

Vacancy for Agripoolers on Vegetable Production and Marketing Cooperative Assessment for Taloy Farmers Multipurpose Cooperative Ref. no. ASM.16420

Who are we looking for?

Agripooler with the following qualifications:

- Experience working with farmers' groups, in particular with agricultural cooperative producing high value crops ex: bell pepper, onions, potato, carrots and leafy vegetables;
- Knowledgeable/Understand various agricultural cooperative's services, supply chain management-agri-business operation, agri-input supply bulking, and collective marketing;
- An in-depth knowledge and good understanding of horticulture technologies including greenhouse operation, post-harvest handling and technology, and precision fertilization.
- Knowledgeable also in Organic farming, Good Agricultural Practices (GAP), and circular agriculture.
- Experience in Agriterra Cooperative Assessment tools and actual cooperative assessment.
- Experience in cooperative business planning.
- Knowledgeable in climate change and its impacts on upland vegetable production.

Context

Taloy Farmers Multipurpose Cooperative (TAFARMCO) is located at the upland (1400-1700 MASL) province of Benguet, about 240 kilometers northwest of Manila. It was established in 1999. This primary cooperative is engaged in vegetable production and marