, BA, MBA
Treasurer : SOMORAHARDJO

Chairman of INKUD

3. Board of Supervisor in 1991 - 1994

Chairman : SOEWARDI HP
Secretary : DRS. MUNAJAH NURY, SH
Member : SUYANTO, BA

4. Employees / Personal Official

Manager : DRS. ABDUL GANI
Employees : 80 persons
Part Timer
Employees : 20 person

IV. THE BUSINESS ACTIVITY :

1. CLOVE TRADING

As Yogyakarta Special Province is potencial to develop cloves trading, than ini 1992 cloves trading was started warking, in collaborating with INKUD (The main centre of KUD) since 1993 has been operating under the trust of Indonesian Goverment. INKUD and PUSKUD provides the cloves while BPPC - makes marketing the cloves to Sigarets Factories in all over Indonesia.

2. MANIOK TRADING

The potency of Gunung Kidul Regency (One of the Regency in Yogyakarta Special Province) is very big so that in 1989 Unit Maniok Trading was opened in collaboration with INKUD to be exported to other countries.

Handwritten signature

Export activity of maniok

NUMB.	YEAR	PURCHASES/Kg	VALUE/Rp.
1.	1990	1,000,000	200,000,000.00
2.	1991	3,000,000	600,000,000.00
3.	1992	-	-
4.	1993	1,200,000	240,000,000.00
5.	1994	2,500,000	500,000,000.00

3. RICE TRADING

The other Business Unit of PUSKUD is Rice Trading to support this Business activity PUSKUD has Rice Processing Unit wich is located in Godean of Sle-Sleman Regency about 8 Km off Yogyakarta city

PUSKUD " METARAM " receives from OECF

(The Overseas Economic Cooperation Fund) :

1. Rice Milling Machine, 4 Unit
2. Rice Rifener Machine, 1 Unit
3. Rice Graider Machine, 1 Unit

YEAR	PRODUCTION, Kg
1990	1,800,000.00
1991	1,700,000.00
1992	1,810,000.00
1993	1,950,000.00
1994	1,820,000.00

4. TELEVISION FEE COLLECTING AND REGESTRATING

In collaboration with " TVRI " Fundation, the TV Fee collecting and regestrating since 1992

The Income of TV fee collecting

YEAR	Rp.
1992	700,341,000.00
1993	2,717,521,000.00
1994	1,793,944,000.00
1995 up to Jan.	210,000,000.00

5. DISTRIBUTION OF SUGAR CANE AND FLOUR

In collaboration with BULOG since 1990 has been distributing sugar cane and flour as follow :

YEAR	DISTRIBUTION, Kg	
	SUGAR CANE	FLOUR
1990	2,367,500	95,625,000
1991	2,367,500	99,337,500
1992	2,455,000	99,337,000
1993	2,367,500	95,625,000
1994	2,280,000	95,625,000

6. TRANSPORTATION SERVICE FOR FERTILIZER DISTRIBUTION

In collaboration with PT. PUSRI, since 1990 fertilizer distribution as follow :

YEAR	DISTRIBUTION, Kg
1990	16,800,000
1991	33,600,000
1992	42,000,000
1993	37,800,000
1994	33,600,000

Yogyakarta, February 15, 1995

PUSKUD METARAM DIY

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 1ST TRINIOB. FOR STRENGTHENING
MANAGEMENT of AGRIC. COOP.

01 Full name (capital letters) SAMSUL ARIEF

02 Current postal address WISMA ANTARA 5TH FLOOR.

JL. MEDAN MERDEKA SELATAN 17 JAKARTA

Phone 2311270 Cable _____ TeleFax 2311272

03 Current parent organisation with which now working and its full address B PPC

JL. MEDAN MERDEKA SELATAN 17. JAKARTA

Phone 2311270 Cable _____ TeleFax 2311272

04 Your current post _____

05 Your current responsibilities (describe briefly)

- PREPARE OF THE PLANNING PURCHASING AND
MARKETING OF clove THROUGH COOP. (KUD).

06 Title of the development project prepared by you during the ICA/Japan training programme

INTEGRATED RICE PROCESSING AND MARKETING
IN JATISARI KUD

07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input type="checkbox"/>	Project has been implemented
<input type="checkbox"/>	Project still under consideration
<input checked="" type="checkbox"/>	Project idea dropped

Reasons for dropping the project.

- CAPABILITIES PERSONAL OF KUD.
- PARTICIPATION OF MEMBER FARMER (LACK).
- SOURCE OF FUND.
- PAST PERFORMANCE OF KUD.
- COMPETITION OF BUSINESS.

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? _____

How are you involved in its implementation? _____

Where is it located? _____

What is the capital input? _____

How long has it been under implementation? _____

What are its main objectives and activities? (in brief)

Who are the partners in the working capital? _____

09 Is it the same project which you had developed?

YES	NO
----------------	----

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

MY ORGANISATION NOT DIRECTLY RELATION WITH COOP (RMS)

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

YES	NO
----------------	----

12 If YES, please give brief description of that project below:

Questionnaire-3

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/NO *for 2nd year*
- b. Have you been promoted? YES/NO
- c. You have been given additional work? YES/NO
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/NO
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/NO

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

*- Improvement of HUMAN RESOURCE in Primary of KUD
a Specially Study visit and Study Comparative
with Coop in Japan.*

17 Any other additional remarks/comments/suggestions.

*PARTICIPANT OF TRAINING FROM INDONESIA
SHOULD BE INCREASE*

Erant

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 2nd

- 01 Full name (capital letters) Maharsi Adi Sucipto
- 02 Current postal address K. Simpang Ijan A12 Malang
East Java - Indonesia
- Phone 0341 82063 Cable _____ TeleFax _____
- 03 Current parent organisation with which now working and its full address Dairy Federation of Indonesia East Java
- Phone 0343 31867 Cable _____ TeleFax 0343 31303
- 04 Your current post P.O. Box 13. Pansidan, Ponorogo East
- 05 Your current responsibilities (describe briefly)
- on behalf of board of Gleri and work in
Government East Java, To attracting business
to districts and teaching technical aspect
to our members.
- 06 Title of the development project prepared by you during the ICA/Japan training programme
Establishment of preschool in East Java
- 07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input checked="" type="checkbox"/>	Project has been implemented
<input type="checkbox"/>	Project still under consideration
<input type="checkbox"/>	Project idea dropped

Reasons for dropping the project.

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? Dairy Federation of India

How are you involved in its implementation? Subscriptions and
Collection of its project and receiving distribution of milk

Where is it located? Kidderpur Purana West Bengal

What is the capital input? From various banks of India

How long has it been under implementation? Two years

What are its main objectives and activities? (in brief),
To increase milk production from the
existing dairy units, to increase the

Who are the partners in the working capital? Dairy or dairies

09 Is it the same project which you had developed?

YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
---	-----------------------------

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

12 If YES, please give brief description of that project below:

To increase cows population for the dairies,
Dairies to organise credit for their dairies to
commercial banks and collectible like as land
credit etc. Total fund Rs. 100.00.000 up
interest 14% ; 5 years in New project dairies
import cows from Australia

Questionnaire-5

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

Yes, a lot of gain (optimal ^{usage} as how to
manage allocation' making

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/NO
- b. Have you been promoted? YES/NO
- c. You have been given additional work? YES/NO
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/NO
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/NO

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

- Central Laboratory/milk, feed, vaccines,
- Procurement of feed

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

17 Any other additional remarks/comments/suggestions.

Defero

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 2nd

01 Full name (capital letters) YDYOK . SURNARYO

02 Current postal address JL. CENDANA . 96 . BOYOLALI .
JAWA TENGAH .

Phone 21132 / 21001 Cable _____ TeleFax 21884 / 22014

03 Current parent organisation with which now working and its full address
GABUNGAN . KOPERASI SUSU INDONESIA
(UNION DAIRY . COOPERATIVE) . CENTRAL JAVA

Phone 21132 / 21001 Cable _____ TeleFax 21884 / 22014

04 Your current post JL . CENDANA . . BOYOLALI . JAWA TENGAH

05 Your current responsibilities (describe briefly)
Guiding . to member . of . GK si OR .
Primary Coop . To increasing business
EFFORT . Especially . Dairy . CATTLE in
output . and . input .

06 Title of the development project prepared by you during the ICA/Japan training programme
RARING AND FATTENING OF THE FRISIAN HOLSTEIN
CALF MANAGEMENT .

07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input checked="" type="checkbox"/>	Project has been implemented
<input type="checkbox"/>	Project still under consideration
<input type="checkbox"/>	Project idea dropped

Reasons for dropping the project.

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? Primary cooperative.

How are you involved in its implementation? SUPERVISOR
in. I DOING FOR MY GROUP PRIMATE

Where is it located? BOYOLALI JAWA TENGAH

What is the capital input? LOAN BANK

How long has it been under implementation? 5 YEARS

What are its main objectives and activities? (in brief)

Who are the partners in the working capital? BANK BUKOPIN

09 Is it the same project which you had developed?

YES	<input checked="" type="checkbox"/>
-----	-------------------------------------

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

YES	<input checked="" type="checkbox"/>
-----	-------------------------------------

12 If YES, please give brief description of that project below:

- 1. KOP. "WARGA-MULYA" in YOGYAKARTA
 - 2. KJUB. "PUSPETA SARI" in KLATEN JATENG
 - 3. KUD. "KOTA" BOYOLALI
- _____

Questionnaire-3

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

ALREADY MENTIONED IN MY PAPER

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/~~NO~~
- b. Have you been promoted? ~~YES~~/NO
- c. You have been given additional work? YES/~~NO~~
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/~~NO~~
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/~~NO~~

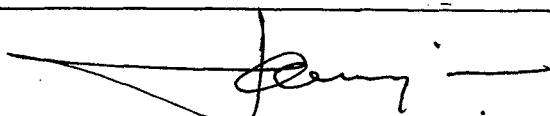
15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

1 MILK FACTORY WITH FINISHING PRODUCT
2. FEED CATTLE / CALF STATER

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

17 Any other additional remarks/comments/suggestions.

8 - FEBRUARY - 1995
Date



QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 6th

01 Full name (capital letters) JOHNY PRILYANA

02 Current postal address JALAN MELATI 2/26 HANKAM RAYA
PONDOK GEDE BEKASI JAWA BARAT INDONESIA

Phone 8467083 Cable - TeleFax -

03 Current parent organisation with which now working and its full address GABUNGAN KOPERASI SUSU INDONESIA

Jl. PROF. DR. SOEPOMO SH 178 JAKARTA 12870

Phone 8305850 Cable - TeleFax 8290851

04 Your current post -

05 Your current responsibilities (describe briefly)

ASISTANCE OF SERVICE & TRADE DIRECTOR

06 Title of the development project prepared by you during the ICA/Japan training programme PLANT ESTABLISHMENT OF FEED MILL AT SUKABUMI DISTRICT / SUKABUMI I PRIMARY COOPERATIVE

07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input type="checkbox"/>	Project has been implemented
<input checked="" type="checkbox"/>	Project still under consideration
<input type="checkbox"/>	Project idea dropped

Reasons for dropping the project.

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? SUKABUMI I PRIMARY COOP

How are you involved in its implementation? I am involved as consultative resource person / consultant

Where is it located? Sukabumi District West Java

What is the capital input? GKSI Loan : 50% P-Coop : 50%

How long has it been under implementation? 2 years

What are its main objectives and activities? (in brief)
gives the farmers an optimal and constant feed quality of the lowest cost per feed unit with maximum milk yield.

Who are the partners in the working capital? GKSI (Secondary-Coop)

09 Is it the same project which you had developed?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

<input type="checkbox"/> YES	<input type="checkbox"/> NO
------------------------------	-----------------------------

12 If YES, please give brief description of that project below:

Questionnaire-3

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

The Training as well as study visit has been able to enhance my capabilities particularly for project preparation and financial analysis

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/NO
- b. Have you been promoted? YES/NO
- c. You have been given additional work? YES/NO
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/NO
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/NO

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

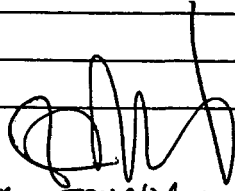
Coop - department through
- livestock rearing project -

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

Project of
Diversification of milk produce & livestock
produce

17 Any other additional remarks/comments/suggestions.

February 9, 1995
Date


K. JOHNNY
Signature

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 7th

- 01 Full name (capital letters) ACHMAD KOSASIH, IR.
- 02 Current postal address : KOMPLEK CIBOLERANG INDAH, L-15.
JL. CARINGIN - BANDUNG - WEST JAVA.
Phone (022) 5402794. Cable - TeleFax -
- 03 Current parent organisation with which now working and its full address DIRECTOR OF INDUSTRY - GKSI.
JL. Prof. DR. SOEPOMO - 178. JAKARTA SELATAN.
Phone (021) 8290689 Cable - TeleFax (021) 8290851.
- 04 Your current post DIRECTOR OF INDUSTRY - GKSI.
- 05 Your current responsibilities (describe briefly)
- MILK QUALITY CONTROL
 - MILK PROCESSING
 - PRODUCTION AND MARKETING DEVELOPMENT.
 - BARGAINING WITH PRIVATE MILK INDUSTRY (INDO MILK, etc)
- 06 Title of the development project prepared by you during the ICA/Japan training programme
"FEED MILL" - IN CIWIDEE DISTRICT.
- 07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input type="checkbox"/>	Project has been implemented
<input type="checkbox"/>	Project still under consideration
<input checked="" type="checkbox"/>	Project idea dropped

Reasons for dropping the project.

When I followed the ICA/JAPAN TRAINING COURSE (NOV 8 - 1992 - May 9, 1993) I was COORDINATOR of Commis
ries. GKSI - in West Java. In 1992 GKSI started the New
ORGANIZATION STRUCTURE, and I promoted a new job
in GKSI - Jakarta, as DIRECTOR Industry with new
Department.

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? _____

How are you involved in its implementation? _____

Where is it located? _____

What is the capital input? _____

How long has it been under implementation? _____

What are its main objectives and activities? (in brief)

Who are the partners in the working capital? _____

09. Is it the same project which you had developed?

YES	NO
----------------	----

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

YES	NO
-----	---------------

12 If YES, please give brief description of that project below:

— I have already made the project
— proposal for renovation the SKSI
plastic bottle factory for milk
packaging to Department of Finance
But until now the proposal still
under consideration.

Questionnaire-3

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

The ICA/Japan programme gave me a good opportunity to improve my ability in managing the cooperative business, to know how to plan, how to analyze, how to add of value of agricultural product and a good direction to get the correct and useful information for the business.

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/NO
- b. Have you been promoted? YES/NO
- c. You have been given additional work? YES/NO
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/NO
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/NO

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

- Milk Processing and Marketing

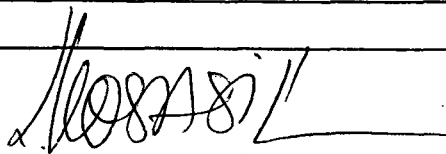
- Dairy Cattle Breeding and Replacement

- Service and General Tradings

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

17 Any other additional remarks/comments/suggestions.

January 10, 1995
Date


signature

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 81K1

01 Full name (capital letters) FRANCIS ABU
~~FRANCIS ABU~~ ~~MUHLAS~~
 02 Current postal address SENGKALING INDAH II / 7 MABJAN
~~Jl. ANJAYAR NO. 8 EAST JAVA.~~
~~JATI PADANG~~ ~~PONCOL~~ ~~PASAR MINGGU~~ ~~JAKARTA SELATAN~~
 Phone _____ Cable _____ Telex/Fax INDONESIA

03 Current parent organization with which now working and its full address
UNION OF DAIRY COOPERATIVE OF INDONESIA (GUST)
Jl. PROF SOEPOMO SH NO 170, MABJAN SELATAN INDONESIA
 Phone (062) (021) 8290850 Cable _____ Telex/Fax (021) 8290851

04 Your current post. PRODUCTION MANAGER
~~HEAD OF RESEARCH AND DEVELOPMENT DEVIS~~

05 Your current responsibilities (describe briefly)
COLLECTING DATA
ANALYSIS

06 Title of the development project prepared by you during the ICA/Japan training programme
~~INTRODUCED DAIRY FARMING BUSINESS ACTIVITIES~~
RISING DAIRY ENTER

07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input checked="" type="checkbox"/>	Project has been implemented
<input checked="" type="checkbox"/>	Project still under consideration
<input type="checkbox"/>	Project idea dropped

Reasons for dropping the project. X

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? ^{BOARD DIRECTOR} ^{KYD} ^{INDONESIA} ^{KAWMUN.} ~~OF CATTLE AFFAIRS~~

How are you involved in its implementation? _____

Where is it located? ~~ONLY IN THE START UP~~
~~SEMARANG - WEST JAVA PROVINCE~~
~~BOGOR - WEST JAVA PROVINCE~~

What is the capital input? ~~Rp 100.000.000~~ Rp 3.200.000.000

How long has it been under implementation? 10 years.

What are its main objectives and activities? (in brief)
OBJECTIVE ~~to~~ increasing the scale of dairy cattle → 3 → 6 Ha
↳ increasing of production per cow/day
↳ Specialization of farm to be planning for
farming program, etc.

Who are the partners in the working capital? ~~KPSBU LEMBING~~
~~AND GIESE BANK~~

09 Is it the same project which you had developed?

YES	NO
-----	----

10 If not implemented, please give below the problems faced by you and your organization in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

YES	NO
-----	----

12 If YES, please give brief description of that project below:

13 In what way the training received by you during the ICA/Japan programme helped you and your organisation? Please give a brief description below:

14 After the ICA/Japan training programme:

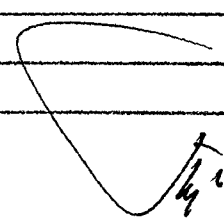
- a. Are you holding the same post? (YES)/NO YES
- b. Have you been promoted? YES/(NO) YES
- c. You have been given additional work? (YES)/NO YES
- d. You have been given additional staff? YES/(NO) YES
- e. You have given training to your staff on management techniques and preparation of development projects? YES/(NO) YES
- f. You were sent for further training abroad? YES/(NO) NO
- g. You were trained further in the country? (YES)/NO YES

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

17 Any other additional remarks/comments/suggestions.

FEBRUARY 9 - 1995
Date


signature TOMOYO AOI

QUESTIONNAIRE FOR FORMER PARTICIPANTS

Course Number Attended 8th

- 01 Full name (capital letters) ISKANDAR MUKTLAS
- 02 Current postal address Jl. MUJAER NO. 8
JATI PADANG PONCOL - PASAR MINGGU JAKARTA SELATAN
Phone _____ Cable _____ TeleFax INDONESIA
- 03 Current parent organisation with which now working and its full address
UNION OF DAIRY COOPERATIVE OF INDONESIA (GKSI)
Jl. PROF SOEPOMO SH NO 178, JAKARTA SELATAN - INDONESIA
Phone (062)(021) 8305850 Cable _____ TeleFax (021) 8290851
- 04 Your current post HEAD OF RESEARCH AND DEVELOPMENT DIVISION
- 05 Your current responsibilities (describe briefly)

- COLLECTING DATA

- ANALYSIS

- 06 Title of the development project prepared by you during the ICA/Japan training programme

INTEGRATED DAIRY FARMING BUSINESS ACTIVITIES

- 07 What is its current status? (being implemented or still under consideration). Project idea dropped or is not found relevant. Reasons for dropping the project. Describe briefly the status.

<input type="checkbox"/>	Project has been implemented
<input checked="" type="checkbox"/>	Project still under consideration
<input type="checkbox"/>	Project idea dropped

Reasons for dropping the project. X

Questionnaire-2

08 If implemented, please give the following details:

Who is implementing it? DIRECTOR OF CATTLE AFFAIR

How are you involved in its implementation? _____

ONLY IN THE START-UP

Where is it located? LEMBANG - WEST JAVA PROVINCE

What is the capital input? Rp 100.000.000

How long has it been under implementation? _____

What are its main objectives and activities? (in brief)

OBJECTIVE → INCREASING THE SCALE OF DAIRY CATTLE → 3 → 6 HEAD
→ INCREASING OF PRODUCTION PER COW/DAY
→ SPECIALIZATION OF FARM TO BE PLAYING FOREM
TAFELING FARM etc

Who are the partners in the working capital? KPSBU LEMBANG
AND GICSE

09 Is it the same project which you had developed?

YES	NO
-----	----

10 If not implemented, please give below the problems faced by you and your organisation in its implementation.

11 In case your original project has not been implemented, have you prepared or helped in the preparation of another project which is under implementation at present?

YES	NO
-----	----

12 If YES, please give brief description of that project below:

Questionnaire-3

13 In what way the training received by you during the ICA/ Japan programme helped you and your organisation? Please give a brief description below:

14 After the ICA/Japan training programme:

- a. Are you holding the same post? YES/NO
- b. Have you been promoted? YES/NO
- c. You have been given additional work? YES/NO
- d. You have been given additional staff? YES/NO
- e. You have given training to your staff on management techniques and preparation of development projects? YES/NO
- f. You were sent for further training abroad? YES/NO
- g. You were trained further in the country? YES/NO

15 In what sector under your organisation further development projects are needed/proposed for implementation? List the sectors.

- Milk plant

- BREEDING

16 What kind of development suggestions for improvement of management and value-addition project have you made to your organisation (through your seniors)?

17 Any other additional remarks/comments/suggestions.

9 FEB 1975
Date



Signature

JTC-2 8/2

ESTABLISHMENT OF FEEDMILL PLANT

We have 65 dairy coops in East Java and 86.000 dairy cows population while the milk yield is 350 tonnes a day. Nowadays there are 13 dairy coops having their own feed mill plants and produce the concentrate up to 80 tonnes per day.

The using of concentrate based on the milk production is 3 : 1, means that to produce 3 liter of milk cow needs 1 kg of concentrate.

The needs of concentrate recently has been 115 tonnes per day, and the lack of 35 tonnes of concentrate per day is fulfilled by the farmer by themselves which is derived from rice bran and others. The product of concentrate in particularly is utilized to only lactating dairy cows.

The concentrate produced by private company is relatively expensive dan the availability is not continuous. Generally the private company serves chicken and fish feeds to the consumers and for the dairy cows it is served by and from the coops itself.

The main purpose of establishment of feedmill plant is to increase the coops service to their members.

As an illustration we show the ability of one of coops, that is KUTT SUKA MAKMUR, in the latest 3 years, concerning personnel, members, cows, production, marketing and also financial statement.

APPEARANCE OF KUTT SUKA MAKMUR

1. General

Name : KUTT SUKA MAKMUR

Address : Jl. Semambung No. 17
Kec. Grati - Pasuruan
Jawa Timur

Corpotare body : No. 31 B/BH/II/XII.19/69
Tanggal 3 Agustus 1988

Scope of Business :

- Unit of Dairy Cow Farming
- Unit of Credits
- Unit of Shops
- Unit of Photocopy
- Unit of Feedmill Plant

2. The Potency of Area

Width of area	:	30.296.945 Ha
Inhabitant	:	210.193 population
Means of Livelihood	:	- agriculture - dairy cow farming - merchant - civil government/employee
Geography	:	- temperature : 25 - 35 centigrade - height : 10 - 700 m above sea level - rainfall average : 24 mm

3. Personnel

Board	:	5 person
Observer	:	3 person
Manager	:	7 person
Employee	:	105 person; 86 permanent employees 9 contract employees 10 employees paid by honorarium
Member Group	:	24 person in Kec. Grati 11 person in Kec. Nguling 16 person in Kec. Lekok 2 person in Kec. Rejoso 10 person in Kec. Lumbang

4. Membership (in person)

Y e a r	1978	1979	1980
Full Member	: 3.030	3.103	3.285
Member Candidate	245	188	125
Total of members	3.275	3.291	3.410

5. Population of Cows

Lactating Cows	7.564	5.087	5.055
Pregnant Heifers	3.636	3.824	3.971
Calves	2.066	2.284	2.455
Cows and bulls	1.495	4.353	4.532
T o t a l	14.763	15.548	16.013

6. Milk Yield (in liter)

	11.271	10.541	12.398
--	--------	--------	--------

7. Milk Marketing (in KG)

Y e a r	1978	1979	1980
PT. FSI	11.144	10.541	12.398
Local Marketing	25	17	15
Others	102	139	118

8. Profit & Loss Statement (in million Rp.)

Sales	5.014	5.357	6.813
Cost of Good Sold	3.987	4.387	5.661
Gross profit	1.027	969	1.152
Operational Cost	291	292	366
Profit & Loss (before o/i)	736	677	586
Other incomes	579	519	624
Profit & Loss	157	158	162

9. Balance Sheet (in million Rp.)

Activa

- Liquid Asset	2.493	2.954	2.987
- Penyertaan	794	1.022	1.282
- Fixed Asset	587	576	537
- Other Assets	16	0	50
- T o t a l	3.890	4.552	4.856

Passiva

- Account Payable

Short-term payable :

* Bank	29	492	492
* Others	1.228	1.314	1.584

- Account Payable

Long-term payable :

* Bank	0	0	0
* Others	1.300	1.256	1.114

- Capital	1.333	1.490	1.666
T o t a l	3.934	4.887	5.543

10. Fixed Activa (in Million Rp.)

Land	95	102	112
Buildings	106	113	122
Mechines	56	26	16
Lab. Equipment	95	106	87
Vehicles	217	206	177
Official Equipment	19	23	23
T o t a l	587	576	537

11. Self-Capital (in million Rp.)

Year	1979	1980
Capital savings	15	16
Obligation Savings	148	167
Reserve Fund, Others	359	424
Returned Earning	810	897
Profit & Loss	158	162
T o t a l	1.490	1.666

Fund that should be needed is Rp. 905.789.868, which is included :

Purchasing land (21.850 m2)	Rp. 65.500.000,-
Building	Rp. 418.565.401,-
Machines	Rp. 322.924.471,-
Operational Capital	Rp. 63.046.940,-
Electrical	Rp. 17.139.100,-
Furniture	Rp. 7.082.955,-
IPS (Travo)	Rp. 10.000.000,-
Security	Rp. 1.200.000,-
T o t a l	Rp. 905.789.868,-

Funding

It is planned a credit facility from a bank by interest 14% per year in the periode of 5 years.

Visibility Study

By seeing Profit & Loss projection, during the times of 5 years project the ratio of Netto profit will be 28%, and the pay-back in the 4th year periode (IRR = Internal Rate of Return) is 26 %, NPV (Net Present Value) is possitive.

NATIONAL REVIEW WORKSHOP ON
MANAGEMENT OF AGRICULTURAL COOPERATIVES INDONESIA
JAKARTA
08 - 09 FEBRUARY 1995.

TOPIC:

FATTENING AND REARING
OF THE FRISIAN HOLSTAIN CALF
MANAGEMENT

BY :

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I n d o n e s i a.

NATIONAL REVIEW WORKSHOP ON
MANAGEMENT OF AGRICULTURAL COOPERATIVES INDONESIA
JAKARTA.

08 - 09 FEBRUARY 1995

C h a p t e r I

Back Ground.

- a. In order to complete of meat and milk consumption for Indonesia , needs an increasing of manpower quality, and other equipment also area in stock.

Nowadays an increasing of manpower quality in Indonesia to be implemented as intensif as possible, with the training and course system that be held by government and non government institute.

In increasing of skills mainly on the Cooperative management system, there was many persons who to be followed in the International form courses and training that be held by ICA (International Cooperative Alliance), with many participants fram any countries, like : India, Japan, Srilanka, Thailand and Korea.

So with the participated of skills a bove, in order to the science that was founded from the training and course, can be able to apply on the riil project.

With the qualified skills in stock, and to be carried on the back with an enough facility , so the optimum of income will be reached .

Then the next turn an earning of farmer will be satisfied.

- b. From the training resume that be founded, is very benefited, for the developing of cooperative purposes, mainly in autonomy of the cooperative action, to be caused during the training was carried out, participant was found many experiences, form many countries of the ICA Followers.

From this experiences, participant can be able to expanding according to auto activity system, and also from the training above can be able to make as a basic programme in the developing of cooperative effort management, in order to the coöperative has a better management system , So the training above is very to be required for the economic growing in the developing Countries.

- c. Based on my proposal that I brought on second ICA Training Course in Idaca Japan, also after to be discussed among the participant, from the lesson and experience of training, I have been to try for applied my experience to the riil project.

The application of this programme have been realized at primarry cooperative of Wargamulya ,KUD Boyolali Kota, Puspeta Klaten and also at the personel effort.

The primarry coop above besides have multy activity , also to built a new activity that is : Fattening and rearing of the Frisian Holstain Calf, in the once of the area.

C h a p t e r I I

Fattening And Rearing Of The Frisian Holstain Calf Management system.

During ten years later, an increasing of dairy cattle population and milk in Indonesia is very satisfied, this case to be caused supported by there are workers, skills, and area in stock, and increasing of the import cattle population.

The cattle ownership in a farmer level is 1 approx 6 heads per farmer.

An ownership of cattle above from local cattle and cooperative loan project.

A good increasing of the loan ownership cattle , are cooperative loan project.

Cattle that be received from cooperative loan project is cattle import forms, and the mostly from F.H. breeds.

The F.H breeds besides give the hight product of milk also have aclimatisation , give the more generation and suited for tropical and sub tropical, with temperature between 05 - 27°C.

According the increasing of milk product between domestic product needs increasing population of the Dairy cattle .

For achieve this condition , the Government already have the policy :

1. To increasing artificial insemination programme to the farmer/primary cooperative members.
 2. Imported of the dairy cattle from foreign country.
- Finally the population of dairy cattle in Central Java have been 100.000 heads. It is mean 25% of

population will be parturition every year , so the number of the calfs per year more than 20.000 heads.

This is becoming our chance for rearing of calfs in the cooperative .

Whereas the National needs for meat and milk consumption lately is more increase.

This case also to be demanded by there are increasing of local or national milk production for decreasing of milk and meat import.

For overcoming this problem has been implemented the fattening and rearing of the F.H calf project in any cooperatives and particular exert that is .

Because that activity is very important for continuously of the Dairy Cattle effort.

The Primary Cooperative were doing the planning work in this undertaking for example :

1. Wargamulya Coop of Yogyakarta began year of 1990
2. Puspeta Klaten began year of 1990
3. KUD Boyolali Kota begin year of 1992
4. KUD Cepogo begin year of 1995.

The management of this project was implemented as cooperative Business Management system.

The management of the fattening and rearing of the F.H calf project like below:

1. Land, for:
 - housing, office
 - Caltivation forage.

2. Capital.

Especially for replacement stock and increasing population Beef cattle, supply from male calf.

3. Calf purchasing.

Calf that be rearing in this project from cattle breeding farm, and cattles market.

Calf that will be purchased was selected especially for the Fries Holstain breeds, by the Veterinarian .

A g e .

Calf that be purchased from the breeding farm or market, there was various ages among 3 approx 12 months.

This project to breed for male and female F.H calf, a male for full filling meat consumption, and the female calf for F.H dairy cattle population addition or dairy cattle regeneration.

Working Operation.

Working operation of this project , was executed by professional workers .

For executing of this programme needs:

1. Doctor Veterinarian medical.
2. Recorder.
3. Labours.
4. Inseminator.

Equipment required :

- | | |
|------------|--------------------|
| -. Chopper | -. Weighing Scale. |
| -. Fork | -. Bullock cart |
| -. Spoon | -. Van |

-. Brush

-. String.

This following figure for 1994 , of the Frisian Holstain calf and adult at three Cooperations :

	1-6 months	6-9 months	9-12 months	12-18 months	Total heads
1. Wargamulya	65	55	40	75	235
2. Puspeta	55	45	60	40	200
3. KUD Boyolali	105	92	110	90	397

832

Project Achievements:

1. Cattle ownership.

For temporary these coops was able to supply the faten cattle for increasing of the meat and the members of cooperative are able to find the addition of milc cattle ownership, although in this project to be integrated by Cooperative , laterly a gain of primarry cooperative is the members own benefit too.

2. Up to now the result of this programme not satisfied yet becuse this project just been carried out for 3 years aproximatelly . The benefit realization of this programme for three years have able to find the benefit for re payment apart of capital credit.

3. Bank Loan Repayment.

A part of the capital for implementation of this project is bank loan .

For repayment of this fund , Cooperative sold adult male cattle and a part of female cattle to the Cooperative member.

Problems Faced:

1. On 1990 ago, Coperative meet the trouble concern the limitation of invesment capital, because the Bank Officer not believed yet to the Cooperative existance, for apply for the credit.
2. Calfs that under three months age is very tenderness for the deceases.
3. Less natural grass and water, when the dry season have came.
4. Difficult to looked for the Frisian Holstain calf supply.

Problems Solving.

1. The Cooperative Commitee cariried on in order to the Bank will believe to the Cooperative existance and also by the Government of Indonesia authority , that Bank must be able to realized of kredit to the Cooperatives and small effort. Based on the Government Authority, Bank to pay attention to the Cooperatives existance, and survey to the cooperative project proposal. Then from this moment, Cooperatives and small effort was find the full believing from the Bank for apply for credit.

2. Calfs under three months age to be protected in the Box system.
3. To purchase a natural grass from other area/market and was supplied by corn plants.
4. To supply the F.H calfs bought from cattle raising, that handle dairy cattle business.

C h a p t e r III

Program Utility:

1. The ICA project is very usefull. From the management section is able to elevate of the ability in the taking action to stronger of the cooperative effort, and personal effort.

With comparison of the cooperative business of foreign country, there are various ideas that be able to be elevated in Indonesia . Concern the same of comodity . So the comodity that not yet to be handled , from now on this comoditi can be handled.

To assist in giving away of a new insight to the ICA followers, based on from the village visit, from the followers proposal , that able to be implemented in each followers country.

2. The new additions from this programme :
 - ✓- make calf commpound feeding.
 - ✓- make the slaughter house, for beef in stock.

Chapter IV.

Suggestion and recommendation

1. Chance.

The ICA follower must be able to have the reality chance from each their government to implement of their own proposal. So there's no chance may be their ability cannot be able to be realised.

2. Raw material .

The raw material must be in stocked, no raw material in stock it's mean their proposal will be failed too. This case is very important and also very to be nessesity in implementation of all business, although in the other facility have been ready.

3. Integration Cooperative.

To implement of the project proposal especially for the Developing or under developing country, the integration of Cooperative is veri important to soluting of the business management. Because the liberalism business is not suitable with the Developing countries people.

4. Visibility.

The ICA follower before to implement of their Project proposal, the visibility of going public is nessesary to be thought.

Because if their project proposal is not visible, the next implemetation will be fail.

5. Marketing .

The marketing of implementation product must be Visible.
It's mean, the ICA followers must be able to look for the quiet market.

6. Environment.

The ICA Followers must be attentive to the area preparation.
Because the support of environment is very to be required for the establishing of the project.

A STATUS PAPER

JTC-7
8/5

ACHMAD KOSASIH

Participant of the 7 th ICA /
Japan Training Course

Union of Indonesian Dairy
Cooperatives.

I. Brief Introduction of the 7 th ICA/Japan Training Course

The participants of the 7 th ICA / Japan Training Course studied cooperative management in four countries : India, Thailand, Japan, Korea.

We closed our session in Korea. We learned the basic concept of cooperative business and its management from the professors of IIMA in India. They were very sincere and cordial in helping us study and prepare the projects. We had a project appraisal session in Thailand and traveled to Chiang Mai Province for field study.

In Japan, we were surprised at the high technology in Japanese farming and its scientific management every time wherever we visited.

I observed a new range of cooperative businesses which were strange to me and which were not popular in Indonesia : car repairing center, rice factory, oil selling station, automatic discerning machine of the agricultural products, etc. Seeing those kinds of business, I realized that there were a lot of businesses left to be developed by a cooperative.

In Korea we saw the peoples making effort to change their present conditions for better life. It seemed that all Korea Federation of supply and Marketing, a cooperative in Korea was playing a great role in increasing farmers income and welfare through increasing productivity, improving marketing system, promoting joint venture business with foreign countries.

II. Information of the Project

a. Title and its sailent figures

- title : Feed Mill in Ciwidey District.
- place : Ciwidey District West Java Province.
- capacity : 60 ton / day.
- invesment : Rp 500.000.000,-
- finaced from : Cooperative Bank (Bank Bukopin).
- implemented by : Local KUD "Tani Mukti " Ciwidey.
- project life : 10 year.
- marketing channel : KUD "Tani Mukti" Ciwidey and other
coops neighbouring of those KUD.
- pay back in year : 3 years after operating the plant.
- N P V : Rp 350,373 at discount rate 20 %.
- I R R : 21,45 %.
- B E Q : 7,162 ton.

b. Problems in the implementation of the project.

When I followed the ICA/Japan Training Course I was Coordinator of the Comissaries Union of Indonesian Dairy Cooperatives in West Java.

After I come back from the ICA/Japan Training Course, Union of Indonesian Dairy Cooperatives has given me a new job in Jakarta, as Director of Industry.

The new Coordinator West Java have another programe aspecialy the extention services, saving and loan, etc.

Aspecialy new job for Director of Industry is covered Milk Treatment, marketing development, bargaining with private Milk Industry (Nestle Indonesia, Indo Milk, etc).

III. Programme Utility

The ICA / Japan Training Course gave me a good opportunity to improve my ability in managing the cooperative business. Through this course I came to know of how to plan, how to analyze, how to increase members income, how to add the value of agricultural products and so on. Group discussions were also very useful for us to exchange our opinions based on the different experiences.

At present, my work in Union of Indonesian Dairy Cooperatives (GKSI) is not related to the business directly. But I am providing foreign livestock statistics and information necessary for GKSI business. In doing my job this training course showed me a good direction to get the correct and useful information for the business.

GKSI is only 16 years old. So GKSI needs to raise competent managers in every field of GKSI business. In this situation, ICA programme is encouraging GKSI very much to produce able managers, and it gives us a chance to contact the cooperatives in Asian region and cooperate with them.

About the programme, I would like to suggest one.

To make the better project it would be very useful if the participant have more time to prepare their projects. The participants ~~will~~ have more time if they could out line their projects and get basic and necessary information in their countries before they joint the course. And then, they will discuss with the professors and participants about the projects during staying in India. And time will be saved. The study will also be more concrete and effective.

I hope the ICA / Japan Training Course will be continued and contribute to the development of cooperatives in Asian region, as it has done until now.

Jakarta, February 1995

UNION OF INDONESIAN DAIRY COOPERATIVES

✓

JTC 8/2

A STATUS PAPER
NATIONAL FOLLOW-UP REVIEW WORKSHOP ON
MANAGEMENT OF AGRICULTURE COOPERATIVE
INDONESIA, FEBRUARI 8, 1995

Johny Priyana
Indonesia Union Dairy Cooperative (GKSI)
Participant of the **sixth** ICA/Japan training Course

I. Introduction

Sixth ICA/ Japan Training Course, was spread over four countries viz. India, Thailand, Japan and the People's Republic of China.

Fifteen participants are attended from 12 Asian countries i.e. Bangladesh, P.R.China, India, Indonesia, Iran, Republic of Korea, Malaysia, Pakistan, Philipina, Sri Lanka, Thailand and Vietnam.

The first part of the programme in India for two month, has given an important view viz.the Dairy Cooperative in India, particularly Establishment of National Dairy Development Board (NDDB), responsible for developing the Dairy Cooperative Network in National level which created the "Anand Pattern"

- National Cooperative Dairy Federation of India Ltd.(NCDFI)
- Apex Organization : National Cooperative Union of India (NCUI)
- National Marketing Cooperative Federation (NAFED).
- Cooperative Bank
- Large Sized Multipurpose Cooperative Society (LAMPS), has about 90.000 primary-coop and more than 100 million members.
- Resource Person for this part were drawn from the ICA ROAP, IIMA Ahmedabad, the Vaikunth Mehta National Institute of Coop Management, Pune and others Thereafter I return to our

country for forty five days to prepare cooperative development projects in Sukabumi District which its title is Establishment of Feed Mill.

The Project had appraised in Thailand and then we took part of the fourteen days study visits programme to agricultural cooperatives in Thailand, viz The Agriculture Cooperative Federation of Thailand Ltd. (ACFT)

The Second part of the Training Course, We have been conducted at the Institute of Agricultural Cooperative in Asia (IDACA) which was followed by ten days field study visits in Kumamoto and Shizouka Prefecture (Japan). Cooperative in Kumamoto Prefecture was integrated from Pre, process until post production.

Pre and process production covered input supply, loan & saving, Extension, Better living activity, Insurance, Training Center.

Post production covered Quality control and Grading, Process and distribution of carrot juice, orange juice, and Marketing through Market Net Work owned by Zen-Noh (National Federation of Agricultural Cooperative Association). We were surprised at the high technology in Japanese farming and specific activity in Shizouka prefecture viz. Radio station, pers and magazine publisher Physical Fitness, Culture and Family planning program, door to door catering and laundry, organik & anorganik fertilizer, Supermarket, Car Work shop and Oil station.

In China we visited to All China Federation of Supply and

Marketing, as a part of Government which was playing a great role in farmer's income. It covered of 29 Cooperative Union in the province and 2300 Cooperative in the county level therewith of 32000 primary cooperative.

II. Information on the Project

a. Title and Salient feature

- The objective of the project gives the farmers an optimal and constant feed quality of the lowest cost per feed unit with maksimum milk yield.
- Title : Establishment of Feed Mill
- Location : Sukabumi District, Jawa Barat Province
- Capacity : 2,5 MT/hour (37,5 MT/ day)
- Investment : Rp. 300.000.000,--
- Financed : 70% for allotment to the GKSI (IUDC) or Cooperative Bank (Bukopin), and the balance of 30% share divided to both of Sukabumi I-Coop and Farmers member.
- Implemented by KUD Sukabumi I. with its counter part GKSI (Indonesia Union of Dairy Cooperative/IUDC) personel.
- Marketing : The priority is just for fullfilling the farmer's demand in Sukabumi district area.
- Pay-back periode is 8 years.
- NPV @18% : Rp. 68.193.170,-
- IRR @18% : 24.29 %
- BEP. : 74.24% of Capacity or 7,795.71 MT/year
- B/C Ratio at 18% disc.rate is 1.23

b. The Project has not been fully implemented. The capacity of machine was just change to be come 1 MT/hour. It was provide by their own capital.

c. Problem faced in the implementation of the project

1. Financial Constraint.

Considering its lack of capital for investment, the project proposal has been gradually implemented. 2. Organization-al problem i.e.:

During last 3 years was the period of feed mill ownership transition from GKSI to Primary-Coop Sukabumi I.

d. How to overcome the problem

1. Demand estimates for potential other off-Sukabumi market generating activities and how produced is marketed for that place; transportation, marketing channel and price spread.

2. Investment to expand of existing processing unit to modern machinery through Sharing capital system. The primary coop. proposed to raise its share of the project cost by issue of equity share to its members. The societies outhorised share capital would be Rp 300.000.000,- out of which 70% would be reserved for allotment to the GKSI (IUDC) and the balance of 30% (\pm Rp 90 million) divided to 9000 shares of Rp 10.000,- each for allotment to primary coop and farmers member.

III. Programme Utility

a. Considering its lack of capital for investment, the project proposal has been gradually implemented, however it would be worthwhile both for primary-cooperatives in the district area and my self as service and trading officer in GKSI, to

become counterpart for drawing lessons learned from the other project of modern feedmill, which will be carried out some time in the future.

The material of module such as Management on Integrated Cooperative Development, Business Planning and Management Financial has been able to enhance my capabilities particularly for project preparation and financial analysis.

- b. Computer soft-wear should be created by ICA for calculate IRR, NPV etc.
- c. For Luncheon during part one in India should provide International food for participant.

IV. Suggestion and Recommendation

ICA should enforce to the ICA members of Indonesian Cooperative on Apex Level (Dekopin) in order to be more concern with ICA-Japan training programme, particularly in the contex of implementation of the project proposal on case of colaboration with Government (Cooperative Departement).

8/2
JTC-8

NATIONAL FOLLOW-UP REVIEW WORKSHOP
ON MANAGEMENT AGRICULTURE COOPERATIVE
INDONESIA, FEBRUARI 8, 1995

STATUS PAPER :
INTEGRATED DAIRY FARMING BUSSINESS ACTIVITIES
AT KUD TANI MUKTI CIWIDEY, WEST JAVA

BY
ISKANDAR MUKHLAS

UNION OF INDONESIA DAIRY COOPERATIVES
JALAN PROF SOEPOMO SH NO 178. JAKARTA 12870 INDONESIA
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I. BACKGROUND :

a. Brief Introduction

The International Cooperative Alliance (ICA), Regional Office Asia Pacific New Delhi has arranged Management Training Programmes on " **Strengthening management of Agricultural Cooperatives in Asia** " The training programme was funded by the Government of Japan.

I had attended the 8th ICA/Japan Management Training Course, October 20, 1993 - April 22, 1994. The course was inaugurated at the ICA ROAP, New Delhi, India on October 1993 and concluded on April 22, 1994 at IDACA, Japan. The course attended by 15 participants from 11 countries, it was Bangladesh, India, Indonesia, Iran, Korea, Malaysia, Myanmar, Pakistan, Srilanka, Thailand and Vietnam.

All of the participants were discussed their country papers. Then the participants were split into 3 groups for discuss any case studies with the following modules : Integrated Cooperative development and Organization; Planning and Management; and Designing Project for Agricultural Development. The discussion and lecture, were conducted by members of faculty of the Indian Institute of Management, Ahmadabad (IIMA), coordinated by Prof A.H. Kalro. The case studies was carried out at the ICA ROAP office for one month.

Beside lecture in the classroom we also had a workshop and study visit to the National, Secondary and primary level of cooperatives around New Delhi, Gujarat, Maharashtra. The workshop was attended by the former participants from India

and was organized at the Vaikunt Mehta National Institute of Cooperative Management, Pune, with the faculty members as resource persons.

After the workshop and study visit, we moved to Srilangka and Thailand having programs. which are similar to the program in india (workshop and study visit).

The National Cooperative of Srilangka (NCC) welcomed us and had an innaguration ceremony. The object of study visit in Srilangka were Coconut producers Coop. Societies Union, Srilangka Management Institute, Dunagaha coconut producer Coop., Mahaweli Coop Pilot project, Arrayanake Multi Purpuse Coop Societies. The last program in srilangka was National Follow Up Review Workshop by former participants from Srilangka. We leaved Srilangka to Thailand on January 1st 1994.

The Cooperatives league of Thailand (CLT) welcomed us and an inauguration ceremony at CLT office. We discussed about cooperative system in Thailand and National Follow Up Review Workshop by Former Participant From Thailand. That workshop was attended also by IDACA officers.

After finishing the workshop and study visits in Bangkok, we went to Chiangmai Provincial to study various primary cooperative such as : Sampatong Agriculture Cooperative.

Workshop and study visit in Thailand concluded the first part of training course which was finished on Januari 12, 1994. All the participants leaved Thailand to come back to their particularly countries.

While in their home countries, all participants had to prepare a project which in related to the topics of training and focused on the increasing of farmer member's income.

Second part of the course were held in Intitute Developemt Cooperative in Asia (IDACA), tokyo, Japan.

The inaguration session of the second part was attended by ICA groups, ICA regional Director, Managing Director of IDACA, official of Ministry of Agriculture Forestry and Fishery (MAFF).The participans were asked to introduced their projects in their project apraisal session.The main comments were given by the panel members followed by the participans. The participants were then divided into three groups to discuss each proposal presented. The result of group discussion were then brought to the planary session followed by general discussion. The author of the project then replied to the comments arised during the appraisal session. The participants then revised the project consid-ering some useful additional information.

We had the opportunity to visit the cooperative in Fukuoka and Oishi Prefecture. We met with the top level management and discussed about their activities and experiences.

Closing ceremony was carried out on April 20 1994 in IDACA. Each of participant getting certificate from ICA and IDACA.

b. The benefits of the training which/felt :

1. It was a good opportunity for me to making friends from various countries and sharing experiencies in the field of ccooperative. hence, I knew how the cooperatives are

managed in some Asian Countries and also I learn about other culture during the course.

2. From the lecture, I have some understanding about integrated cooperative system, Planning and management and Designing project for the Agriculture Cooperative. And finally I have experiences how to design project for increasing farmer members income.
3. During field study visit in India, I have understanding of the structure of cooperative and what kind activities do by them. One of Dairy Cooperative in Gujarat State were very much successful. It is typical of the "anand patern" cooperative.
4. I have experiences about how to implement of the project which was prepared by former participants during workshop.
5. During study visit in Srilangka, I have learn some activities the coconut cooperative. The coconut can diversified into many product such as dedecated coconut, milk coconut, hus etc.
6. I have some understanding of the structure of cooperative in Thailand which vertical linkage by a three-tier structure. Sanpatong Agricultural Cooperative is one of the few multipurpose cooperatives which have made consederable progress during the recent years.
7. During study visit in Japan, I have learnt much about Japanese experiensies, in Agriculture Cooperative which are very sucessfully. The agriculture cooperatives in

Japan are organized on a three-tier level.

The strength points of Japanese Agriculture Cooperative are listed below :

- a. Strong Farm Guidance System
 - b. Specific secondary level cooperative based on specific function e.g : Purchasing and Marketing, Insurance etc.
 - c. Amalgamation of cooperative which leads to bigger volume of business and more efficient business.
 - d. Better planned activities based on good system of information.
- C. Some of the experiences and knowledge which was gathered the during training course could be all adopted in my current work. The Japanese Cooperative have good system of information e.g : from the grass root level until foreign countries which they overed activities of business. It is very important for making plan. And I want to adopt this experiences in current work.

2. INFORARTION ON THE PROJECT.

A. Title of the project :

I started to design project with GKSI Director of Cattle Affair, which project that related to this training course and supported by GKSI and Primary Cooperative. So we agre to design project with the KUD Tani Mukti, in west Java province. I prepare a project namely :

"Integrated Dairy Farming Business Activities at KUD Tani Mukti"

Salient feature :

The Objective of the Project is increasing income of farmer members through :

- Increased the scale of dairy cattle ownership from 3 -4 heads to 6 - 7 heads
- Increased milk production per cow (daily production)
- Sustainable system/guarantee of quality of dairy cattle, marketing milk, marketing meat, system credit etc.

Total invesment : Rp 182,000,000 with the life project 10 years.

Based on milk production 15 liter/day/cow, the financial analysis as follow :

NPV 16 %	: Rp. 87,675,000
BCR	: 1,56
Pay Back Period	: 3,7 years
Disc Pay Back Period	: 4,9 years
Break even Sales	: Rp 224,572,000 (second year)
IRR	: 26 %

The activities of the project is breeding, rearing, fattening, farm guidance, tehcnical services, credit coordinator etc (the operational chart of the project can you see in the appendic).

b. At present the project at KUD Tani Mukti has been being

implemented, and the of idea project have been adopted by Lembang project. All the projects done by Director of Cttle

Affair and staff, because my status in the Beareu Researce and Development and I only joint the project start up.

The status of the lembang project as follow :

Owner of the project : GKSI and KPSBU Lembang

Started/Running : August 1994

Total invesment : Rp. 100 million

Total Area : 13,2 Ha

Number of Dairy cattle : 16 head

Number of calf : 13 head

Number of calf : 15 head (buy from the farmer)

Milk Production : 90 liter/day

Facilities :

- Barn : capacity 60 heads of cattle
- Water supply
- Werehause
- Pasture

C. The problem of project is scale of the project still low, because project funded by GKSI and KPSBU Lembang not borrow money from the Bank. Some information from the Director of Cttle Affairs the project are pilot level and after that will propose to the Bank.

3. PROGRAMME UTILITY

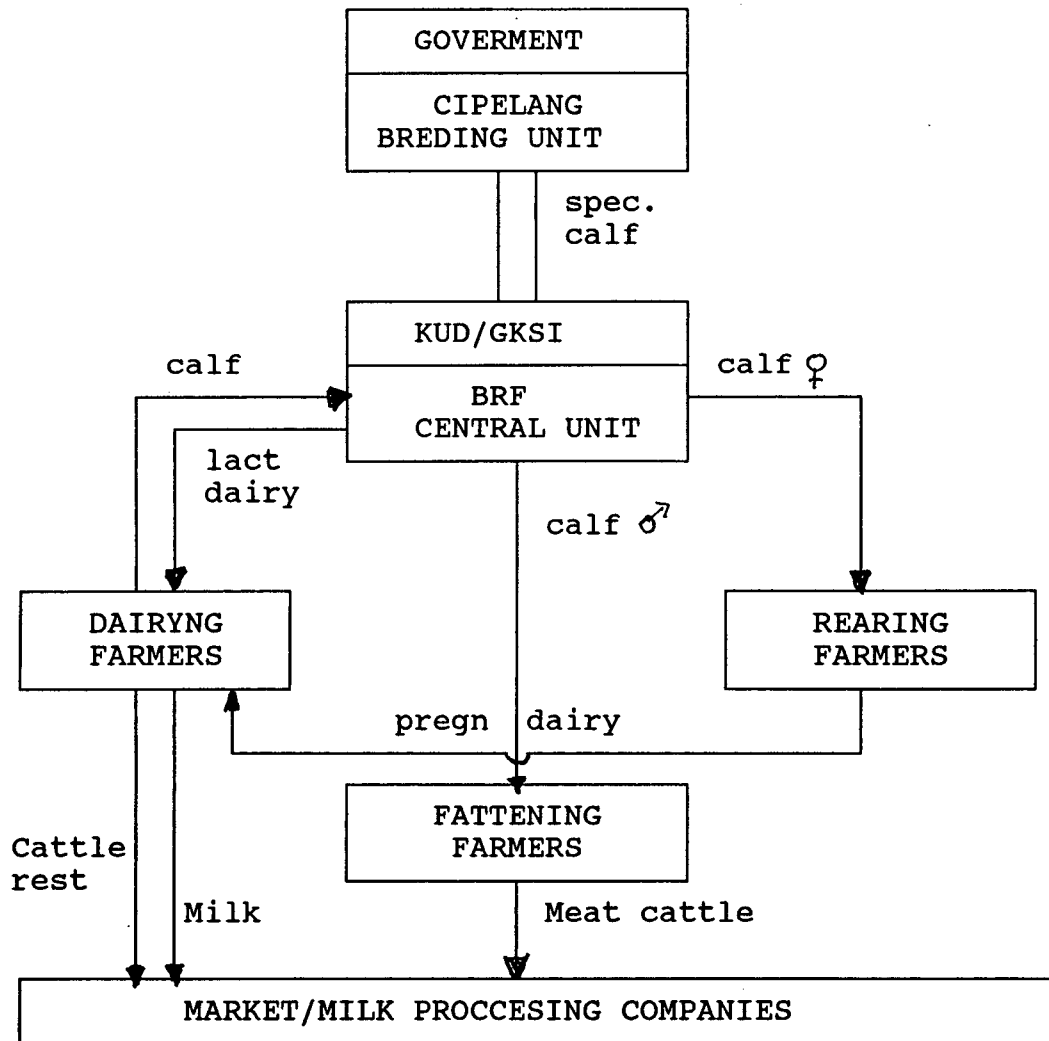
From the experiences, I knew which program benefited most to my working condition. I have not new additions to the programme

4. SUGGESTION AND RECOMMENDATION

a. The training course to be continue but duration of the training course should be decreased from 6 months to 5 months.

b. Provide computer available at IDACA office

Appendix 8. Operational chart.



WORKSHOP ON MANAGEMENT OF AGRICULTURAL COOPERATIVES
ICA/JAPAN TRAINING COURSE, FEBRUARY 1995

The Director General of Departement of Cooperative,
The Representative of Ministry of Agriculture, Forestry and
Fisheries,
The Representative of Central Union of Agriculture Cooperatives,
The Representative of International Alliance (ICA),
The Representative of the Institute for the Development of
Agricultural Cooperative in Asia (IDACA) and the Japan Agricultural
Press.

Distinguished Guests,
Ladies and Gentlemen,

It is indeed a great pleasure for me to be here this morning on the occasion of ICA/IDACA workshop in conjunction with study visit programme of the ninth ICA/Japan Training Course participants from 7 countries in Asia here in Jakarta.

In this opportunity, I would like to brief you with the Indonesian Dairy Cooperative Development and Human Resource Development.

Ladies and Gentlemen,

The Union of Indonesian Dairy Cooperative (GKSI) was established in 1979 with the main objective of strengthening the bargaining position of dairy co-operatives in the national dairy development in order to increase members income (primary dairy coops, dairy unit of village unit coops/KUD and dairy farmers).

GKSI is the apex organization within the dairy co-operative structure which functions as the protector of the interest of the members; as mediator of inter-primaries dairy co-operative; as a catalyst between dairy co-operatives and other co-operatives; as negotiator between members and related agencies; as mediator of transfer of technology to the members; as extension services provider and service provider to the members; as guide and supporter to the members; as advocating organization for national dairy co-operatives bargaining position; as agribusiness advocate and supervisor; and as regulator in co-operative dairy business.

During 1979 to 1983, the numbers of 52,124 dairy cattle were imported from Australia and New Zealand and distributed to dairy farmer, through primary dairy cooperatives in 8 provinces. And during 1987 to 1989, the numbers of 27,504 dairy cattle were imported from US, New Zealand and Australia to fulfill the increased demand for fresh milk production.

Within 14 years since its establishment, with the functions of GKSI listed above, the dairy development programme which is along the line with the national development programme has shown a positive result i.e increasing the numbers of dairy co-operatives from 28 in 1979 to 203 in 1993; the numbers of dairy farmers from 6,780 to 74,100 persons; dairy cattle population from 38,185 to 294,347 heads and hence increasing locally milk production from 10.3 - 325 million litres, and as a result the farmers income relatively increased. The other measurable progress is the reducing the quota of milk importation 40 percent of the total national milk demand and as the result increasing the foreign exchange saving.

By the new organization structure in 1992, GKSI has just started to be more oriented in business by establishment of three main business sectors, e.i. Milk Processing and Marketing, Dairy Cattle Breeding and replacement, and Service and General Tradings.

PROFILE

PRIMARY COOPERATIVE "WARGA MULIA"

YOGYAKARTA PROVINCE

Foot of

15/2
195

"MARATI" Vulcano

now active since last Monday
W/ning No. 3 given by

Cow

processes

Annual / only 1 milk. 1.5 body

'Milkvita'

SA

SALAMAT "SIANG"

(AN)

Holstein Cows only - 10 L.T. per day -

Every ¹⁵ ~~ten~~ days paid - plus per day workup hrs

Acct by Coop. Supervisors -

to insure for animals.

4-5 L.T. per day economical to milk for Cow

then sold for meat.

THE PRIMARY DAIRY COOPERATIVE "WARGA MULIA"
SLEMAN YOGYAKARTA

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I. Brief Historical Background.

The potential of dairy cattle farming has been existed in the special Province of Yogyakarta since the Dutch occupation in Indonesia

In January 1978, some dairy farmers have established association of Indonesia dairy farmers with the objectives of among others :

- To strike for marketing their product of milk to milk processing Industri (PT. Sari Husada)
- To collect problems and constrains among the farmers concerning of dairy cattle techniques (since milk is a perishable product) to be submitted to and discussed with agencies concerned.
- To pioneer towards the establishment of dairy cooperative society of "Warga Mulia"

The primary cooperative of Warga Mulia established in September 1978.

In January 30, 1979, dairy cooperative of Warga Mulia was legalized to become a legal body under the number No. 1.128/BH/4/1979 with operational area covering the whole province of Yogyakarta and the office is located in Alun-Alun Utara, Yogyakarta.

In 1991, the legal member was renewed no 1.128.a/BH/XI/19991 dated may 15, 1992. Primary Dairy Cooperative of Warga Mulia has become a member of the national Federation of Indonesia dairy Cooperatives (GKSI).

On October 21, 1989, dairy cooperative of Warga Mulia has occupied has new Permanent headquarter (office) in Maguwo-hardjo District and it was inagurated and officially opened by minister for Cooperatives.

II. Objectives of the Cooperative

1. To increase the income of the dairy farmers.
2. To increase the quality of milk and meat.
3. To expand employment opportunity
4. To Support enviromental conservation program in the rural area.
5. To improve nutricional food
6. To economize foreigh exchange expences

III. Dairy activities.

1. To reieve and collect milk product of the member and non member of 4,000 liter per day
2. To process (cooling) and market fresh milk to consumers as well as to milk Processing Industry
3. To conduct special credit for imported as well as local dairy cattle.
4. To established harmonious networking with agencies con cerned such as : faculty of animal Husbandry, and facul-ty of Veterenary, Univercity of gajah Mada and Milk Processing Industries.

5. To Increase service to the members concerning production increase such as population of livestock, skill of the farmers, animal health services and artificial insemination.
6. To tender services in distribution of animal food concentrate to the members and non members (price for members Rp. 220,- and non members Rp 250,- per kg) and the average production of cocentrate is 140 ton (140.000 kg) per month.
7. To conduct sale of haifer and pregnant heifer to the member as well as non member with the minimum price Rp. 1,200,000,- per head.
8. To conduct purchase/exchange of cattle from the member.
9. To tender loan & saving for the member for dairy farming
10. To conduct extension services to the farmers group.

IV. Business Activities

- a. Collecting and marketing of milk
- b. Unit of cattle raising
- c. Unit of animal feed
- d. Unit of loan and saving
- d. unit of special kredit of saving
- e. Unit of animal Health
- g. Unit of artificial insemenation.

V. Organisation

a. Board of Director of term of office period of 1993 up to 1996 consist of :

1. Chirman : Drh. Sukarno (Vet)
2. Vice Chairman : Danang Iskandar
3. Secretary : Supriyanto
4. Treasurer I : Suwarno
5. Treasurer II : Kartono

b. Board of Supervisor

1. Chairman : Sunardi
2. Member : Sagiman
AG. Marju

c. Employees

- manager : 1 person
- Div of Purchasing : 6 persons
- Div. of sale : 7 persons
- Div. of production : 5 persons
- Div. of Finance : 4 persons
- Div. of cattle raising : 3 persons
- Div. of General Affair : 9 persons

d. Reorganisation is conducted once every three years under consideration of continuity purpose

VI. Clasification of cooperative

Year	Class	Score
1989	B stable	63

1990	B stable	69
1991	B stable	70
1992	B stable	70
1993	-	-

VII. Other issues

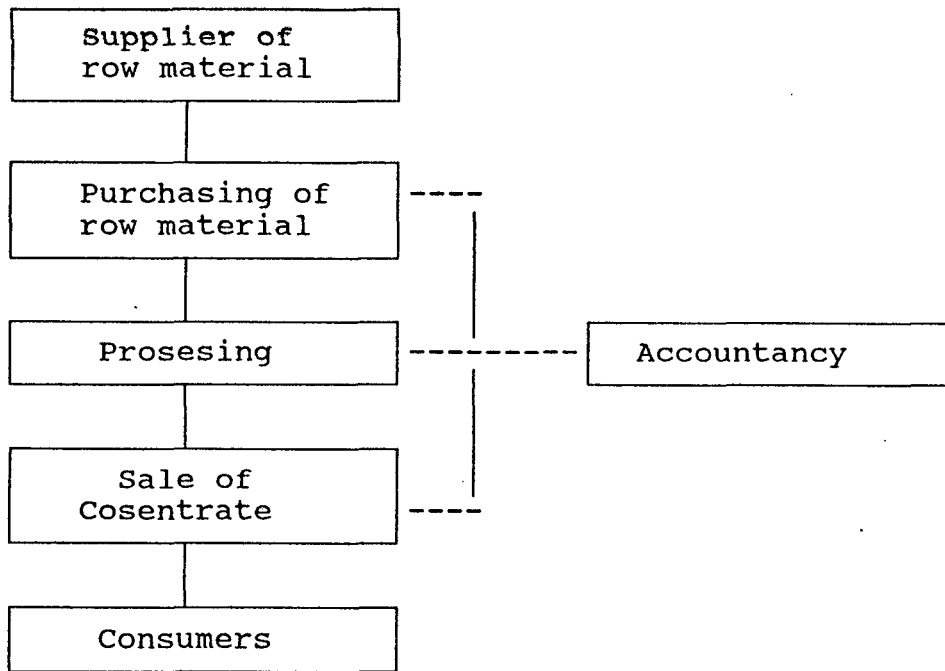
1. Development of Animal Feed Production

Year	Production (Kilogram)	Value (Rupiah)
1989	270,326	44,761,325
1990	534,797	88,553,163
1991	568,108	105,300,836
1992	1,443,463	161,773,418
1993	1,638,052	211,321,885

2. Credit facilities receive

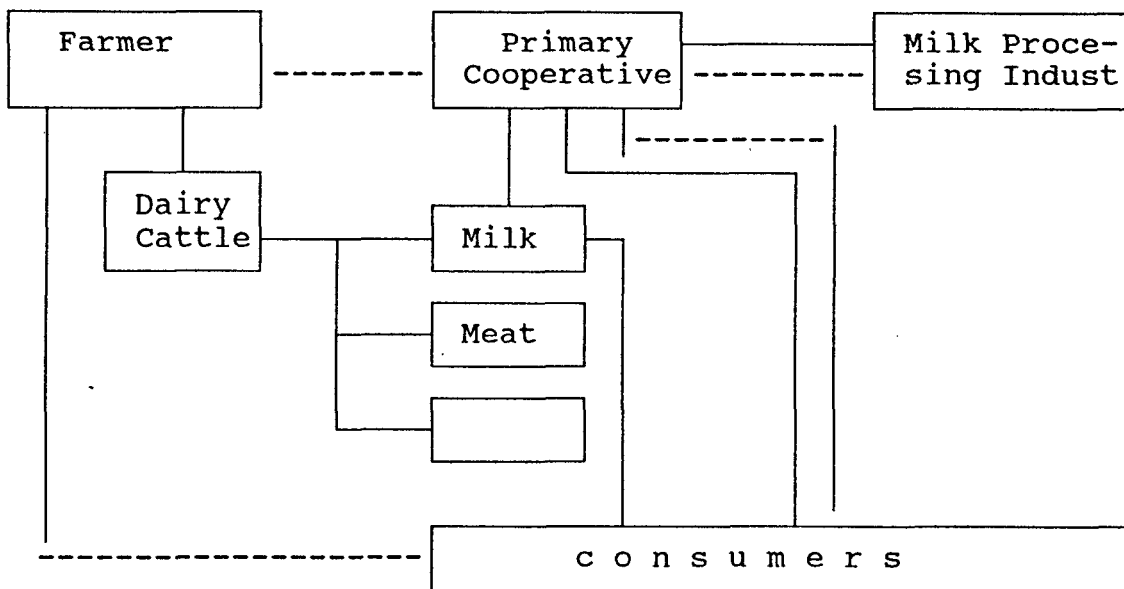
Year	Material	Origin	Remark
1981	Cooling Unit	GKSI	4 unit
	Cooling Unit	Animal Husbandry Servicecs	1 unit
	Milk can	GKSI	
	Truck	GKSI	1 unit
	Motor cycle	GKSI	4 Unit
1981-1983	Dairy Cattle	BRI Bank	1737 heads
1988	Dairy cattle	BUKOPIN Bank	250 heads

3. The Mechanism of Animal Feed Production



Note : _____ = Technical line
 - - - - - = Administrative line

4. The Mechanism of Milk Production and marketing

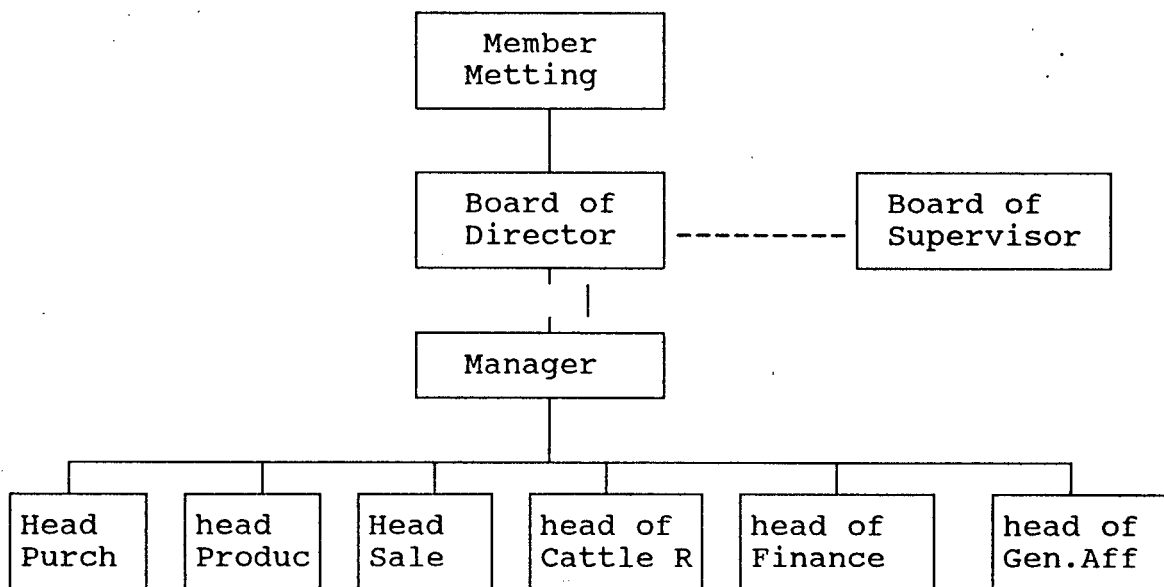


Note : _____ = Marketing of milk
 - - - - - = Payment of milk

5. Development of dairy cooperative

Year	Active Member	Cattle Population	Milk Production	Initial saving (Capital)	Surplus Before tax
	person	head	liter	rupiah	rupiah
1989	579	2040	1987167	2536500	31290065
1990	460	1984	1594767	2801500	34000695
1991	491	1280	1248614	2961500	11006087
1992	454	1325	1411791	3121500	21711644
1993	475	1375	1395564	3336500	20529998

6. Organizational Structure



PROFILE
K P S " B O G O R "
BOGOR, WEST JAVA PROVINCE

1812

DAIRY COOPS, BOHOR

Member of CIBSI

Est'd '70 - 20 members - '70
- 456 members '94

Elected Board & Supervisory Board

No. of Cows - 2350 + Young Cows 1625

Total 3975

Produ. 94% depending total 14,500

Milk Price for members - 560 LT

Non-Milk - 540 LT

price paid - member - 230 per kg

N.M. - 285 - " -

Cross bred Cows.

Dairy farmers get reward over dist.

for content 3.6% - normal avg. 3.4%

Some other 3.3%

Milk pasteurized & sold to consumers &

consumers. -

Dairy Industry Development Area - All

dairy farmers will be encouraged to own

area for better development / R&D

etc. Last st 64. p. 9. from the

President.

PROFILE OF KPS BOGOR

=====

18/2
195

I. Historical Background.

The KPS was established by 20 dairy farmers on 21 October 1970 and was legalized as a cooperative society in the District of Bogor and was granted a legislation member of 4654/BH/IX-9. It was the monopoly of the middlemen who controlled the marketing of milk and the distribution of farm supply at the time which had caused the farmers to unite in the cooperative.

During the period of 1970 to 1978 KPS's activities were limited to collecting the remaining amount of milk which the farmers were unable to market directly to the consumers.

Quite a remarkable development took place during the period of 1979 - 1984 due to the new policy of the Indonesian Government in providing credit to the cooperative through the distribution of imported dairy cows and a launching regulation for dairy industry to accept milk produced by the members of the cooperative. Substantial fund was collected to buy a piece of land where they could build their new office which they now occupy at Jalan Baru Kedung Badak.

Consolidation programme was launched in 1985 and since 1986 a professional manager was employed to run the business of KPS.

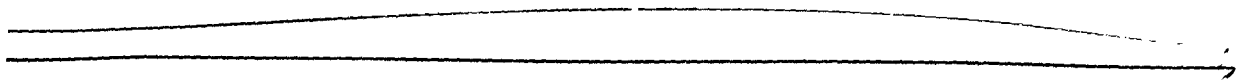
II. Management and Human resources.

The management of the KPS comprises of the Board of Director, the Board of Supervisors, manager and employes.

- Out of 7 villages were started in.

2 villages primarily -

1 ^{SUSU}
- ~~ALUAS~~ MURU, - CUP I beside MURU
ALAMI



Board of Director :

Chairman : Hadi Soewarno

Secretary : H. Djumadi

Treasurer : R. jarnuji.

Board of Supervisor

Chairman : Suryadi

Secretary : Drs. Muchtar

Member : Mugnib Harmaja

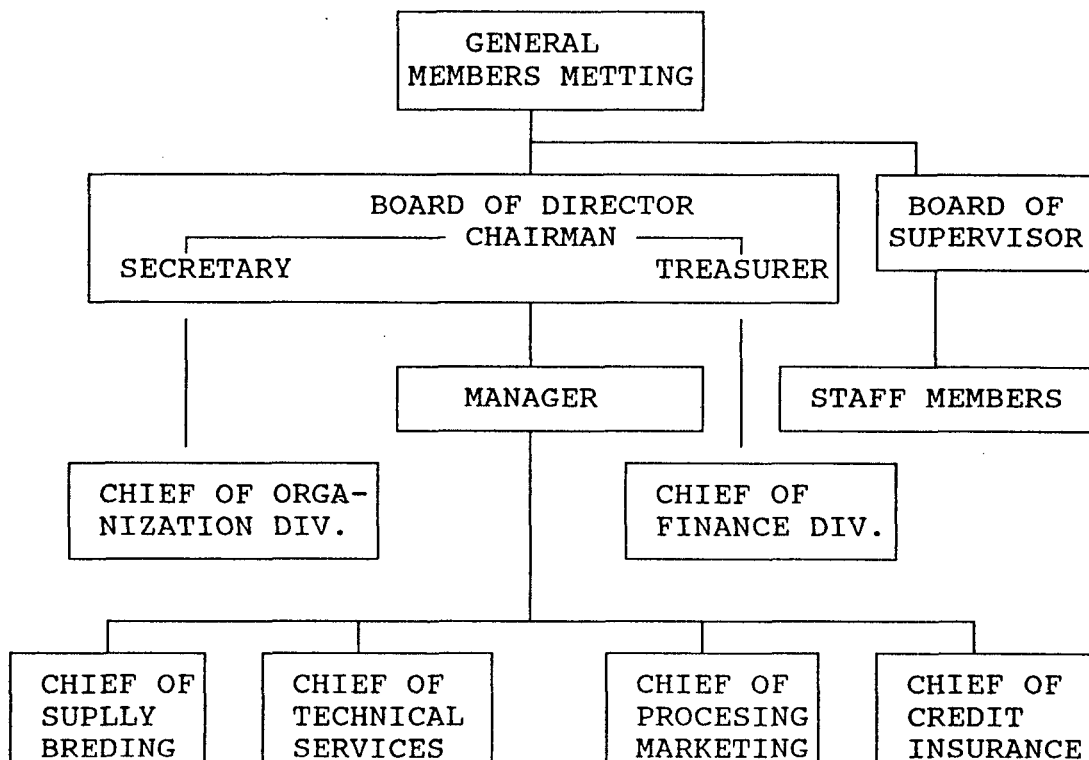
Employes :

Manager : Ir. hasanudin

Total employes : 80 employes

Run the activities of the cooperative among 719 members there are only 417 people who are actively engaged in dairy farming.

organizational chart as follow :



III. Business Activities of KPS.

Milk production is carried out by 417 members of the cooperative. With the total member of 3,935 milking cows each member owns 5 cattle average and milk production of 9.09 litters per day.

KPS has distributed 1995 milking cows under imported cattle credit scheme while as many as 101 cattle have been distributed to members under KPS's self sufficient credit.

Every month KPS sells at the average of 386 tons of cattle feed (concentrate) at the price of Rp 195 per kg of class A (KPS Feed A) in cash and Rp 230 cash of KPS feed B at the storage of KPS.

KPS has been engaged in coordinating the purchase of 302,356 liters of milk per month at the price of Rp 511,12 per litre, the sale of 288,502 Kgs of milk each month to PT. Indomilk (Milk factory) at the price (floor price) of Rp 532,5 per Kg on 3.0 % of fat content and SNF (solid Non Fat) of 79 %, the sale of 17,763 ltr of milk each month to non milk industry at the sale price of Rp 750/ltr.

Milk and transportation service is conducted by KPS at the cost of Rp 10/ltr of milk and Rp 5/Kg of feed.

Supply and sale of other farm inputs is also conducted by KPS besides other activities such as artificial insemination, Cattle medical care, milk production control and extension services.

Saving and loan also one of the activities of KPS. An amount of Rp 15/ltr of milk is collected by KPS on each sale by the farmers.

IV. Problems faced by KPS

A. Technical problem.

Being under the altitude of 500 metres above sea level and temperature of 27 C KPS area not suitable to raise

milk production to the maximum level, moreover green patches for cattle feed are separate at different places causing difficulties for intensive development.

B. Sosial problem.

Cattle farming plots which are scattered in the district of Bogor, some are located among the community who are non dairy farmers have caused pollution to the environment. This has resulted in certain social problems among the people, particularly those who not involved in dairy. Then the dairy farmers become restless, they are worried about the continuity of their business.

C. Economic problem.

The above mentioned technical and social problem has caused a loss to the income of the farmers not less than Rp 3.72 million per farmer annually and have caused a loss to KPS at Rp 510.54 million per year and have reduced local government income about Rp 13.18 million annually.

V. Future plan.

During the annual general meeting on 4 March 1989 a resolution was made by KPS to build the KINAK (dairy industry area development) located at village of Tugu Jaya and Pasir Jaya, Cijeruk, Bogor.

The objective of this program is to restructure and to maintain environment oriented dairy business within the area of Bogor district which is technically, socially and economically viable.

An area of 194.31 Ha of land will be allocated to 414 dairy farmers (150 Ha), for KPS activities 35,02 Ha, for general services 7.45 Ha and for employee housing 1.84 Ha.

Work plan of Dairy Industry Area :

- A piece of 2,500 m will be allocated to a small scale dairy farmer with 5 milking cows, or 5,000 m to farmer with 20 milking cows, or 5,000 m to a farmer with 10 milking cows and 10,000 m to farmer with the 20 milking cows.
- KPS will be involved in cattle fattening, breeding, collecting and processing of milk, processing and marketing of cattle feed, supply of green cattle feed, technical services, etc.
- Facilities such as : schools and training centres, health clinic, sport centre, a mosque and a hall will also be built in the area.



New investment of Rp 7,868 billion will be necessary to complete this project. This amount of fund is expected to be received from presidential assistance and other available resources.

The project is expected to raise the population of cattle to 3,000 milking cows (90 %) with average product 12 liter/day/cow. with the production cost my reduced from Rp 350/liter to Rp 257/liter and the purchasing price of milk may be raised from Rp 475 perliter to Rp 500 perliter. Consequently surplus will come to KPS through saving collection and more tax may be levied from milk business by the government. At least 227 people may be employed in the project.

18/2

KOPTA

Sodasys
Sothivic

LAST VISIT

95

SYABEAN CARE PROD. CoP

100000
15000

BOGOR.

Estab. - mar '79

Producers Members - 2 kinds - 194 Producers Member 114 Sothivic Producers

3 elected boards / elected supervising board
2/97 3 members.

only producers can become members either in Perjan or Tshu

Each member shd. be supported by two more
150000 Rp. etc. initially

Business Purchasing facilities for members

500000 Rp. per month

Local purchase 25 tons per m

cash based for purchases.

Inc - 887 Rp. per kg for soyabean

credit to members - for local transportation

into exp upon a harvest mlc - 2000000 Rp

Hourly labor 20000 Rp. Per hectare

instalments - KPS estate put into use for

Collecting soyabean -

Savings

sch. workshops to collect 600000

Project considering the gov.

See work
Borner

G K B I

**GABUNGAN KOPERASI BATIK INDONESIA
FEDERATION OF INDONESIAN BATIK CO-OPERATIVES**

Addresses :

**BRI II Building, 21st Floor, Suite 2102
Jl. Jenderal Sudirman Kav. 44-46
JAKARTA 10210
INDONESIA**

**Phone : (62-21) 571 3428, 571 3429
Fax : (62-21) 571 3430**

GKBI

**GABUNGAN KOPERASI BATIK INDONESIA
FEDERATION OF INDONESIAN BATIK CO-OPERATIVES**

COMPANY BACKGROUND

HISTORY

GKBI – BUSINESS – GLOBALIZATION

GKBI's MEMBERS

PT. GKBI INVESMENT

TEXTILE INDUSTRY

NON-TEXTILE INDUSTRY

GLOBALIZATION

COMPANY BACKGROUND

Gabungan Koperasi Batik Indonesia (GKBI), which is the Federation of Indonesian Batik Co-operatives was incorporative on September 18, 1948 in Jogjakarta.

When GKBI was established, the main objective was to unify to getherness of all "batik" co-operatives which had already existed before Indonesian independence.

Futhermore, GKBI stands for member's interest and improves the walfare of all members as well.

Since it has been established for more than 47 years, GKBI is the only co-operative which it's main activities is still in textile industries.

The activities cover all processes of textile from spinning, weaving to dwon – stream such as garments and inspection services.

GKBI has vast experience in textile industry and "batik" trading for many years due to participation of all co-operative members, employees and experts who have excellent dedication and professionalism indeed, we would like to thank to Indonesian Government National, and International Financial Institutions, national and international interpreneurs which have all supported GKBI up to present facing future chalanges we heve taken an important decesion concerning GKBI which is to take care of co-operatives members is handled by GKBI as secondary co-operatives, whereas, business management is controlled by PT. GKBI Investment as a holding company.

HISTORY

SEPTEMBER 08, 1994

GKBI was appointed officially by the Indonesian Government to manage PT. KANINDOTEX which may be one of the biggest Integrated Textile Mill (I.T.M) in Asia or could be in the world.

DECEMBER 23, 1993

GKBI has formed a holding company named as PT. GKBI INVESTMENT which it's function is to manage GKBI Group of companies for investment, controlling and as well as growing of its business.

SEPTEMBER 18, 1948

GKBI (Federation of Indonesian Batik Co-operative) was incorporative on September 18, 1948 in Yogyakarta.

GKBI – BUSINESS – GLOBALIZATION

GKBI's MEMBERS

GKBI has 40 primary "batik" co-operatives in which 39 are located in Java and 1 in Sumatera (Padang) it consist of 7,964 "batik" entrepreneurs.

Some of primary co-operatives have 23 textiles factories wide spread in Pekalongan, Yogyakarta, Solo, Ponorogo, Tasikmalaya etc.

PT. GKBI INVESTMENT

A. In textile industry = 10 companies

**PT. Medarindotex, PT. Primatexco Indonesia, PT. Primissima,
PT. Tokai Texprint Indonesia, PT. Dayani Garment Indonesia
PT. Pintex, PT. Koprimatex, PT. Kopindo, PT. Mitra Batiktex,
and PT. Baktitex.**

B. In non – textile industry = 5 companies

**PT. GEKABEI Motor, PT. GKBI Lintasvalas, PT. Bumibeton
Intireksa Natabangun, PT. Olah Bumi Mandiri, and Antasari
Indah.**

GLOBALIZATION

Keeping up with the world globalization, GKBI has put its share to International Textile Mill (ITM) of Bangladesh which is joined by Nichimen Corporation, Toyobo, Jaido and Ak. Khan Group as a Bangladesh local company. This project is mostly financed by International Finance Institutions such as Asian Development Bank, Islamic Development Bank, International Finance Corporation (IFC) and other local banks.

**GKBI GROUP
TEXTILE INDUSTRY IN BIG SCALE**

JSTP3

No.	Estb	Company's name	Shareholder/s	Activities
1	1960	Pabrik Cambrics GKBI Medari d/a Medari, Yogyakarta	100 % GKBI	Integrated Textile – Spinning – Weaving – Finishing
2	1970	PT. Pabrik Cambrics PRIMISSIMA d/a Medari, Yogyakarta	47.21% GKBI 52.79% RI Government	– Spinning – Weaving
3	1970	PT. PRIMATEXCO INDONESIA d/a Batang, Pekalongan	51 % GKBI 37.05% Daiwabo 11.95% Nichiment	Integrated Textile – Spinning – Weaving – Finishing
4	1980	PT. PINTEX d/a Plumbon, Cirebon	50 % GKBI 10 % Nichiment 10 % Daiwado 15 % Jaido 15 % PT. Primatexco	– Spinning
5	1990	PT. TOKAI TEXPRINT INDONESIA d/a Cikarang, Bekasi	20 % GKBI 50 % Tokai Senko KK 20 % Daiwabo 5 % Nichement 5 % PT. Primatexco	– Printing – Dyeing
6	1990	PT. DAYANI GARMENT INDONESIA d/a Bantar Gebang, Bekasi	20 % GKBI 44. % Daiwabo 10. % Daiwabo Apparel 12. % Nichement 1.3 % Yamaken 6.9 % PT. Primatexco 4.3 % Nishiaki	– Garment – Inspecting Service
7	1990	PT. KOPRIMATEX d/a Plumbon, Cirebon	37. % GKBI 62. % Swasta	– Spinning – Weaving
8	1993	INTEGRATED TEXTILE MILLS (ITM) d/a Chittagong, Bangladesh	6 % GKBI 17. % AK Khan 22 % Nichiment 6 % Toyobo 16 % Jaido 32. % I.F.I 12.5 % ADB 10 % AFICL 10 % IFC	– Weaving – Finishing

**GKBI GROUP
TEXTILE INDUSTRY IN MEDIUM**

JS195

No.	Estb	Company's name	Shareholder/s	Activities
1		Textile Factory KOPINDO d/a Wiradesa, Pekalongan	- Primer KOBAT Kopindo - GKBI	- Weaving Mill
2		Textile Factory PEKAJANGAN d/a Pekajangan, Pekalongan	- Primer KOBAT Pekajangan	- Weaving Mill
3		Textile Factory BUWARAN d/a Buwaran/Pekalongan	- Primer KOBAT Buwaran	- Weaving Mill
4		Textile Factory WONOPRINGGO d/a Wonopringgo, Pekalongan	- Primer KOBAT Wonopringgo	- Weaving Mill
5		Textile Factory SETONO d/a Setono, Pekalongan	- Primer KOBAT Setono	- Weaving Mill
6		Textile Factory MITRA BATIK d/a Gunung Jambe, Tasikmalaya	- Primer KOBAT Mitra Batik - GKBI	- Weaving Mill
7		Textile Factory PMT d/a Medari, Yogyakarta	- Primer KOBAT Yogyakarta	- Weaving Mill
8		Textile Factory BAKTINDOTEKS d/a Babadan, Ponorogo	- Primer KOBATA Baktindoteks - GKBI	- Weaving Mill

**GKBI GROUP
TEXTILE INDUSTRY IN BIG SCALE**

JS193

No.	Estb	Company's name	Sale Projection	Local	Export	Destination
1		PC GKBI Medari	40 M <i>Billions</i>	50 %	50 %	Japan
2		PT. PC PRIMISSIMA	30 M	35 %	60 %	Japan, USA, Italy, Germany, France
3		PT. PRIMATEXCO INDONESIA	70 M	49 %	51 %	Japan, USA, Italy, UK, Australia
4		PT. PINTEX	30 M	35 %	65 %	Japan, Australia
5		PT. DAYANI TEXPRINT INDONESIA	50 M	60 %	40 %	Japan, USA, Australia
6		PT. DAYANI GARMENT INDONESIA	5 M	-	100 %	Japan, USA, Europe
7		PT. KOPRIMATEX	30 M	70 %	30 %	Japan
8		INTEGRATED TEXTILE MILLS (ITM)	70 M	-	100 %	USA, Europe

PRODUCTION

JS1193

Yarns	:	Bales
Cotton Fabrics		
Grey	:	yds
Cambrics	:	yds
Bleaching Cloth	:	yds
Printing Cloth	:	yds
Dyeing Cloth	:	yds
Garment	:	pcs
Sarong	:	m/year

EXPORT DESTINATION OF GKBI GROUP

Japan, Korea, Hongkong, Germany, Italy, France,
Poland, Holland, United Kingdom, USA, Ireland,
Denmark, Malaysia, Thailand, Ireland.

MAPPING OF 40 PRIMERY MEMBERS OF GKBI

West Java	2,427	Enterpreneurs
Pekalongan	2,185	Enterpreneurs
Surakarta	1,627	Enterpreneurs
Jogyakarta	876	Enterpreneurs
East Java	849	Enterpreneurs
Total	<u>7,964</u>	Enterpreneurs

No. KOPERASI PRIMER BERDIRI ANGGOTA KARYA DAERAH SIMPANAN DI GEDU (%)

JAWA BARAT 2,427 Rp. 3,351,160,987 21.42%

1	MITRA BATIK	'39	350	600	TASIK	Rp.	1,452,381,464	9.28%
2	K P B J	'52	558	6	JAKARTA	Rp.	812,448,486	5.19%
3	BUDI TRISNA	'35	770	7	CIREBON	Rp.	510,539,223	3.26%
4	RUKUN BATIK	'39	434	300	CIAMIS	Rp.	470,899,126	3.01%
5	PERUBADI	'53	130	4	INDRAMAYU	Rp.	52,917,624	0.34%
6	FAJAR PUTRA	'56	59	0	PADANG	Rp.	44,297,474	0.28%
7	WARGA BATIK	'53	126	2	GARUT	Rp.	7,677,589	0.05%

PEKALONGAN 2,185 Rp. 3,718,729,604 23.39%

1	P P I P	'52	457	5	PEKALONGAN	Rp.	1,102,754,916	7.05%
2	SETONO	'39	255	200	PEKALONGAN	Rp.	567,642,648	3.63%
3	BUWARAN	'52	455	250	PEKALONGAN	Rp.	520,533,355	3.33%
4	PEKAJANGAN	'37	409	300	PEKALONGAN	Rp.	503,061,330	3.22%
5	KOPINDO	'50	251	300	PEKALONGAN	Rp.	487,256,893	3.11%
6	WONOPRINGGO	'39	189	200	PEKALONGAN	Rp.	321,918,897	2.06%
7	PERSAUDARAAN	'52	66	0	COMAL	Rp.	156,598,742	1.00%
8	GAPERBI	'52	103	2	TEGAL	Rp.	58,962,822	0.38%

JOGYAKARTA 876 Rp. 2,995,125,691 19.14%

1	SENOPATI	'64	120	10	JOGYAKARTA	Rp.	512,931,339	3.28%
2	MATARAM	'62	115	10	JOGYAKARTA	Rp.	494,461,279	3.16%
3	TAMTAMA	'64	138	1	JOGYAKARTA	Rp.	422,654,753	2.70%
4	KARANG TUNGGAL	'64	133	2	JOGYAKARTA	Rp.	416,829,016	2.66%
5	P P B I	'37	131	1	JOGYAKARTA	Rp.	375,626,840	2.40%
6	PERBAIN	'47	29	1	BANYUMAS	Rp.	227,199,366	1.45%
7	S A K T I	'52	123	1	KEBUMEN	Rp.	211,569,782	1.35%
8	PERBAIK		43		PURWOREJO	Rp.	206,250,793	1.32%
9	KOBAIN	'51	44	1	KUDUS	Rp.	127,602,523	0.82%

SURAKARTA 1,627 Rp. 3,518,646,483 22.49%

1	P P B S	'59	303	11	SOLO	Rp.	1,176,784,042	7.52%
2	K P N	'57	255	11	SOLO	Rp.	931,901,665	5.96%
3	BATARI	'53	221		SOLO	Rp.	366,158,219	2.34%
4	SUKOWATI	'61	210		BEKONANG	Rp.	313,150,343	2.00%
5	SIDOLUHUR	'61	54		SRAGEN	Rp.	191,457,814	1.22%
6	P B T	'59	118		KLATEN	Rp.	133,865,866	0.86%
7	B A K A	'61	269		KLATEN	Rp.	130,585,309	0.83%
8	P B B	'61	78		BOYOLALI	Rp.	125,812,985	0.80%
9	B I M A	'60	58		MATESIH	Rp.	117,844,971	0.75%
10	BAWONO	'55	61		WONOGIRI	Rp.	31,085,268	0.20%

JAWA TIMUR 849 Rp. 2,061,946,247 13.18%

1	BAKTI	'47	313	300	PONOROGO	Rp.	866,078,193	5.54%
2	PEMBATIK	'53	238		PONOROGO	Rp.	465,461,255	2.98%
3	B T A	'52	151		TL AGUNG	Rp.	450,062,269	2.88%
4	K P B I S	'52	73		SIDOARJO	Rp.	163,727,694	1.05%
5	GRESIK	'52	27		GRESIK	Rp.	94,522,662	0.60%
6	BROWJOYO	'56	47		MOJOKERTO	Rp.	22,094,174	0.14%

JUMLAH 7,964 Rp. 15,645,609,012 100%

INFORMASI TENTANG GKBI

(I)

PROFIL GKBI GROUP

-	TOTAL ASSET	:	Rp. 450	MILYAR
-	TOTAL SALES	:	Rp. 236	MILYAR
-	EXPORT	:	Rp. 100	MILYAR
-	KE NEGARA-NEGARA	:	-	JEPANG
	<i>COUNTRIES.</i>		-	EROPA
			-	USA
			-	AUSTRALIA
-	ANGGARAN BELANJA	:	Rp. 170	MILYAR
-	TANAH	:	105	HA
-	BANGUNAN	:	228.000	M2
-	KARYAWAN	:	7.000	
-	ANGGOTA	:	8.000	

Billion Rp.

(II)

PERUSAHAAN GKBI GROUP

1. PT GKBI INVESTMENT - HOLDING COMPANY

PERUSAHAAN TEKSTIL

2. PT PRIMATEXCO - INTEGRATED TEXTILE MILLS
3. PT PRIMISSIMA - SPINNING & WEAVING MILLS
4. PT TOKAI TEXPRINT INDONESIA - PRINTING
5. PT DAYANI GARMENT INDONESIA - GARMENT
6. PT PINTEX - SPINNING MILLS
7. PT KOPRIMA - SPINNING & WEAVING MILLS
8. PC GKBI MEDARI - INTEGRATED TEXTILE MILLS
9. PT KOPINDOTEX - WEAVING MILL (PALEKAT)
10. PT MITRA BATIKTEX - WEAVING MILL
11. PT BAKTITEX - WEAVING MILL
12. PT GKBI TRADING - GENERAL TRADING

PERUSAHAAN NON-TEKSTIL/KEMITRAAN DENGAN PENGUSAHA MENENGAH

13. PT SUBUR MEKAR ASRI - MONEY CHANGER
14. PT GKBI MOTOR - CAR RENTAL & TAXI
15. PT GKBI ASRI HOTEL - HOTEL (IV STAR)
16. PT OLAH BUMI MANDIRI - SPECIAL CHEMICALS
17. PT BUMI BETON - READY MIX CONCRETE

994.wk1

G.K.B.I. GROUP TOTAL PRODUCTION

PRODUCTION	MEDARITEKS	PRIMISSIMA	PRIMATEXCO	PINTEX	KOPRIMATEX	T.T.I.	DAYANI	TOTAL	UNITS
1994									
YARN (KG)	1.819.836	1.923.034	6.335.159	3.813.998	3.919.104			17.811.131	KG
GREY (YDS)	17.304.064	18.379.810	47.811.596		13.200.000			96.695.470	YDS
CAMBRICS (YDS)	9.384.431	4.455.757	69.746.638					83.586.826	YDS
DYEING (YDS)						11.700.000		11.700.000	YDS
PRINTING (YDS)						20.000.000		20.000.000	YDS
WHITES (YDS)						34.900.000		34.900.000	YDS
GARMENTS (PCS)						0	3.436.694	3.436.694	PCS

YARN (BALES) 10.030 10.599 34.916 21.021 21.600

98.165 Sale

GABUNGAN KOPERASI BATIK INDONESIA

UNIT-UNIT USAHA:

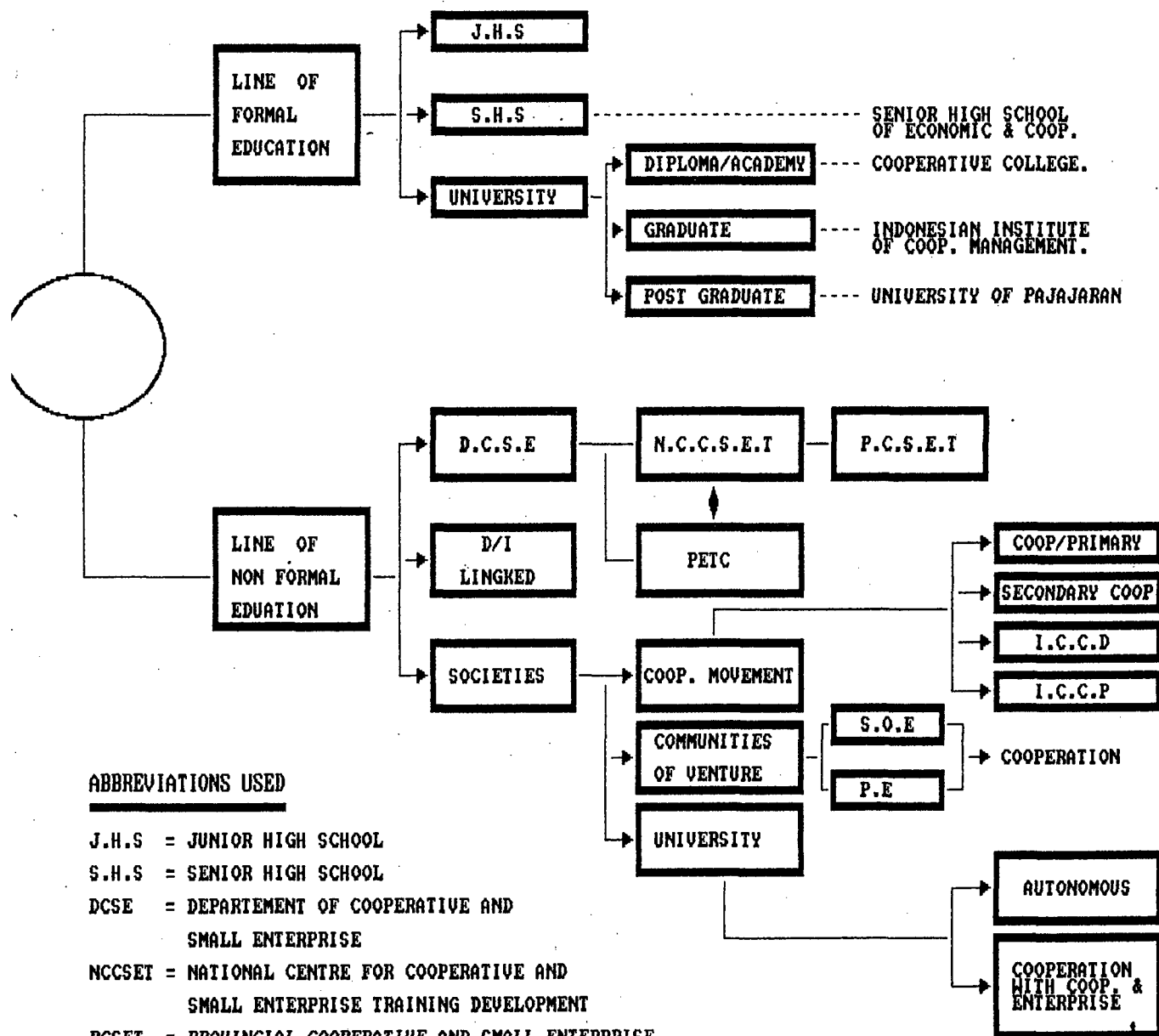
1. **PC GKBI MEDARI** : **Medari, Sleman, Yogyakarta 55515**
Tlp. (0274) 868411, 868513
Fax. (0274) 868312
2. **PT. PRIMISSIMA** : **Medari, Sleman Yogyakarta 55515**
Tlp. (0274) 868408
Fax. (0274) 868417
3. **PT. PRIMATEXCO** : **Sambong, Batang 51201 Jawa Tengah**
Tlp. (0285) 91300, 91500, 91057
Fax. (0285) 91508
4. **PT. PINTEX** : **Jl. Raya Cirebon - Bandung Km 12**
Plumbon, Cirebon
Tlp. (0231) 31415
Fax. (0231) 31389
5. **PT. KOPRIMATEX** : **Jl. Raya Cirebon - Bandung Km 12**
Plumbon, Cirebon
Tlp. (0231) 31447, 31421
Fax. (0231) 31473
6. **PT. TOKAI TEXPRINT** : **Jl. Jababeka Raya B 4 - 10**
INDONESIA **Cikarang Industrial Estate**
Cikarang, Bekasi
Tlp. (021) 8934142, 8934267
Fax. (021) 8934801
7. **PT. DAYANI GARMENT** : **Jl. Raya Narogong Km 11**
INDONESIA **Bantar Gebang, Bekasi**
Tlp. (021) 8250092, 8250625
Fax. (021) 8250093
8. **PABRIK TEKSTIL** : **Pencenongan, Wiradesa**
KOPINDO **Pekalongan**
Tlp. (0285) 22184

9. PT. MITRA BATIKTEX
SUKAPURA : Jl. Mayor S. L. Tobing, Gunung Jambe
Tasikmalaya
Tlp. (0265) 331007, 331008
10. PT. BAKTINDOTEX
PRIMA : Jl. Madiun - Ponorogo Km 7
Purwosari, Babadan Ponorogo
Tlp. (0352) 81593
11. PT. GEKABEI MOTOR
(Rent A Car) : BRI Center,
Center Park Ground Floor, Suite 014
Jl. Jend Sudirman Kav. 44 - 46 Jakarta
10210
Tlp. (021) 5713596
12. PT. GKBI LINTASVALAS
(Money Changer) : BRI Center,
Center Park Ground Floor Suite 014
Jl. Jend Sudirman Kav. 44 - 46 Jakarta
10210
Tlp. (021) 5713597, 5719957
Fax. (021) 5713430
13. PT. BUMIBETON INTIREKSA
NATABANGUN : Gedung BRI II Suite 1501
Jl. Jend Sudirman Kav. 44 - 46 Jakarta
10210
Tlp. (021) 5735012,
Fax. (021) 5735012
14. PT. OLAH BUMI MANDIRI : Wisma Sejahtera Suite I E
Jl. Letjen S. Parman Kav. 75 Jakarta 11410
Tlp. (021) 5300648, 5306363
Fax. (021) 5300648
15. ANTASARI INDAH
Town House : Jl. Pangeran Antasari No. 37
Cipete Selatan, Jakarta

17/2/95

DIAGRAM OF COOPERATIVE EDUCATION AND TRAINING STRUCTURE

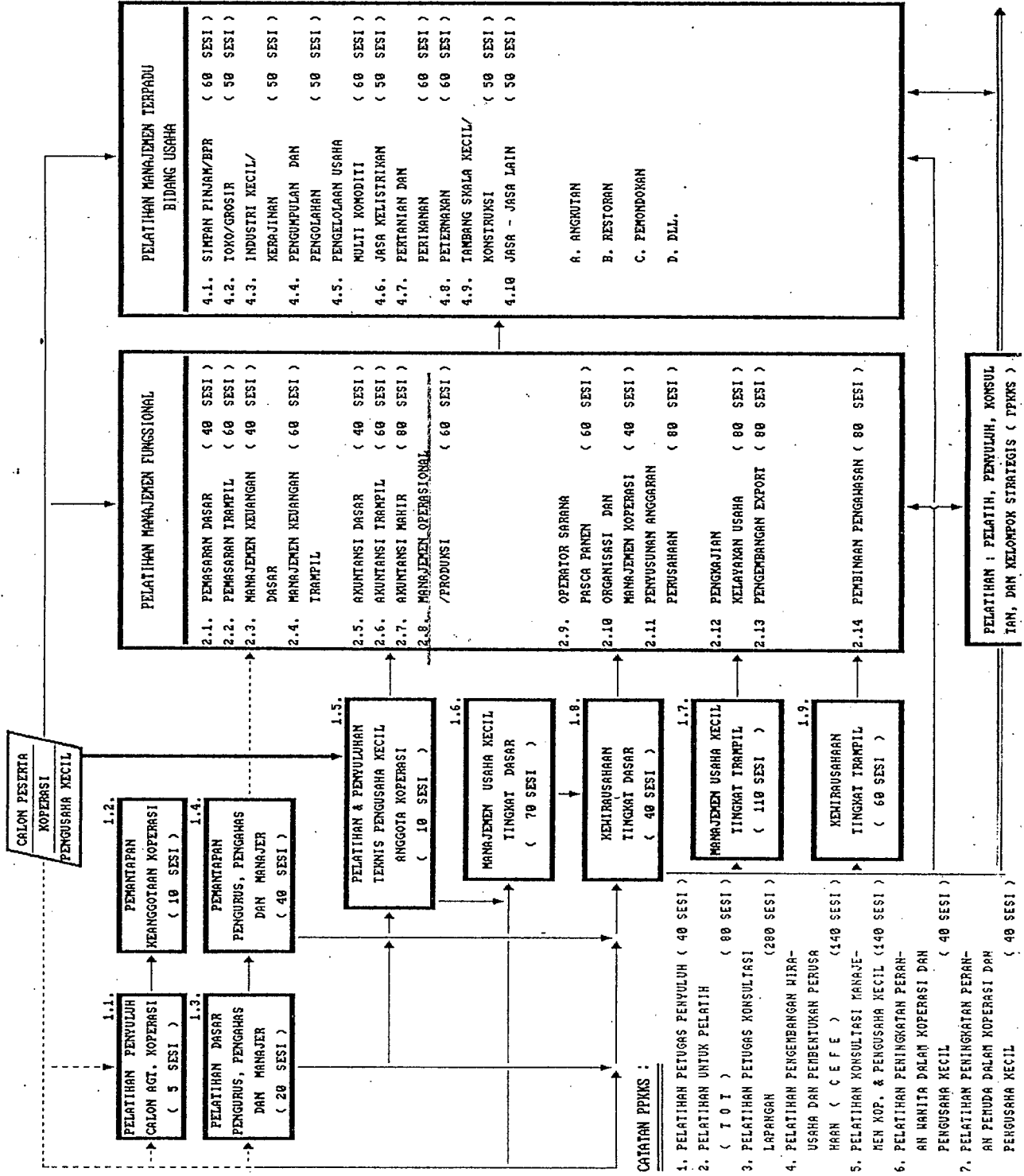
COOPERATIVE MAJORS



ABBREVIATIONS USED

- J.H.S = JUNIOR HIGH SCHOOL
- S.H.S = SENIOR HIGH SCHOOL
- DCSE = DEPARTEIEMEN OF COOPERATIVE AND SMALL ENTERPRISE
- NCCSET = NATIONAL CENTRE FOR COOPERATIVE AND SMALL ENTERPRISE TRAINING DEVELOPMENT
- PCSET = PROVINCIAL COOPERATIVE AND SMALL ENTERPRISE TRAINING
- D/I = DEPARTMENT/INSTITUTION
- S.O.E = STATE OWN ENTERPRISE
- P.E = PRIVATE ENTERPRISE
- ICCD = INDONESIAN COOPERATIVE COUNCIL AT DISTRICT LEVEL
- ICCP = INDONESIAN COOPERATIVE COUNCIL AT PROVINCIAL LEVEL
- PETC = POST HARVEST EDUCATION AND TRAINING CENTRE

BAGAN STRUKTUR PROGRAM PELATIHAN KOPERASI DAN PENGUSAHA KECIL



HISTORY & OBJECTIVES

HISTORY

The dairy cattle in Indonesia were introduced by the Dutch government at the end of the 19th century. After the Dutch left Indonesia after its independence, Indonesian farmers took over these dairy cattle. At that time, the purpose of having dairy cattle was producing manure. Then gradually its purpose changed to produce milk as main purpose.

Since milk is a perishable product and the dairy farms are located far from consumers, dairy cooperatives are absolutely needed. Dairy cooperatives were therefore established in 1948 in Pengalengan-Bandung, in 1962 in Pujon-Malang, followed by other areas such as Lembang-Bandung, Nongkojajar-Pasuruan, Grati-Pasuruan, Boyolali and Ungaran.

During 1960 - 1968, the environment of dairy development are very unfavorable, many dairy cooperatives were becoming bankrupt. During the period 1969 to 1978 an ironic situation occurred, a lot of dairy farmers became bankrupt, on the other hand the number of milk processing companies increased and consequently imported powdered milk also grew up. This condition continued up to 1978 when only 2 dairy Cooperatives were able to survive, namely South Bandung Primary Dairy Cooperative in Pangalengan - Bandung (KPBS Pengalengan) and SAE Primary Dairy Cooperative in Pujon - Malang (SAE Pujon).

The third Five Years Development Plan is a starting point of the huge effort in dairy cooperatives development in Indonesia. It was started at the beginning of 1978 by Mr. Bustanil Arifin SH and Ir. Muslimin Nasution in their capacity as Junior Minister for Cooperatives and Secretary of Junior Minister for Co-



operatives. They visited several dairy cooperatives in Java and studied the problems and opportunities to overcome the problems and compared with dairy cooperatives model in Anand - India. Knowing that the main problem of dairy cooperatives development is marketing of milk to the milk processing companies, all of milk processing companies were invited and discussed the problem solving. Finally on July 1978 milk processing companies expressed their willingness to use local fresh milk at reasonably price. Prof. Dr. JH. Hutasoit as Director General of Livestock Services has also provided main contribution in the dairy development through cooperatives.

From July 19 to 21, 1978 the first seminar of dairy cooperatives was held in Jakarta attended by 14 primary dairy cooperatives. The first seminar decided to establish a dairy cooperative organization as a national basis to be known as the Indonesian Dairy Cooperatives Coordination Board (BKKSI = Badan Koordinasi Koperasi Susu Indonesia) and appointed Drh. Daman Danuwidjaja as chairman.

From March 29 to 31, 1979 the second seminar of dairy cooperatives was held in Malang, East Java attended by 17 primary dairy cooperatives, decided to abolish BKKSI and established Union Dairy Cooperatives of Indonesia (GKSI = Gabungan Koperasi Susu Indonesia), also appointed Drh. Daman Danuwidjaja as chairman.

OBJECTIVES

The GKSI's objectives are:

- a. To provide services to members in order to improve members' welfare.
- b. To maximize profit in order to provide better services to members and develop GKSI business. Better service means better in fulfilling members' needs (both in fulfilling daily necessities and developing their own dairy business) and higher profits' for members.
- c. To strengthen relations between members and between members and others (other cooperatives, private companies, state-owned companies and government)

ACTIVITIES & PROGRESS

ACTIVITIES

After the problems in milk marketing to the milk processing companies has been solved and GKSI established in March 1979, the following effort is increasing milk production by importing large number of dairy cattle. During 1979 to 1983 numbers of 52,124 dairy cattles were imported from Australia and New Zealand and distributed to farmers through Primary Dairy Cooperatives & KUD in 8 provinces (Jakarta, West Java, Yogyakarta, Central Java, East Java, North Sumatera, West Sumatera and Bengkulu).

Following the programme of imported dairy cattle, local milk production was rapidly increased. Such condition made



imported dairy cattles



distribution to the farmers



GKSI milk treatment plant



GKSI feed mill plant

other problem occurred that the chilling capacity in primary dairy cooperatives were not sufficient anymore to absorb milk production. To overcome this problem, GKSI then established 4 milk treatment plants in Ujung Berung-Bandung, Boyolali, Pandaan-Pasuruan and Batu-Malang, beside providing milk cooling tanks for primary dairy cooperatives. Other purpose of the milk treatment plant establishment is that to produce final product that can be directly sold to the consumers, such as pasteurized milk, pasteurized fresh cream, yoghurt (under the brand name "Alam Murni"). In spite of milk treatment plants, GKSI also established 2 feed mill plants in Cirebon and Kejayan, Pasuruan. All the establishment were financed by government soft loans from Ministry of Finance.

To support the efforts that have been conducted, in 1983 GKSI got an aid from New Zealand government under The Indonesia - New Zealand Dairy Development Project, which consists of: *Experties* (3 milk treatment plant management advisor and 1 marketing management advisor), *Fellowship* for 8 milk treatment plant managers 15 months

training in New Zealand and *Milk Handling Equipments* (Milk Cooling Vats and Milk Transport Tanks).

The aids also came from FAO for milk quality test kits and milk quality control training and from ASEAN for small milk cooling units.

The key-point of dairy development in Indonesia is The Three Ministers Decree (Minister of Agriculture, Minister of Trade and Cooperatives and Minister of Industry) which was issued in 1983. The Decree particularly regulate the equalization of local milk production and imported powdered milk used by milk processing companies, which followed by the ratio system. Further, the government support in dairy development were reflected in Presidential Instruction No. 02, 1985 issued on January 15, 1985 on coordination of fostering and development of national dairy industry. During 1987 to 1989, 23,000 dairy cattle were imported from US, New Zealand and Australia to fulfill the increased demand for fresh milk production.

In 1989, GKSI milk treatment plants in Bandung and Pandaan were expanded and dedicated to the production of sterilized milk.

PROGRESS

The progress of dairy cooperatives development since its established in March 1979 is shown as table-1 below :

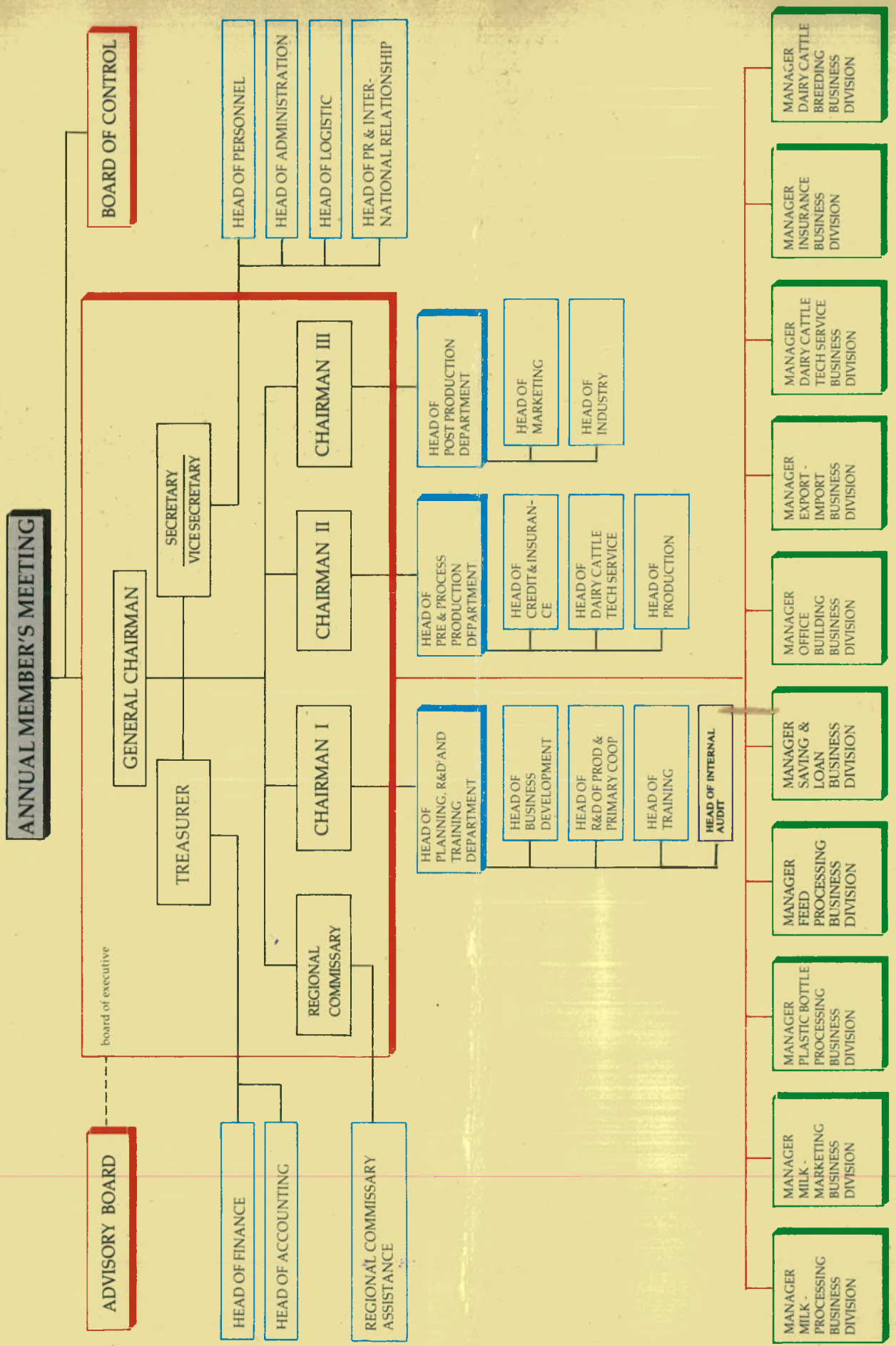
Table-1. Progress of GCSI from 1977 to 1989

Items	1977	1980	1983	1987	1989
Number of Primary Coops	2	50	183	173	190
Number of Dairy Farmers	980	12,807	41,730	67,000	74,000
Milk Sales (million lt)	1.3	22.8	79.2	151.2	250.0
Alam Murni pasteurized milk sales (million lt)	-	-	-	1.3	1.6
Farm Gate Milk Price (Rp/kg)	40-80	150-210	240-275	330-390	330-400
Milk Price at IPS (Rp/kg) * a)	70-105	213-236	300	380	440
b)	70 -105	236 -254	328	400	440
Dairy Cattle Population		50,635	141,037	205,000	250,000
Imported Dairy Cattle (Cumulative)	-	10,365	56.239	62.622	83.896
Labor Absorption		11,199	37,310	34,500	117,000
Foreign Exchange Saving (thousand US \$)		5,770	22,300	37,800	62.500
Total Dairy Cattle Credit Value (million Rp)	59	5,944.4	39,794.8	48,246.0	79,594.8
Number of Labors at Primary Dairy Coops	59	8,845	8,824	8,921	9,925
Dairy Cattle Value (billion Rp)			33.5	92.0	125.0
Milk Sold Value (billion Rp)			26.6	58.2	110.0
Milk Ratio **			1 : 5	1 : 2	1 : 0.7
Average Milk Price at Consumers (Rp)	180	360	600	1,125	1,500

Note : *) IPS = milk processing companies

**) Milk Ratio = local fresh milk : imported milk

GKSI ORGANIZATIONAL CHART





feed processing & supply



dairy cattle breeding



dairy cattle technical and health services



dairy equipment supply



dairy farming



milk handling



delivery to milk processing plant



GKSI milk processing plant



milk marketing



milk processing company

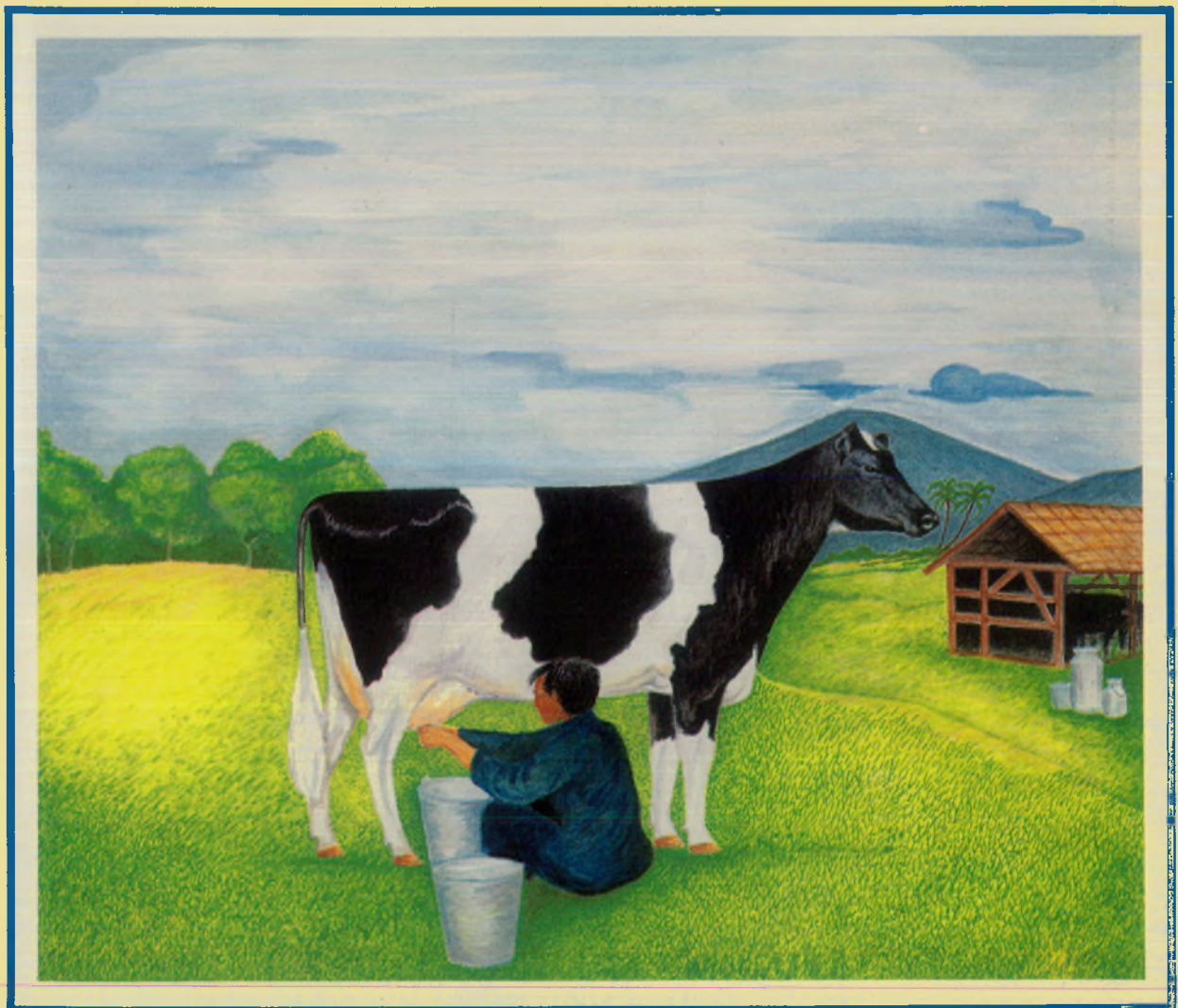
PRE PRODUCTION ACTIVITIES

PROCESS PRODUCTION ACTIVITIES

POST PRODUCTION ACTIVITIES

GKSI

GABUNGAN KOPERASI SUSU INDONESIA
UNION DAIRY COOPERATIVES OF INDONESIA



HEAD OFFICE: Jl. Prof. DR. Supomo SH. No.178, Jakarta 12870, Indonesia. Telp. (021) 8290851- 8290689 Fax: (021) 8290851.

VILLAGE UNIT COOPERATIVE
(K U D)



INDONESIA

TOTAL ISLAND	:	13,677	
TOTAL ESTIMATED AREA	:	5,193,250	KM2
LAND TERRITORY	:	2,027,087	KM2
SEA TERRITORY	:	3,166,163	KM2
TOTAL POPULATION	:	179,321,671	(1993)

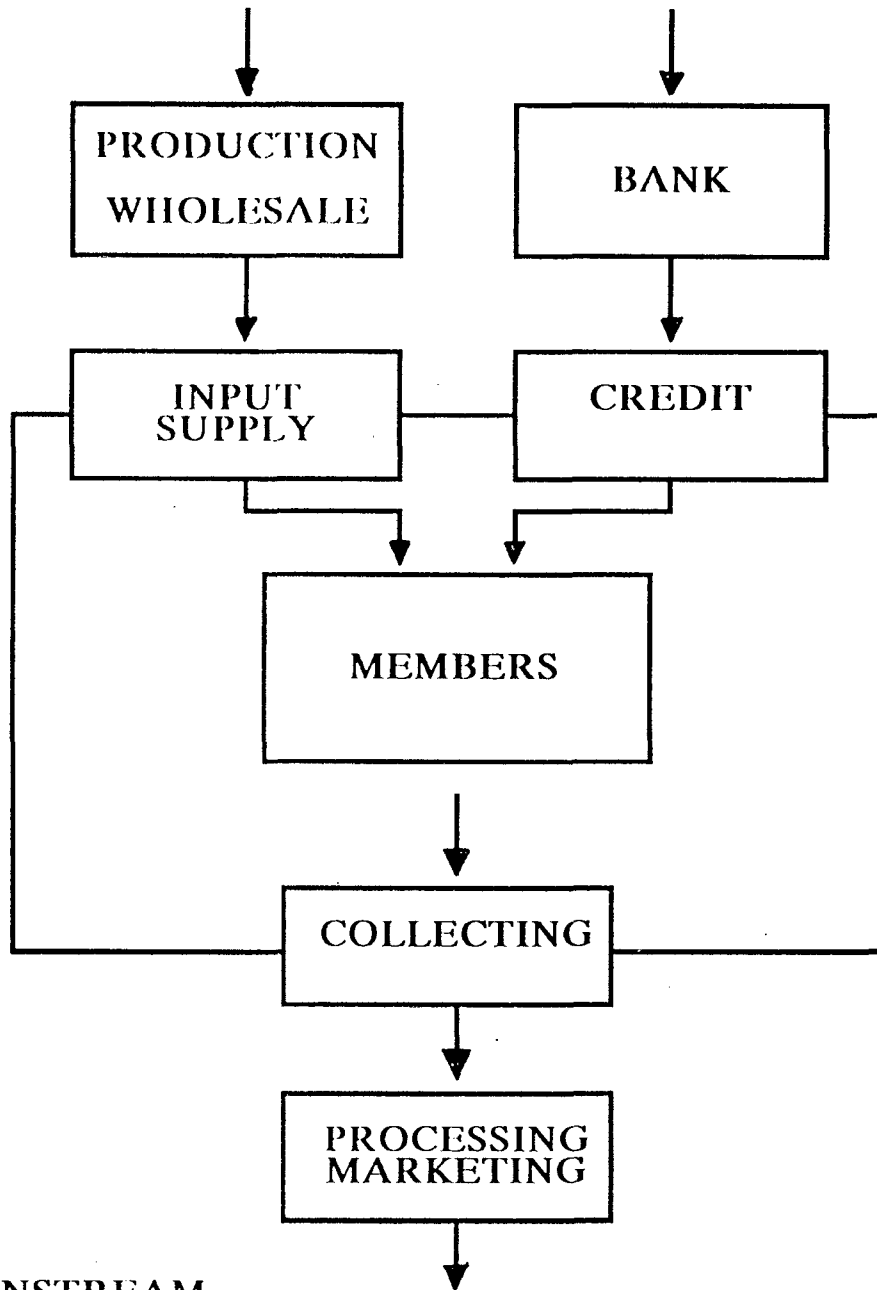
VILLAGE UNIT COOPERATIVE (KUD)

- ▶ KUD is rural cooperative, characterized by multi purpose business which has farmers, fisherman, and handicrafter as its member and most of its main activities are engaged in agriculture sector.

- ▶ The main function
 - Distributing farm production input, and consumers goods.
 - Providing credit.
 - Collecting, processing and marketing member's product.

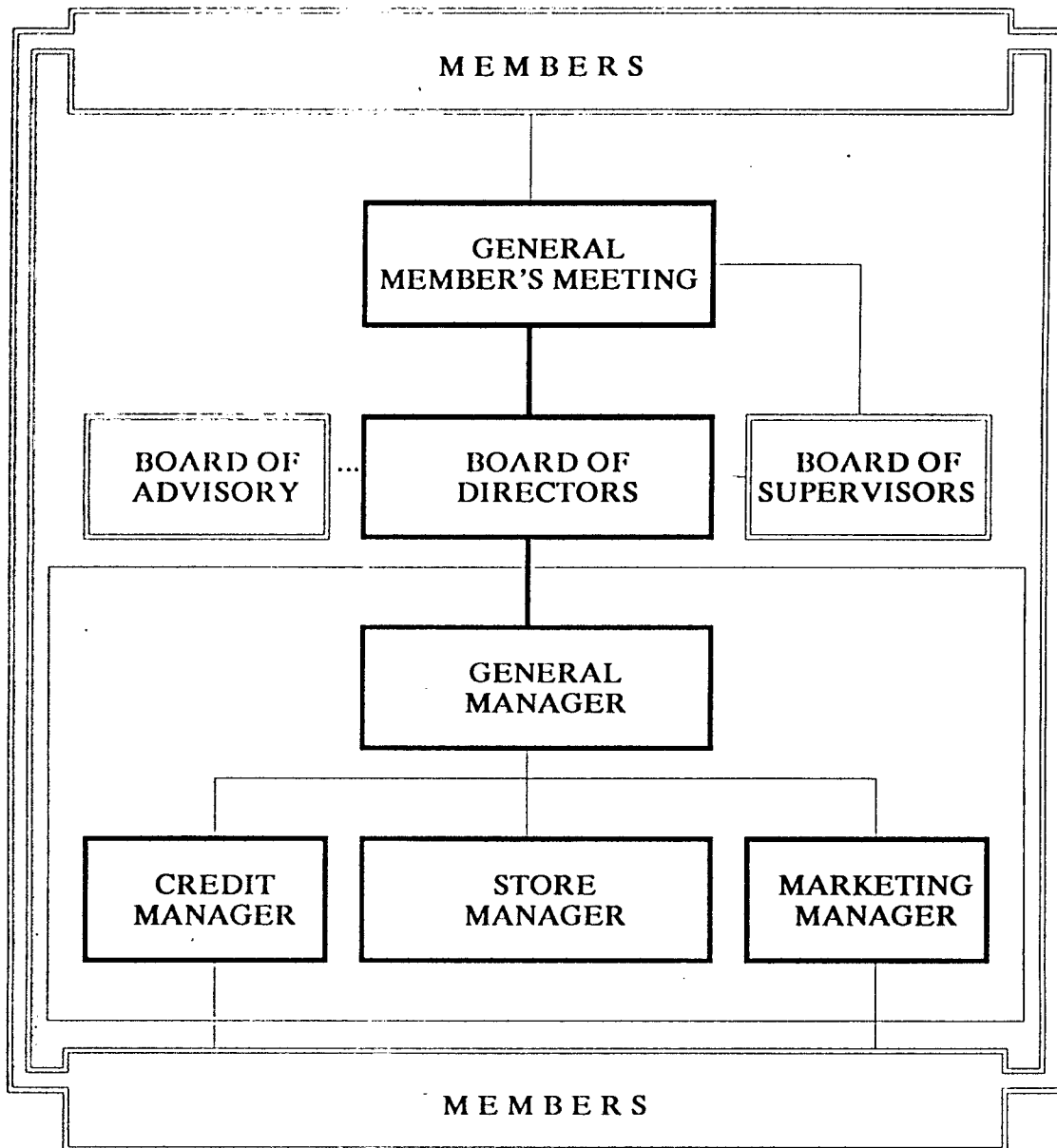
BASIC CONCEPT OF KUD

UPSTREAM

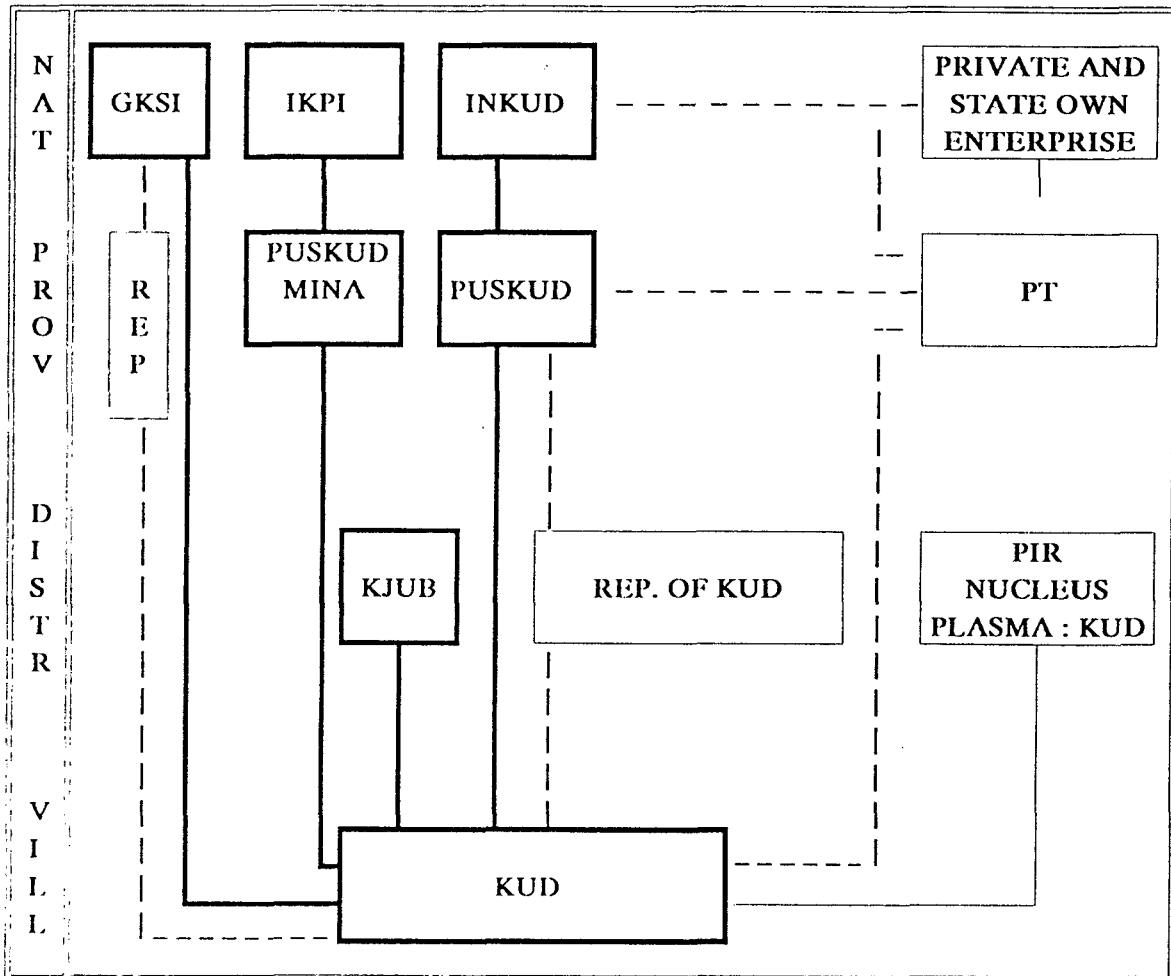


DOWNSTREAM

ORGANIZATION STRUCTURE OF KUD



ORGANIZATION NETWORK OF SECONDARY LEVEL



Note :

- INKUD : National Federation of KUD
- GKSI : National Federation of Dairy Cooperative
- IKPI : National Federation of Fishery Cooperative
- KJUB : Secondary Cooperative for handling special commodities
- PT : Limited Corporation, owned by cooperatives, private and state own enterprises
- PIR : Nucleus Estate Enterprise
- PUSKUD : Provincial Federation of KUD
(Mina : Fishery).
- REP. : Representative of KUD/secondary unit

KUD ACTIVITIES

▶ *PROGRAM*

- Credit Intensification Program (KUT)
- Sugar Cane Intensification Credit (TRI)
- Rice Procurement Credit
- Clove Procurement Credit
- Fertilizer Distribution Credit

▶ *NON PROGRAM*

- Credit provide based on potential areas and economic activities of KUD member
- Sectors : Agriculture, Estate, Live stock/Diary, Fishries, Handicraft, Home/small industries, and other service activities
- Commodities export, such as : Manioc, Vannila, Woods, etc.

**PERFORMANCE OF VILLAGE COOPERATIVE UNIT
CONDITION : DECEMBER 31, 1993**

No.	PROVINCE	TOTAL KUD'S	TOTAL MEMBER (Person)	CAPITAL (Rp. Million)	TOTAL BUSINESS VOL (Rp. Million)
1	A c c h	387	124,169	1,254	182,880
2	Sumut	557	325,709	60,030	394,055
3	Sumbar	396	206,995	9,020	101,148
4	R i a u	480	110,941	11,028	46,490
5	Jambi	337	82,366	2,742	63,382
6	Bengkulu	203	51,697	3,247	41,572
7	Sumsel	632	550,800	8,533	106,334
8	Lampung	282	244,871	10,532	127,533
9	DKI Jakarta	—	—	—	—
10	Jabar	762	3,988,275	49,847	758,966
11	Jateng	575	2,414,315	97,280	977,766
12	Yogyakarta	61	296,349	7,366	93,457
13	Jatim	745	2,309,068	71,465	1,364,336
14	B a l i	90	253,085	15,525	129,074
15	N.T.B	134	239,746	8,828	535,222
16	N.T.T	150	157,051	8,551	39,548
17	Timtim	68	38,341	3,311	19,349
18	Kalbar	309	121,026	5,200	26,627
19	Kalteng	274	80,674	4,255	18,475
20	Kalsel	265	86,112	4,996	34,303
21	Kaltim	411	80,016	3,049	15,610
22	Sulut	290	376,757	116,704	47,504
23	Sulteng	236	115,903	46,002	49,403
24	Sulsel	513	1,031,702	96,675	1,082,734
25	Sultra	254	89,861	6,290	65,040
26	Maluku	222	61,630	23,462	341,311
27	Irja	240	55,852	9,559	21,308
T O T A L		8,873	13,493,311	684,751	6,683,427

KUD DEVELOPMENT PROGRAM

▣ SELF REALIANCE KUD

is KUD which fulfill minimum requirement as business entity.

Total → 5,204 KUD of 8,965 (at the end of 1994)

▣ LEADING - SELF RELIANCE KUD

Defined by *selected few approach*, minimum one in each Kabupaten (District), to be a development centre for others KUD.

Total → 300 units KUD of 5,204 (will be achieved at the end of Pelita VI)

THE 13 CRITERIAS FOR SELF RELIANCE KUD

1. Minimum member 25 % of the total rural households.
2. KUD services to members reach minimum 60% of total business volume.
3. Annual members meeting should be conducted during 3 years consecutively.
4. The Board Of Directors should consists of 5 (five) persons, Board Of Supervisor 3 (three) persons and they are all elected from the members.
5. Minimum equity achieves Rp 25 million.
6. Unqualified opinion on its financial statement.
7. Deviation of business plan varies from maximum of 50% and minimum of 20%.
8. Sound financial ratio (rentability, liquidity and solvability).
9. Minimum turn over per member reaches Rp. 250 thousand.
10. Gross revenue minimal equals to total expenditure.
11. All business facilities owned by KUD should be utilized and managed effectively.
12. No manipulation (or free of dispute).
13. No uncollectable bad debt.

KUD'S CREDIT FACILITIES

- ▶ Credit Intensification Program (KUT)
14 % pa - 5 % spread for KUD
- ▶ Credit For KUD (KKUD)
14% pa - no spread for KUD because it is used by KUD it self
- ▶ Credit For Cooperative Member (KKPA)
14% pa - 3% spread for KUD
- ▶ Credit for small Business (KUK)
market rate - minimum 20% of total bank loan would be provided for cooperatives and small business development.
- ▶ Credit For General Business market rate
- ▶ Guarantee Fund For Cooperative Credit provided by Perum PKK.

PARTNERSHIP BETWEEN COOPERATIVES AND OTHER ENTERPRISE

- ▣ **JOINT BUSINESS ACTIVITIES :**
 - Trading, Supply and Distribution

- ▣ **JOINT VENTURE :**
 - Setting up new company

- ▣ **NUCLEUS ESTATE BUSINESS :**
 - Large company as nucleus
 - KUD as plasm unit

WEAKNESSES

- ACCESS TO MARKET AND LIMITED MARKET SHARE.
- CAPITAL STRUCTURE AND ACCESS TO FINANCIAL INSTITUTIONS.
- ACCESS TO TECHNOLOGY.
- COOPERATION AND PARTNERSHIP AMONG COOPERATIVES AND OTHER COMPANIES.
- MANAGEMENT AND HUMAN RESOURCES DEVELOPMENT

KUD DEVELOPMENT PROGRAM

▣ SELF REALIANCE KUD

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**SALES OF PRIVATE COMPANY'S SHARE
TO COOPERATIVE/KUD**

NO	DISCRIPTION	1992	1993	1994
1	Company	158	161	179
2	Share	55,568,624	62,759,354	75,061,412
3	Cooperative/KUD	1,395	1,590	1,803
	a.Labour Cooperative	214	246	286
	Volume (pieces)	22,069,149	24,150,361	29,838,909
	b.KUD	464	534	637
	Volume (pieces)	18,715,808	21,572,326	25,186,466
	c.Non KUD	717	810	880
	Volume (pieces)	14,783,667	17,036,667	20,036,037

Include right issue

FUND OF STATE OWNED COMPANIES

NO	DISCRIPTION	1990	1991	1992	1993	1994
1.	Total fund to be distributed (5% net profit) (Rp. 000)	26,705,386	88,584,525	203,903,381	268,951,798	247,649,345
2.	Realization of fund distribution :					
	a.Cooperative/KUD Value (Rp. 000)	2,451,430	10,093,465	46,408,588	56,937,458	10,544,443
	b.Small Enterprise (Rp. 000)	3,595,885	13,875,848	62,407,374	92,996,046	10,560,943
	Total (a + b) (Rp.000)	6,047,315	23,969,313	108,815,962	149,933,504	21,105,386
3.	Net Fund (1-2)	20,658,071	64,615,212	95,087,419	119,018,294	226,543,959
4.	Supervised Institution : (Unit)					
	a.Cooperative/KUD (Units)	139	872	7,420	7,842	2,184
	b.Small Enterprise	1,429	4,945	14,368	15,187	3,058

GOVERNMENT ROLE

- ▶ To create conducive and enable environment for cooperative development

- ▶ To provide :
 - guidance

 - necessary facilities

 - protection for cooperative business

**ORGANIZATION OF
DEPARTEMENT OF COOPERATIVE
AND SMALL ENTERPRISE
DEVELOPMENT**

**MINISTRY OF COOPERATIVE AND SMALL
ENTERPRISE DEVELOPMENT**

- Secretary General
- Inspectorate General
- Directorate General For Rural Cooperative Development
- Directorate General For Urban Cooperative Development
- Directorate General For Small Enterprise Development
- Research and Development Agency

- Regional Office Of Cooperative and Small Enterprise Development (27 Provinces)
- District Office Of Cooperative and Small Enterprise Development (299 District)

- Total personel = 19,623

**MINISTER OF THE SIXTH CABINET
WHO HAS RELATION WITH
COOPERATIVE DEVELOPMENT**

PRESIDENT OF REPUBLIC OF INDONESIA

- ▶ **Minister co-ordinator for economic, financial and for the supervision of development**
- a. Minister of finance
 - b. Minister of trade
 - c. Minister of cooperative and small enterprise development
 - d. Minister of agriculture
 - e. Minister of forestry
 - f. Minister of mines and energy
 - g. Minister of public works
 - h. Minister of communications
 - i. Minister of tourism, post and telecommunication
 - j. Minister of manpower
 - k. Minister of transmigration and resettlement
 - m. Head of national logistic agency/state minister for food affair

- ▶ **Minister co-ordinator for industry and trade affair**

Has a group to be coordinated that consists of those Minister from point (a) to (g)

PERFORMANCE OF CREDIT INTENSIFICATION PROGRAM (KUT)

PLANTING SEASON	KUD	AMOUNT (Rp. Million)
1989/1990	2,249	96.562
1990	996	3.852
1990/1991	1,530	72.728
1991	580	21.458
1991/1992	1,361	71.352
1992	517	17.975
1992/1993	953	49.367
1993	437	15.427
1993/1994	784	37.366
1994	249	9,630

**PERFORMANCE OF CREDIT
FOR SMALL SCALE SUGAR
CANE INTENSIFICATION PROGRAM**

PLANTING SEASON	KUD	AMOUNT (RP. Million)
1989/1990	626	171,092
1990/1991	654	223,242
1991/1992	646	248,781
1992/1993	656	239,799
1993/1994	658	245,215

FERTILIZER DISTRIBUTION BY KUD

YEAR	TOTAL DISTRIBUTION (Tonnes)	DISTRIBUTOR		KUD'S SHARE (%)
		KUD (Unit)	FERTILIZER (Tonnes)	
1988/1989	5,215,952	2,322	2,973,159	57
1989/1990	5,329,984	2,607	4,407,185	83
1990/1991	5,334,266	2,696	4,251,969	80
1991/1992	5,363,509	2,923	4,129,245	77
1992/1993	5,602,327	3,013	4,315,517	77
1993/1994	5,251,495	3,174	3,999,850	76

- Regulated distribution of subsidized fertilizer, KUDs as sale distributor.
- Subsidies tend to be reduced and move to free market distribution

PROCUREMENT OF CLOVES BY KUD

YEAR	KUD	AMOUNT (Tonnes)
1988	448	8,300
1989	359	3,946
1990	546	1,638
1991	841	117,074
1992	725	142,146
1993	671	53,864
1994	634	129,736

Demand for cloves by cigarette factory is around 80,000 tonnes/year

- Regulated procurement by KUDs with higher price (Rp. 7.900/kg).
- Subject to GATT for free import of cloves with low International price (+ US \$ 1,-/kg).

NATIONAL DAIRY COOPERATIVES

YEAR	PRIMARY COOPERATIVE	DAIRY FARMER	DAIRY COW POPULATION	FRESH MILK PRODUCTION (Tonnes)
1990	201	74,000	250,000	300,000
1991	201	74,000	263,714	312,000
1992	202	74,048	265,754	322,000
1993	203	74,048	267,386	356,000
1994	203	74,500	320,000	310,024

National demand for milk : 35% supplied by Coop/KUD 65% imported

- Import licence given in ratio of local milk purchased
- Subject to GATT, with exception of 10 years

**TOTAL EXPORT OF MANIOC
BY SECONDARY OF KUD (PUSKUD)**

YEAR	PUSKUD	TOTAL EXPORT (TONNES)
1990	5	70,115
1991	5	71,437
1992	5	50,302
1993	7	44,200
1994	7	49,538
TOTAL	36	285,592

- Based on EECs quota.



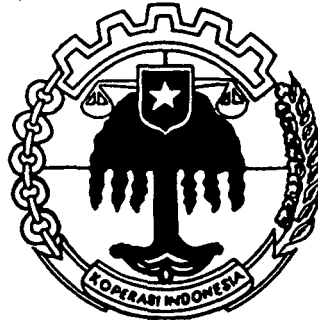
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KOPERASI SUSU "WARGA MULYA" DIY

BADAN HUKUM : NO. 1128a/BH XI TGL. 15 MEI 1991
(ANGGOTA GKSI)



ALAMAT : JL. ARTERI, KEMBANG, MAGUWO HARJO,
DEPOK, SLEMAN, YOGYAKARTA 55282 TELP. (0274)563085



KOPERASI SUSU "WARGA MULYA" DIY

BADAN HUKUM : NO. 1128a/BH XI TGL. 15 MEI 1991
(ANGGOTA GKS1)



ALAMAT : JL. ARTERI, KEMBANG, MAGUWO HARJO,
DEPOK, SLEMAN, YOGYAKARTA 55282 TELP. (0274)563085

KOPERASI SUSU "WARGA MULYA" DIY

A L A M A T : JALAN ARTERI, KEMBANG, MAGUWOHARJO,
DEPOK, SLEMAN, YOGYAKARTA
BADAN HUKUM NO. : 1.128 a / BH XI TGL. 15 MEI 1991
WILAYAH KERJA : DAERAH ISTIMEWA YOGYAKARTA

SEJARAH BERDIRINYA KOPERASI SUSU "WARGA MULYA" DIY

Sejak zaman penjajahan Belanda, di Yogyakarta sudah ada sapi perah milik perusahaan peternakan Belanda, Cina, dan Pribumi.

Sesudah perang kemerdekaan, perusahaan peternakan yang masih hidup adalah milik pengusaha warga negara Indonesia, dan timbul peternakan rakyat.

Pada tahun 1978 di Yogyakarta terdapat 35 perusahaan susu yang tersebar di tiga Daerah Tingkat II :

- a. Kodya Yogyakarta = 25 buah
- b. Dati II Sleman = 9 buah
- c. Dati II Bantul = 1 buah

Persaingan yang tidak sehat diantara perusahaan-perusahaan susu tersebut dan kualitas sapi yang kurang baik, menyebabkan perusahaan dalam keadaan lemah.

Mereka saling berebut pasar dengan cara menurunkan harga susu, sehingga kepercayaan masyarakat terhadap susu menjadi rendah.

Guna mengatasi masalah pemasaran susu yang sangat terbatas tersebut, maka pada tanggal 11 Januari 1978 oleh para peternak sapi perah di Yogyakarta didirikan Perhimpunan Peternak Sapi Indonesia (PPSI) yang sekarang menjadi PPSKI dengan program kerja sebagai berikut :

1. Memperjuangkan pemasaran susu ke Industri pengolahan susu (PT Sari Husada).
2. Menampung permasalahan peternak dalam pengadaan sapi perah, serta pengelolaan sapi perah untuk disampaikan kepada Dinas Peternakan.
3. Merintis berdirinya Koperasi Susu "Warga Mulya" DIY.

Tanggal 26 September 1978 diadakan rapat pembentukan Koperasi Susu "Warga Mulya" DIY di Kantor Dinas Peternakan Kodya Yogyakarta.

Tanggal 30 Januari 1979 Koperasi Susu "Warga- Mulya" DIY mendapatkan Badan Hukum Nomor : 1.128 /BH / XI / 1979 dengan wilayah kerja seluruh Daerah Istimewa Yogyakarta, dan berkantor di Komplek Dinas Peternakan DIY (Alun-alun Utara Yogyakarta).

Tahun 1991 Badan Hukum tersebut diperbaharui dengan Nomor : 1.128 a / BH XI Tanggal : 15 Mei 1991, dan berkantor di Jalan Arteri, Kembang, Maguwoharjo, Depok, Sleman, Yogyakarta.

Pengurus dan Badan Pemeriksa Yang Pertama
Koperasi Susu "Warga Mulya" DIY

Pengurus :

K e t u a I : Drh. R. Sukarno
K e t u a II : Ir Sumarjo
K e t u a III : Harjono
Sekretaris I : Rustamiyarsó
Sekretaris II : Ign. Harto, BSc
Sekretaris III : Dalijan, SD.
Bendahara I : Margono HW
Bendahara II : Saliman
Bendahara III : Parjiman

Badan Pemeriksa :

1. Hadi Hardjono
2. Dwidjo Pradipto
3. Ny. Sri Sukiyar

Ketua-Ketua Unit :

1. Unit Ternak : Ir. Sumarjo
2. Unit Barang / Konsentrat : Dalijan, SD
3. Unit Susu : Supriyadi

PERJALANAN KOPERASI SUSU "WARGA MULYA" DIY

1. Tahun 1979 turut serta mendirikan Gabungan Koperasi susu Indonesia (GKSI) di Malang, dan sampai sekarang tetap menjadi anggota GKSI.
2. Tahun 1981 s/d 1988 menerima fasilitas kredit :

Tahun	Macam	Asal	Keterangan
1981-1983	Paket Sapi Perah	HRI	1737 ekor *)
1988	Paket Sapi Perah	Bukopin	250 ekor
1981	Cooling Unit	GKSI	4 buah
	Colling Unit	Disnak	1 buah
	Milk Can	GKSI	100 buah
	Truk	GKSI	1 buah
	Sepeda Motor	GKSI	4 buah

Sapi-sapi kredit koperasi ini sebagian besar jatuh di tangan peternak-peternak kecil (peternakan rakyat) dengan risiko kematian yang tinggi dan produksi rendah.

Peternak Koperasi Susu "Warga Mulya" DIY berada pada kantong-kantong peternak (kelompok peternak) sebanyak 18 kelompok yang tersebar di Daerah Tingkat II Sleman, Bantul, dan Kodya Yogyakarta.

Pada waktu ini pemilikan sapi anggota Koperasi Susu "Warga Mulya" DIY rata-rata : 3 ekor per peternak.

Produksi susu peternakan rakyat ini kemudian menjadi tulang punggung dari produksi susu Koperasi Susu "Warga Mulya" DIY yang sekarang rata-rata \pm 4.000 liter / hari.

Karena letak kelompok - kelompok peternak sebagian berdekatan dengan perkotaan dan lokasi pemukiman baru, maka kira-kira \pm 30 % dari produksi susu peternak tidak dapat ditampung oleh koperasi, tetapi langsung dijual oleh peternak kepada konsumen dan agen.

Hal inilah yang memberikan corak khusus Koperasi Susu "Warga Mulya" dari pada Koperasi-koperasi / KUD yang lain.

Guna memenuhi kebutuhan stok pengganti sapi-sapi yang sudah tua dan tidak produktif, serta guna mempertahankan populasi sapi, Koperasi Susu "Warga Mulya" DIY mendirikan Unit Pembesaran Pedet di Desa Cemoroharjo, Candibinangun, Pakem, Sleman, Yogyakarta.

Pedet-pedet yang lahir milik peternak dibeli oleh koperasi dibesarkan di Unit Pembesaran Pedet kemudian setelah dewasa, dan bunting dijual lagi atau dikreditkan kepada peternak.

Sapi - sapi dara dari Unit Pembesaran Pedet yang di jual / dikreditkan selama tahun 1994 sebanyak : 44 ekor.

3. Pengurus Koperasi Susu "Warga Mulya" DIY Periode 1993 - 1996

Ketua	: Drh. R. Soekarno
Wakil Ketua	: Danang Iskandar
Sekretaris	: Supriyanto BSc
Bendahara I	: Suwarno
Bendahara II	: Kartono

Pengawas :
Ketua : Sunardi
Anggauta : Sagiman
Anggauta : Ag. Marju
Manager : S u k i d i BE

4. Struktur Organisasi Koperasi Susu "Warga Mulya" DIY
(Lihat Bagan)
5. Program Kerja Koperasi Susu "Warga Mulya" DIY Tahun 1994

I. Bidang Organisasi

1. Meningkatkan profesionalisme, disiplin, dan kesejahteraan Pengurus, Karyawan, dan Pengawas.
2. Melanjutkan usaha efisiensi.
3. Meningkatkan penertiban anggota Koperasi.
4. Pembinaan peternak dan kelompok peternak.

II. Bidang Administrasi

1. Pemantapan struktur organisasi, dan Job Koperasi Susu "Warga Mulya" DIY.
2. Terus meningkatkan administrasi koperasi dan unit-unit usaha koperasi sesuai dengan pengembangan usaha dan efisiensi koperasi.
3. Terus meningkatkan administrasi kelompok peternak.
4. Meningkatkan internal kontrol.

III. Bidang Usaha

1. Terus meningkatkan kemandirian koperasi.
2. Meningkatkan populasi sapi perah lewat kredit koperasi.
3. Meningkatkan produksi dan kualitas susu.
4. Meningkatkan kualitas pelayanan konsentrat, pelayan kesehatan, IB dan PKB terhadap anggota.
5. Meningkatkan mutu pengelolaan unit pembesaran pedet.
6. Mengadakan peremajaan alat-alat transportasi.

7. Mengadakan perluasan unit konsentrat.
8. Mengusahakan kredit BUMN bagi peremajaan alat transportasi dan perluasan unit konsentrat.
9. Mengintensifkan peningkatan kuantitas dan kualitas susu dan ternak.
10. Pengendalian pihutang makanan ternak dengan penjatahan sesuai produksi susu.
11. Penyesuaian Upah Minimum Regional (UMR).
12. Pemberian pakaian dinas lapangan (IB / PKB).

6. Usaha Koperasi

- a. Menampung dan memasarkan susu dari anggota, dan non anggota.
- b. Melayani kebutuhan konsentrat bagi anggota (terutama) dan non anggota.
- c. Usaha pembesaran pedet dan menjual / mengkreditkan kepada anggota (terutama) dan non anggota.
- d. Melayani kebutuhan sarana produksi peternakan.
- e. Mengadakan pelayanan kesehatan dan kawin suntik bagi anggota.
- f. Mengadakan penyuluhan tentang peternakan dan perkoperasian kepada anggota.
- g. Melayani simpan pinjam anggota.

7. Perkembangan anggota, populasi sapi, produksi susu dan modal koperasi.

PERKEMBANGAN KOPERASI SUSU "WARGA MULYA" DIY

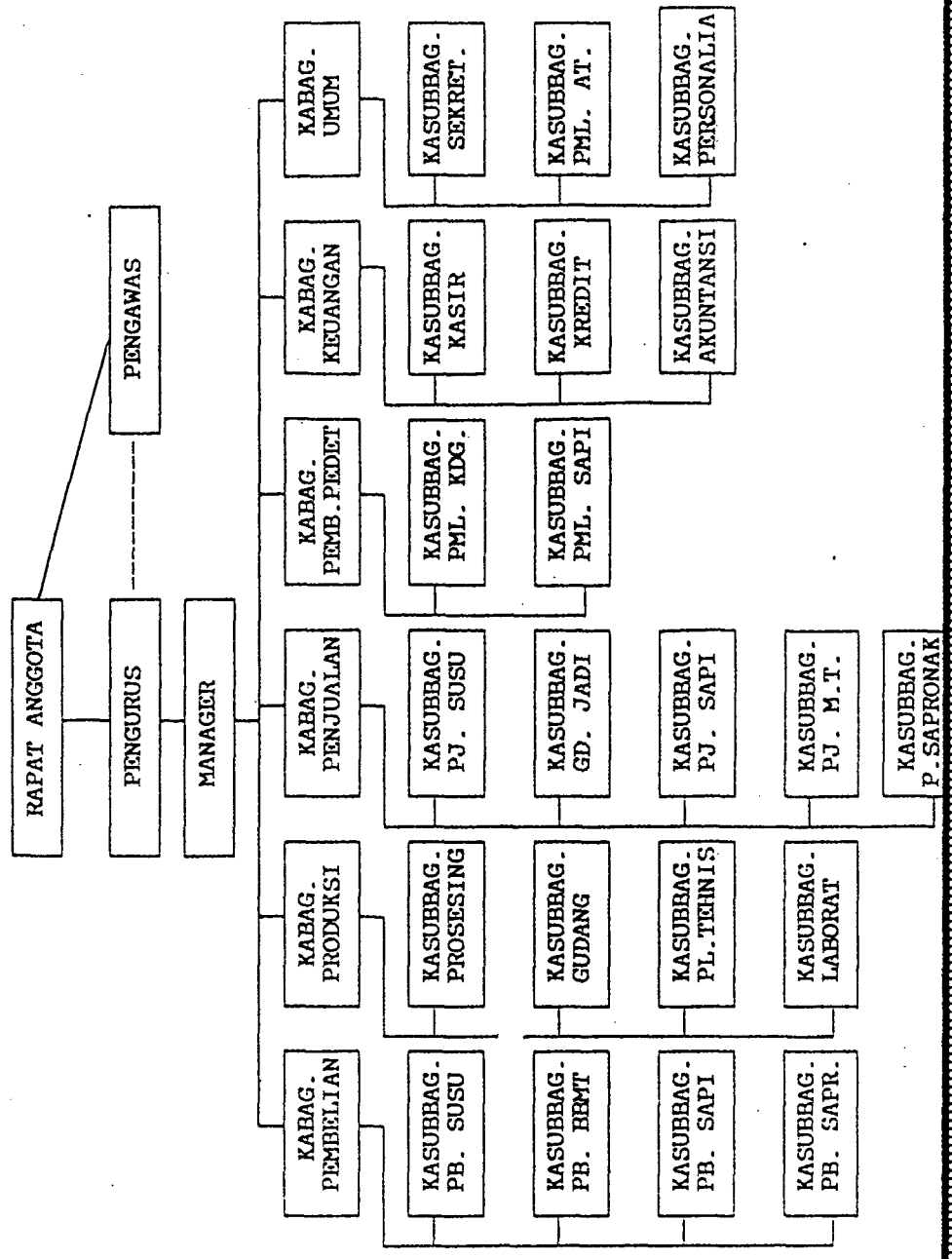
TAHUN	ANGGOTA			POPULASI EKOR	PROD. SUSU LITER	PERKEMBANGAN MODAL		BISA HASIL USAHA
	AKTIF	PASIF	JUMLAH			SIMP. POKOK	SIMP. WAJIB	
1990	460	755	1.245	1.984	1.594.767,0	2.801.500,00	-	34.000.695,40
1991	491	779	1.270	1.260	1.248.614,0	2.961.500,00	-	11.006.087,54
1992	454	847	1.301	1.325	1.411.791,0	3.121.500,00	-	21.711.644,99
1993	475	861	1.336	1.375	1.395.564,0	3.336.500,00	-	20.529.996,61
1994	501	895	1.396	1.395	1.503.264,0	3.516.500,00	-	30.284.864,13

8. Produksi makanan ternak

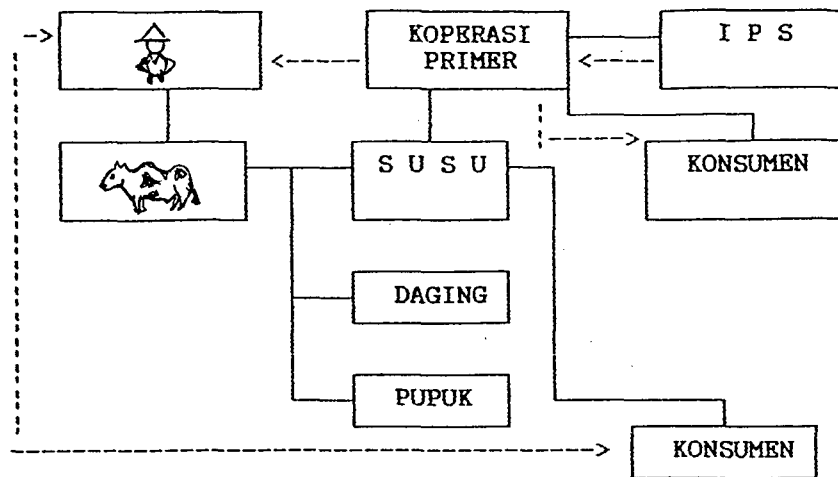
PRODUKSI MAKANAN TERNAK

TAHUN	KILOGRAM	RUPIAH
1990	534.797,00	88.553.163,00
1991	568.108,00	105.300.836,00
1992	1.443.463,00	169.773.418,57
1993	1.638.052,50	211.321.885,33
1994	1.754.688,00	357.986.622,00

STRUKTUR ORGANISASI
KOPERASI SUSU "WARGA MULYA" DIY
MULAI BERLAKU = 1 APRIL 1993

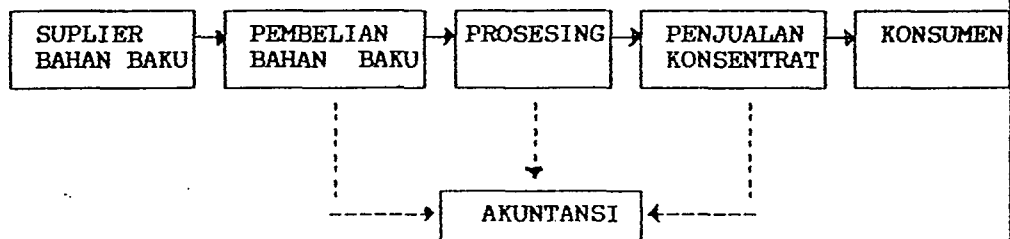


**MEKANISME PRODUKSI
DAN TATA NIAGA SUSU**



KETERANGAN :
 ———> : PEMASARAN SUSU
 - - - -> : PEMBAYARAN SUSU

MEKANISME PRODUKSI MAKANAN TERNAK



KETERANGAN :
 ———> : GARIS TEHNIS
 - - - -> : GARIS ADMINISTRASI

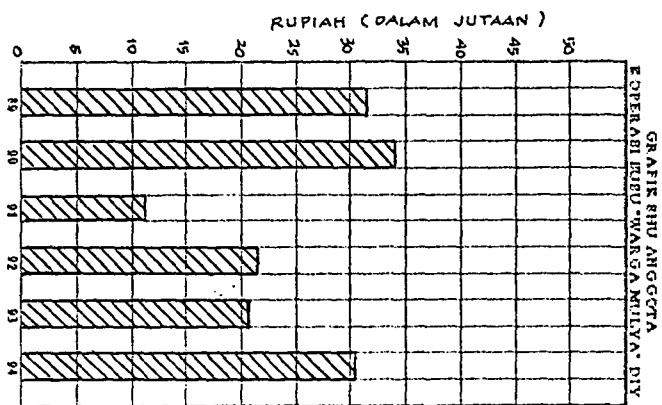
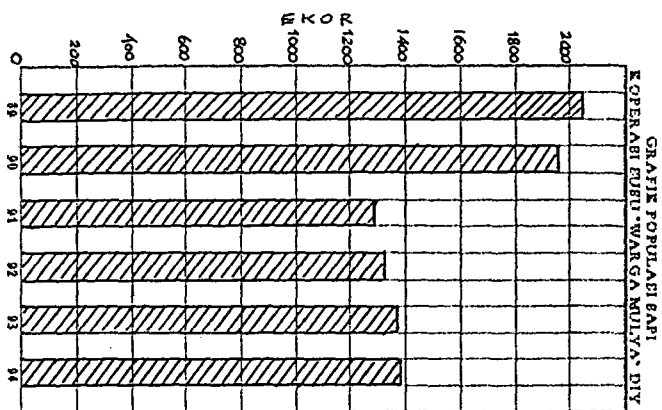
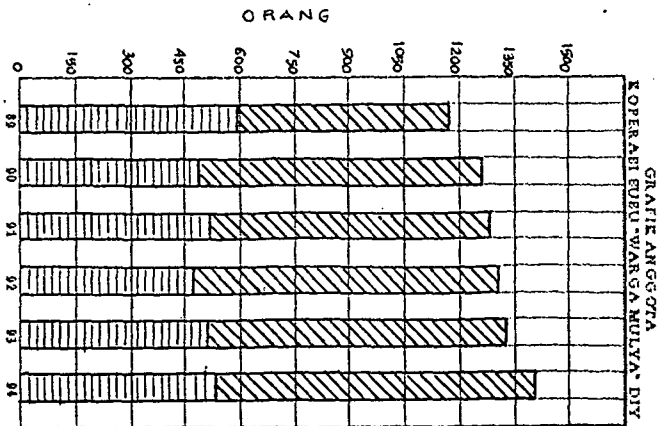
9. Klasifikasi Koperasi

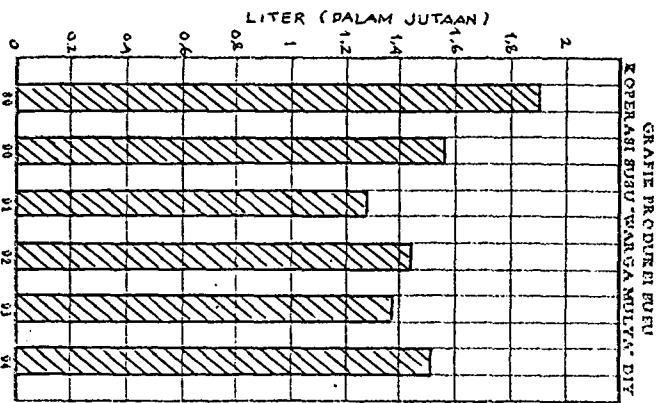
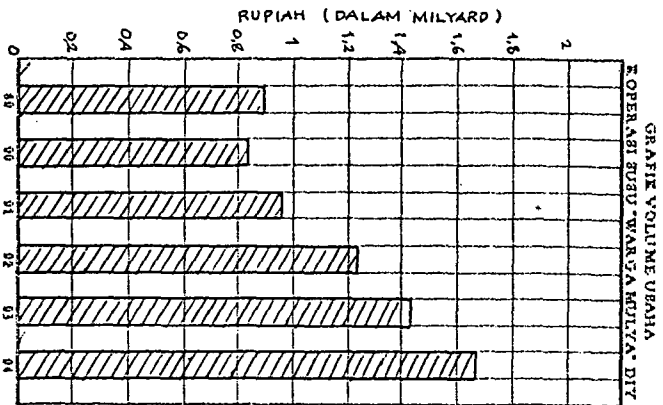
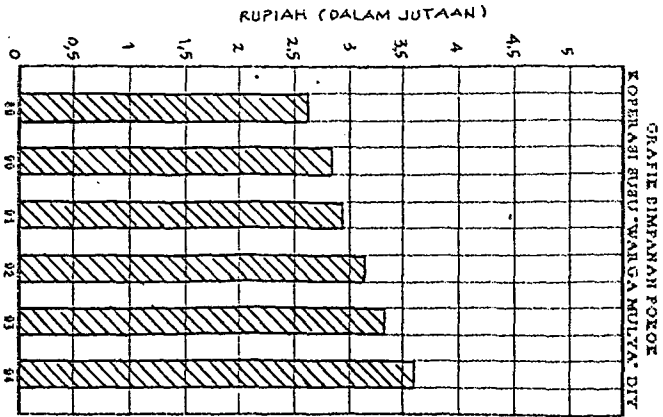
Tahun	Kelas	Nilai
1990	B Mantap	69
1991	B Mantap	70
1991	B Mantap	70
1993	-	-
1994	-	-

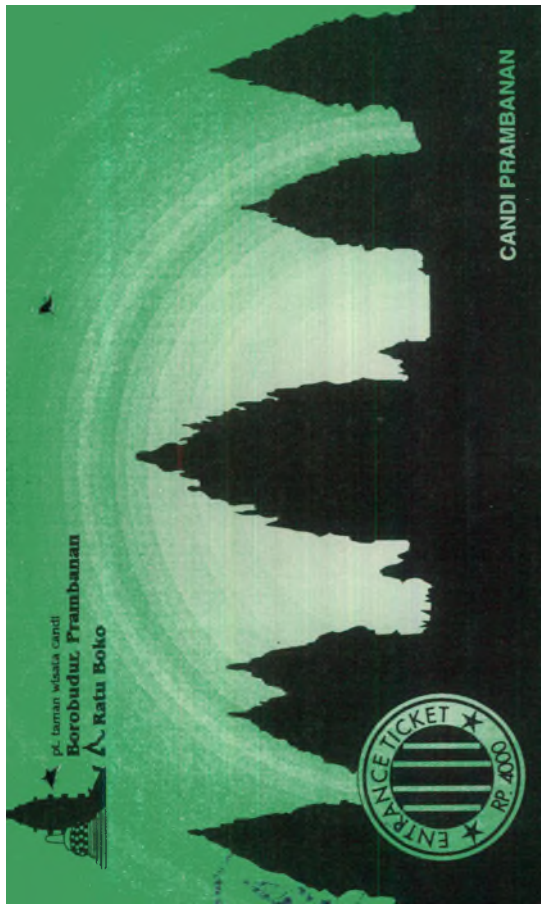
10. Penyerapan tenaga kerja

Tenaga kerja / karyawan yang diambil dari berbagai tingkat pendidikan yaitu dari tingkat Sarjana Muda, SLTA, SLTP, dan SD.

Bagian	Jumlah T K
Bagian Pembelian	6 Orang
Bagian Produksi	5 Orang
Bagian Penjualan	7 Orang
Bagian Keuangan	4 Orang
Bagian Pembasaran Pedet	3 Orang
Bagian Umum	9 Orang
Manager	1 Orang







pt. taman wisata candi
Borobudur Prambanan
Ratu Boko

CANDI PRAMBANAN





PT. JEMAH WISATA CANDI
Borobudur, Prambanan
A Ratu Ratu



CANDI BOROBUDUR

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/ 95

MILK COOPERATIVE "WARGA MULYA"
DAERAH ISTIMEWA YOGYAKARTA

A D R E S S : JALAN ARTERI, KEMBANG, MAGUWO HARJO, DEPOK,
SLEMAN, YOGYAKARTA
LEGAL ENTITY : 1.128 a / BH Tanggal 15 May 1991
WORKING AREA : DAERAH ISTIMEWA YOGYAKARTA

THE HISTORY OF MILK COOPERATIVE "WARGA MULYA" DIY

Since the Dutch colonization in Yogyakarta there have been milch-cows owned by the Dutch, Chinese, and Native husbandry companies.

After the independence war, the surviving husbandry companies were those of the Indonesian businessman, and then the people husbandries emerged.

In 1978 in Yogyakarta there were 35 milk companies throughout the following three Daerah Tingkat II :

- a. Kodya Yogyakarta : 25
- b. Dati II Sleman : 9
- c. Dati II Bantul : 1

The unfair competition among the milk companies and the bad quality of the cows weakened the condition of the companies.

They competed each other by decreasing the milk prices, thus decreasing the people's thrust toward milk.

To deal with the problems of limited milk marketing therefore in January 11, 1978 the milch-cows farmers in Yogyakarta established Perhimpunan Peternak Sapi Indonesia (PPSI) which becomes PPSKI with the following working programs :

1. Establish the milk marketing to the milk Processing Industry (PT Sari Husada).

2. Handle the problems of the cattle breeder in supplying milch-cows, managing the milch-cows to be proposed to husbandry service.
3. Pioneer the establishment of milk cooperative "Warga Mulya" DIY

In September 26, 1978 there was a meeting to establish Milk cooperative "Warga Mulya" DIY in Husbandry Service Office of Kodya Yogyakarta.

In January 30, 1979 the milk cooperative "Warga Mulya" DIY obtained the legal entity numbered : 1.128/BH/XI/1978 in the working area throughout DIY of which office was in the Husbandry Service Complex (Alun - alun Utara Yogyakarta).

In 1991 the legal entity was renewed with number : 1.128 a / BH XI Tanggal 15 Mei 1991 and office was located in Jalan Arteri, Kembang, Maguwoharjo, Depok, Sleman, Yogyakarta.

The First Commissioners and Inspection Board
Milk Cooperative "Warga Mulya" DIY

Staff :

First Chairman : Drh. R. Sukarno
Second Chairman : Ir. Sumarjo
Third Chairman : Harjono
First Secretary : Rustamiarso
Second Secretary : Ign. Harto, BSc.
Third Secretary : Dalijan, SD
First Treasurer : Margono HW
Second Treasurer : Saliman
Third Treasurer : Parjiman

Inspection Board :

1. Hadi Harjono
2. Dwidjo Pradipto
3. Mrs. Sri Sukiyar

Unit Chairmen :

1. Cattle Unit : Ir. Sumarjo
2. Goods / Concentrate Unit : Dalijan, SD
3. Milk Unit : Supriyadi

THE DEVELOPMENT MILK COOPERATIVE "WARGA MULYA" DIY

1. 1979 : Joining the establishment of the Union Of Indonesian Milk Cooperatives (GKSI = Gabungan Koperasi Susu Indonesia) in Malang, and up to now it remains the member of GKSI.
2. 1981 - 1988 : accepted the following credit facilities :

Year	Kind	Origin	Number
1981 - 1983	Milch-Cow Package	BRI	1737
1988	Milch-Cow Package	Bukopin	250
1981	Cooling Unit	GKSI	4
	Cooling Unit	Disnak	1
	Milk Can	GKSI	100
	Truck	GKSI	1
	Motor-cycle	GKSI	4

Most of the cooperative credit milch cows fall in the hand of small breeder people husbandry) with teh high more mortality risk and low production.

The dairy farmers of Milch Cooperative "Warga Mulya" DIY were classified into the breeders (the breeder group), as many as eighteen groups spreading throught Dati II Sleman, Bantul, and Kodva Yogyakarta.

Nowadays the average cows ownership for the members of Milk Cooperative "Warga Mulya" DIY is 3 cows for each breeder.

The Milk production of this people husbandry then becomes the back-bones of the main production of Milk Cooperative "Warga Mulya" DIY which now reaches ± 4.000 litres/day.

Because the location of this group of breeders are partly adjacent to the city and new housing location, approximately 30 % of the milk production can not be stored by the cooperative, but directly sold by the dairy farmers to the consumers and agent.

This becomes the characteristic of Milk Cooperative "Warga Mulya" DIY which differ from the other cooperative or KUDs.

To fulfil the needs of alternative stock of the old and non productive cows, and to maintain the cow population, the milk cooperative "Warga Mulya" DIY establish cow breeding unit in Cemoroarjo, Candibinangun, Pakem, Yogyakarta.

The new reborn cows owned by the breeders are purchased by the cooperative and raised in the cow breeding unit and after they are grown up and pregnant, they are resold or credited to the farmers.

The female cows from the cow breeding unit which are sold or credited in 1994 reached 44 cows.

3. The Commissioners of Milk Cooperative "Warga Mulya" DIY in the periode of 1993 - 1996

Chairman	: Drh. R. Sukarno
Vice Chairman	: Danang Iskandar
Secretary	: Supriyanto, BSc
First Treasurer	: Suwarno
Second Treasurer	: Kartono

Supervisor

Chairman : Sunardi
Member : Sagiman
Member : Ag. Marju
Manager : Sukidi, BE

4. Organizational Structure of Milk Cooperative "Warga Mulya"
DIY (see figure)

5. The Working Program of Milk Cooperative "Warga Mulya" DIY
in 1994.

I. Organizational Sector

1. Increase the professionalism, dicipline, and prosperity of the commisioners, staff, and supervisor.
2. Continue the efficiency.
3. Improve the order of Cooperative members.
4. Gidance for the breeders and group of breeders.

II. Administrative Sector

1. The conformation of the organizational structure, and duties in Milk Cooperative "Warga Mulya" DIY.
2. Continually increase the administration of the Cooperative and cooperative trading sector in a accordance to the developmental effort and cooperative efficiency.
3. Continually improve the administration for the group of breeders.
4. Increase the internal control.

III. Trading Sector

1. Continually increase the independency of the cooperative .
2. Increase the population of milch-cows through

cooperative credit.

3. Improve the milk production and quality.
4. Increase the quality of concentrate service, health service, IB, and PKB for the members.
5. Increase the quality of management for cows breeding unit.
6. Renew the means of transportation.
7. Expand the concentrate unit .
8. Provide BUMN credit for the renewal of the means of transportation and the expansion of concentrate unit.
9. Intensify the improvement of quality and quantity of the milk and cattle.
10. The control for the debt for the cattle feed through the provision according to the milk production.
- ? 11. Adaption to the regional minimum wage (UMR). 3000p/day
12. Provide field service uniform (IB / PKB).

6. Cooperative program

- a. Storing and marketing the milk from members and non members.
 - b. Serving the need of concentrate especially for the members and non members.
 - c. Cow breeding ventures and selling or crediting cows especially to the members and also non members.
 - d. Providing the equipments of husbandry production.
 - e. Providing health service and insemination for the members.
 - f. Conseling on husbandry and cooperative for the members.
 - g. Providing loan and savings for the members.
7. The Development of the members, cow population, milk production, and cooperative capital.

THE DEVELOPMENT OF THE MILK COOPERATIVE "WARGA MULYA" DIY

YEAR	MEMBERS		POPULATION	MILK PROD.	CAPITAL DEVELOP.		THE REST OF THE EFFORT OUT PUT
	AKTIVE	PASIVE			MAIN SAVING	OBLIG	
1990	460	788	1.984	1594.767	2.801.500,-	-	34.000.695
1991	491	779	1.280	1248.614	2.961.500,-	-	11.006.087
1992	454	847	1.325	1411.791	3.121.500,-	-	21.711.644
1993	475	861	1.375	1395.564	3.336.500,-	-	20.529.998
1994	501	895	1.395	1503.264	3.516.500,-	-	30.284.864

1755695 by

8. The Production of cattle feed

THE PRODUCTION OF CATTLE FEED

YEAR	KG	VALUE (RUPIAH)
1990	534.797,00	88.553.163,00
1991	568.108,00	105.300.836,00
1992	1.443.463,00	169.773.418,57
1993	1.638.052,00	211.321.885,33
1994	1.7541688,00	357.986.622,00

9. Cooperative Classification

COOPERATIVE CLASSIFICATION

Year	Class	Score
1990	B Satisfactory	69
1991	B satisfactory	70
1991	B Satisfactory	70
1993	-	-
1994	-	-

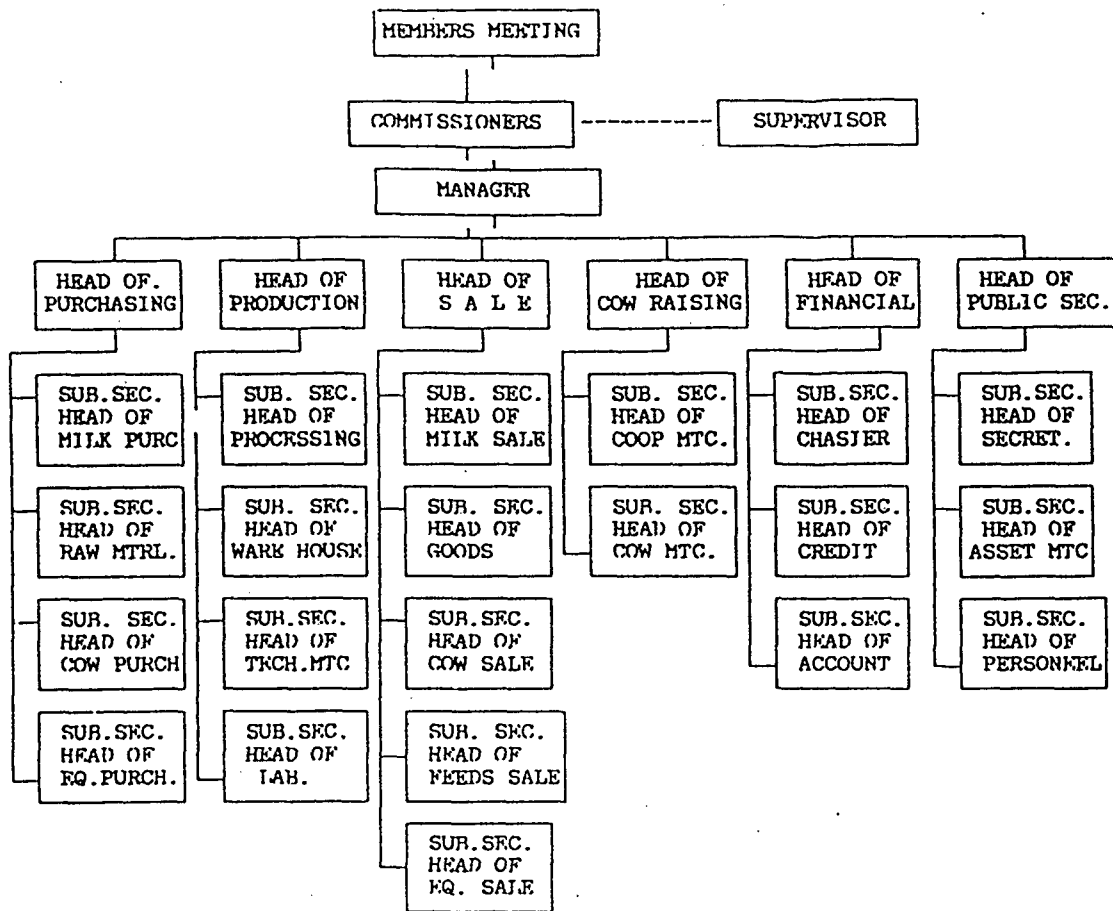
10. The absorption of Manpower

The labour/staff who are recruited from various educational background i.e., the level of Bachelor of Art, Senior Highschool, Junior Highschool, and Elementary school.

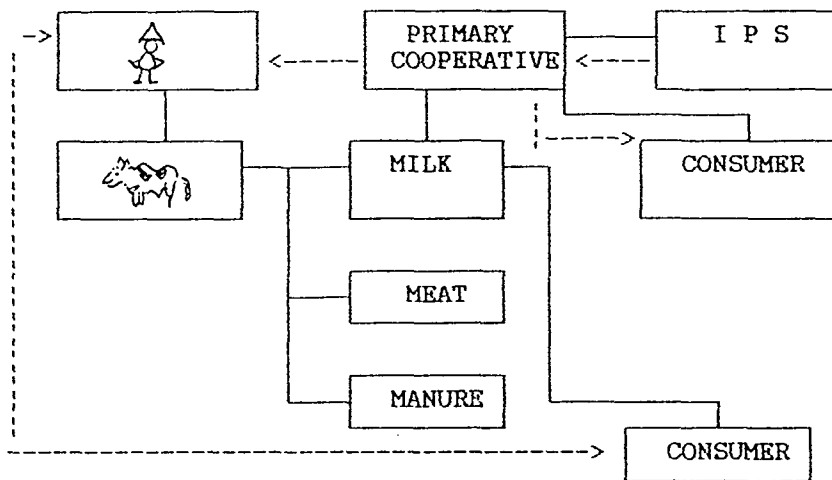
Sector	Number of Labour
Purchasing Sector	6
Production Sector	5
Marketing Sector	7
Financial Sector	4
Cow Raising Sector	3
Public Sector	9
Manager	1

38

ORGANISATIONAL STRUCTURE
MILK COOPERATIVE "WARGA MULYA" DIY
DATE TO : APRIL 1, 1993



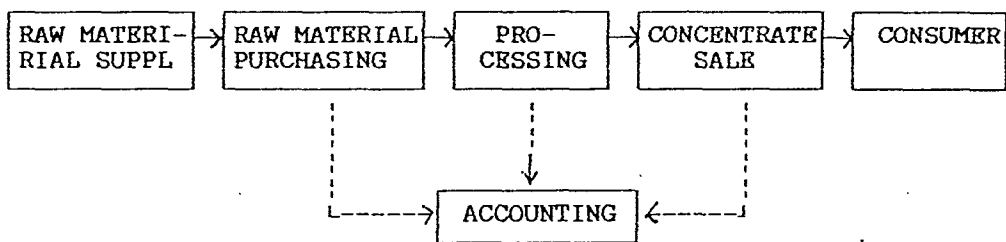
THE MECHANISM OF PRODUCTION
MILK TRADING



NOTES :

- > : MILK MARKETING
- - - - -> : MILK PAYMENT

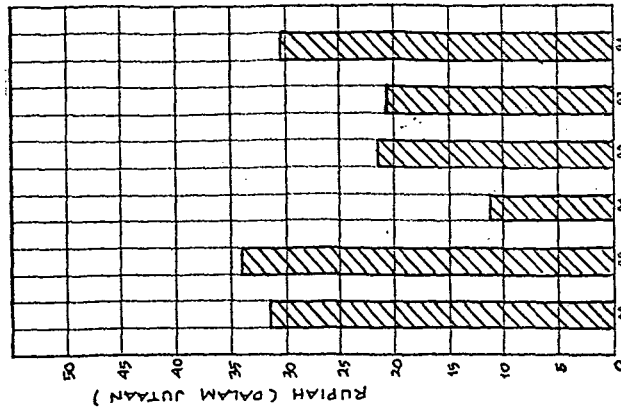
THE PRODUCTION MECHANISM
OF CATTLE FEED



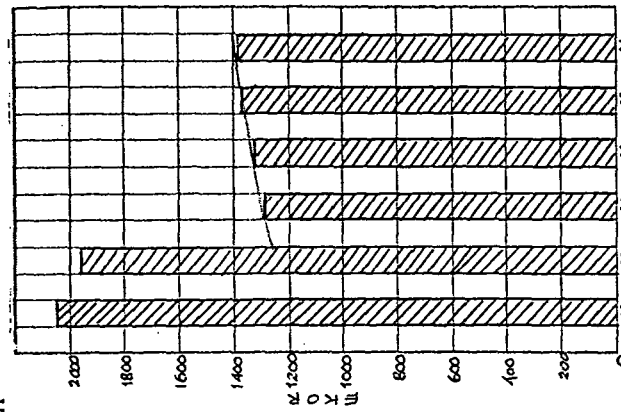
NOTES :

- > : TECHNICAL LINE
- - - - -> : ADMINISTRATION LINE

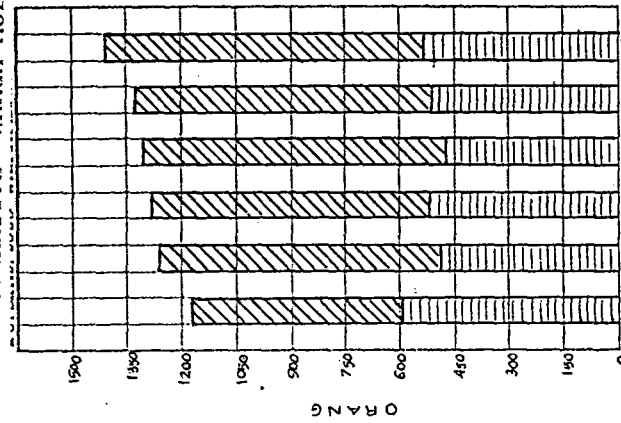
GRAPHIC OF THE MEMBER REST OF THE EFFORT OUTPUT
MILK COOPERATIVE "WARGA MULYA" DIY



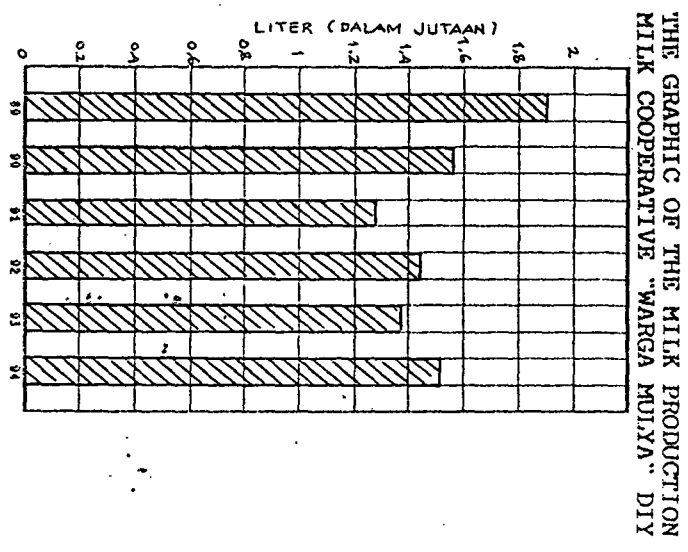
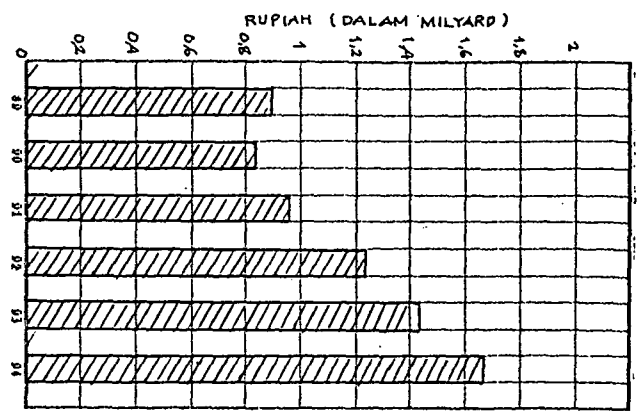
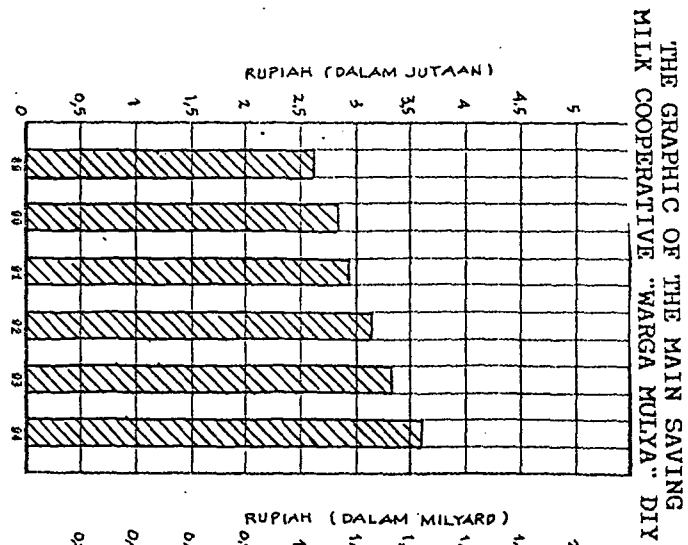
THE GRAPHIC OF COWS POPULATION
MILK COOPERATIVE "WARGA MULYA" DIY



THE GRAPHICS OF THE MEMBER
OF MILK COOPERATIVE "WARGA MULYA"

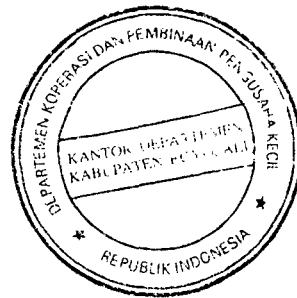


THE GRAPHIC OF THE VENTURE VOLUME
MILK COOPERATIVE "WARGA MULYA" DIY

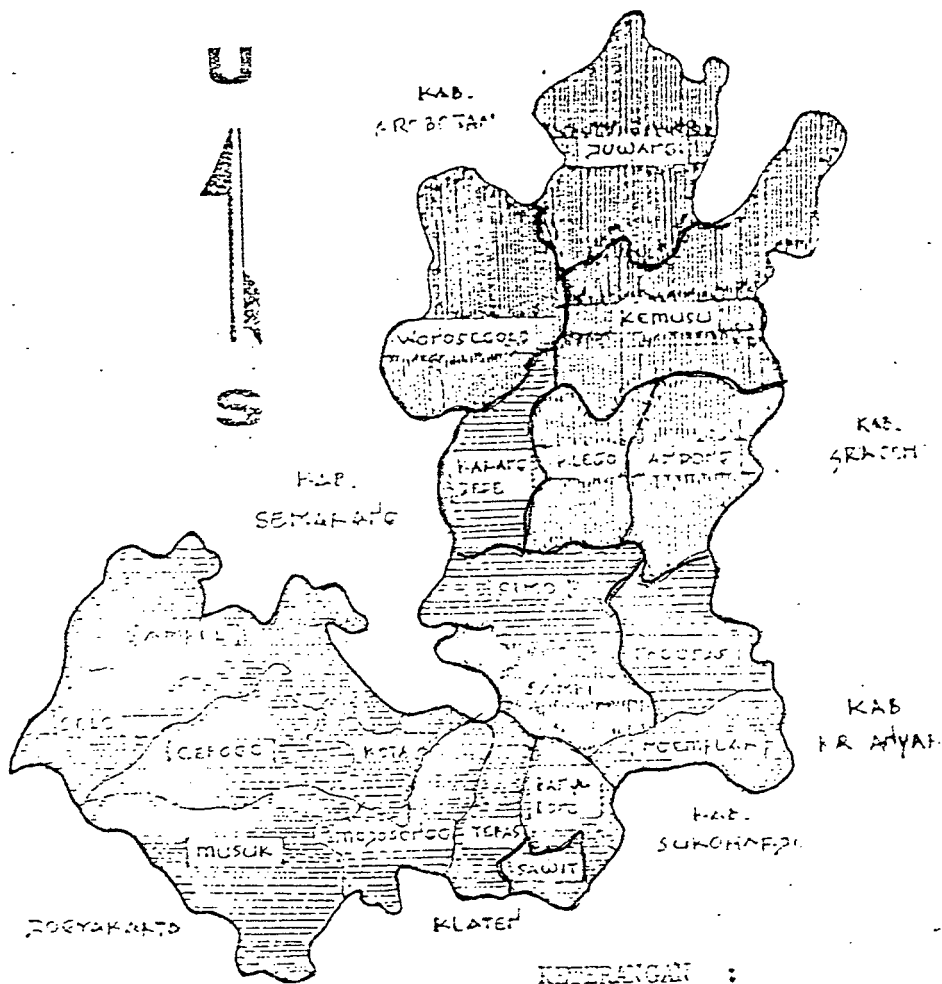


THE DATA
OF THE DEVELOPMENT OF THE COOPERATION
OF KABUPATEN DATI II BOYOLALI

THE DATA
OF THE DEVELOPMENT OF THE COOPERATION
OF KABUPATEN DATI II BOYOLALI



KABUPATEN BOYOLALI



KETERANGAN :



: KANDIRI



: RELUK KANDIRI

I. THE GENERAL CONDITION

A. THE LOCATION

Kabupaten Daerah Tingkat II Boyolali (The Region of Boyolali) is located at the diagonal of 110°22'-110°50' East linear and 7°36' - 7°71' South Diagonal.

The height of place area is between 100 m to 1.500 m above the sea

By Merapi mount on west part, the height decreases to the east and to the north part.

B. THE AREA BORDERS

The borders of Kabupaten Dati II Boyolali are as follow :

Nort	: Kabupaten Dati II Grobogan and Kabupaten Dati II Semarang.
East	: Kabupaten Dati III Sragen, Kabupaten Dati II-Karanganyar, Kotamadya Surakarta and Kabupa - Dati II Sukoharjo.
South	: Kabupaten Dati II Klaten and DI Yogyakarta.
West	: Kabupaten Dati II Magelang and Kabupaten Dati III Semarang.

C. THE TEMPERATURE AND THE CLIMATE

Kabupaten Boyolali belongs to the tripical climate area with the average temperature of 16°C to 18°C. While the annual average number of the rain is 2076 mm, which usually spreads out over the year.

D. THE TOPOGRAPHY

The area classification according to the height of the the place :

100 - 400 metres	: Kecamatan Teras, Banyudono, Sawit Sambi, Simo, Ngemplak, Nogosari - Andong, Klego, Wonosegoro, Kemusu Karanggede, Juwangi, Mojosongo and Boyolali.
400 - 700 metres	: Some part of Kecamatan Boyolali, Cepogo, Mojosongo, Musuk, Ampel, and some part of Karanggede.
700 - 1000 metres	: Some part of Musuk, Ampel, Cepogo
1000 - 1300 metres	: Some part of Kecamatan Selo, Cepogo, Ampel.
1300 - 1500 metres	: Some parts of Kecamatan Selo.

E. THE AREA

The total area of Kabupaten Boyolali is 101.501.096 Ha (1,015.10 Km²), it is around 2,94 % of the total area of Jawa Tengah Province (Central Jawa Province) with the total area of 34,503 Km².

Based on the land area usages, we can classify the area as follow :

- Irrigated field	: 23.660.3727 Ha
- Dry field	: 57.344.5649 Ha
- State forest	: 16.002.6194 Ha
- Plantation	: 26.8345 Ha
- Others	: 4.475.7049 Ha
	<hr/>
Total	: 101.510.0965 Ha
	<hr/>

F. THE AREA DIVISION

Kabupaten Boyolali covers up :

- 5 (five) Kawedanan (Bupati Assistand)
- 19 (nineteen) Kecamatan (Districts)
- 267 Desa (Villages)

THE AREA OF BUILDING DEVELOPMENT

Kabupaten Boyolali is divided into 4 (four) Sub Areas of building development, as follow :

(Sub wilayah Pengembangan Pembangunan)

-Sub-area of Building Development I

It includes the district of Teras, Banyudono, Sawit, Ngemplak, some parts Boyolali City, Mojosongo and Simo.

This sub-area is the of : Food-crop (rice), Fowls cattle breeding, plantation of Kenanga folwers, tobaacco and sugar-read, industry and tourism.

-Sub-area of Building Development II

It includes the district on the slopes of Merapi and Merbabu mount, such as the diistrict of selo, Cepogo, Musuk, Ampel and some parts of Mojosongo..

This sub-area is the area of : Plantation (Clove-tree, Panilli, tea, coffee, Tobacco) cows cattle Breeding, dry farming (Gogo rice, polowijo, holticulture) and mount tourism.

-Sub-area of Building Delevopment III

It includes dry land areas, such as the district of Karanggede, Andong, Klego, Sambu, Nogosari, Wonosegoro, Kemusu and Juwangi.

This area is the area of (Second-crop), the plantation of copra, Kapok, Kencur, melinjo, etc.

-Sub-area of Building Delevopment IV

It includes the district of Boyolali City. This is the area

of Building development of department store and market, as the regional capital.

G. POPULATION

1. *The Population Total Number.*

According to the Statistic Department of Boyolali, the total number of population of Kabupaten Boyolali is 869.747 persons.

It consists of :

- Male : 423.396 persons
- Female : 446.352 persons

2. *The Population Massiveness.*

The Population massiveness of Kabupaten Boyolali is around 857 persons/Km²

3. *The Population Composition*

The Population Composition of Kabupaten Boyolali, according to the Statistic Department of Boyolali, is as follows

- Immature (child) : 382.363 persons
- Mature : 482.520 persons
- Old age : 22.251 persons
- Potential Population : 515.127 persons
- Family Head (KK) : 182.175 KK

4. *The Religion*

The percent of the population number according to the religion :

- Islam : 97,25 %
- Christ, Budha, Hindu : 2,75 %

5. *The Profession*

The composition of the population according to the profession is as follows :

- Farmer	:	167.987 persons
- Farm-Labourer	:	94.690 persons
- Businessman	:	6.464 persons
- Industry-Labourer	:	25.875 persons
- Building-Labourer	:	25.906 persons
- Merchant/Trader	:	14.097 persons
- Transportation-Labourer	:	5.899 persons
- Officer/ABRI	:	16.518 persons
- Pensioner	:	3.555 persons
- Others	:	176.240 persons

6. *The Social Economic Condition*

The economic development of kabupaten Boyolali has been running well, particularly in the supply of 9 daily prime need to the community all over the region with the available price. In 1990 the crop-product development Index is 382.12 Kg/Capita/Year, it means that is Kabupaten Boyolali had been Swasembada pangan (self-power of food).

The social economic development can be seen by its Product National Brutto. In the 1989, the product national brutto of Kabupaten Boyolali is Rp. 281.261,10.

While in 1988 the product national brutto is Rp. 269.523,39, meaning that there is an increasement of 4,79%

II. THE DEVELOPMENT OF THE COOPERATION

A. THE ORGANISATION

1. The Total of the cooperation

	1993	1994
KUD-21 - Prime Cooperation	134	135
Orto-wan 114 - Secondair Cooperation	1	1
- School Copperation	73	73

2. The Membership

- The Full-Member : 154.217 persons
- The Candidate Member : 4.953 persons

Total : 159.170 persons

3. The Administrator

- The total number of the adiministration officer
635 persons.

4. The Capital

- The Intern Capital : Rp. 19.364.842.000,-
- The Entern Capital : Rp. 12.816.058.000,-

Total : Rp. 32.180.900.000,-

5. The Project Volume

- The Total Project Volume : Rp. 74.831.687.000,-
- The Project Volume per
persons : Rp. 485.236,-

6. The SHU (Sisa Hasil Usaha)

- The SHU of KUD	:	Rp.	571.377,-
- The SHU of Non KUD	:	Rp.	363.913,-
Total	:	Rp.	935.290,-

7. The Programs of KUD Mandiri

PERIOD	TARGET	REALISATION
1989/1990	3	6 (200%)
1990/1991	5	9 (180%)
1991/1992	6	6 (100%)

B. THE PROJECT ACTIVITY

There are 21 KUD of project activity which have been operated by the cooperations in Kabupaten Boyolali.

1. The Food Supply Project

- The Operating KUD	:	21 KUD
- The Planned Deposit (Dolog)	:	6.000.000 Kg
- The Realized Deposit	:	4.208.000 Kg

2. The Manure Supply Project

- The Operating KUD	:	21 KUD
- CO	:	Rp. 485.801.000,-
- SPJB	:	13.725 Ton
- Redemption	:	13.336 Ton

3. The TRI Project

- The Operating KUD	: 15 KUD
- The Credit Giving	: Rp. 1.377.612.000,-
- The Project Volume	: Rp. 485.217.000,-
- The Charge	: Rp. 542.190.000,-
- The Total Sugar	: 1.662.566 Kg
	: Rp. 1.237.057.264,-

4. The Milking Cow

- The Total Milking Cow	: 5.847 cows
- The Production in 1994	: 31.705.245 litres

5. The Credit Project

- KCK	: 34 Cooperation
	: Rp. 721.770.000,-
- Kredit Pedesaan	: 15 KUD
	: Rp. 578.144.450,-

6. The Service Project

- Transportation	: 1 cooperation
The Total transport	: 80 unit
- RMU	
The Total RMU	: 16
The Prossesed	: 20
- Electricity Project	
The Total KUD	: 15
The Served Members	: 547.708 persons

7. The Department Store

- The KUD	: 12
- The Total of the store	: 32 store

8. The Industry Project

There are 5 kinds of industry project

- KUD Kota Boyolali : Genting (Pantile) industry and Abon (Sidedish) industry.
- KUD Musuk : Candle puppet and Wayang Golek industry
- KUD Cepogo : Cooper and Milk Cant Industry
- KUD South Banyudono : Kenanga oil industry
- KUD Mojosongo : Ijuk (Palm fibre) industry

Ladies and Gentlemen,

The succes of dairy co-operatives development as mention above is possible because of participation from the members and supported by Government, and also some foreign aid programmes in dairy from developed countries and United Nation foundation i.e:

During 1983 - 1987, the New Zealand Government had been provided their experts, equipment and training in dairy milk plant for 6 GKSI officers. ASEAN and FAO provided several training for the GKSI and primary dairy co-operatives officers in milk quality control and provided small milk laboratorium equipment.

Since May 1991, Danish Goverment/DANIDA through Co-opertives Centre Denmark (CCD), has been providing expertise to assist GKSI with the main object of improving the extension management of member services in 4 primaries dairy co-operatives in East Java. The project (DEMAP-2) is extended to continue the work on broadly the same lines, extending by steps approach to another 18 of the 63 dairy co-operatives in East Java and using the four previous co-operatives as models and training ground for the others.

Also the Ministry of Foreign Affairs through the DANIDA provided a fellowship for 2 GKSI officers in Overseas General Management Course in 1992 and 1994 at RH & H Consult in Denmark.

The United Kingdom through Overseas Development Adminisration (ODA)/British Council Technical Cooperation Training Programme (TTCP) providing an education fellowship for one GKSI officer in 1991/1992 study in Reading University in England.

Canadian Government/CIDA through Canadian Co-operative Association (CCA) is providing expertise to assist GKSI in the delivery of services to its members, and to improve the overall earnings of the co-operative sector in dairy industry, for five years since 1993.

Ladies and Gentlemen,

In human resource improvement, beside some sponsors as mentioned above, since 1988/1989 GKSI had also have some scholarship for 6 persons from ICA/JTC. These were very usefull for GKSI and Primary Dairy Co-operatives in dairy business management improvement. Now all of them have been promoted. One participant was promoted as the Director of Milk Industry and Marketing in 1993, two participants were promoted as Head of GKSI Branches in East Java and Central Java in 1992, two participants were also promoted as Head of Division in GKSI Head Office. One of them as Board Executive in Primary Dairy Co-operatives in East Java. In 1994/1995, two persons of Primary Dairy Co-operatives officers are still in the ICA/Japan Training Course programme.

Besides, GKSI also have some scholarship for seven GKSI and Primary Dairy Co-operative officer from IDACA and JA Zenchu for attended some regional seminar on farm guidance and perspective planning in 1993 and 1994 in Japan.

Thanks to ICA/JTC, IDACA, JA Zenchu for your great assistance in our human resource development. Eventhough GKSI has already have some scholarship from ICA/JTC, IDACA and JA Zenchu but we still need some scholarship for other GKSI and Primary Dairy Co-operatives officers in the future.

Finally, I would like to thank you for your kind attention and we will assist you for all of the 9th ICA/JTC participants to make your trip to visit some Primary Dairy Co-operatives in West and Central Java. Have a nice trip and good luck.

Jakarta, February 8, 1995.
Presented by Vice Secretary,
Mr. Herdi Sumeri, DVM.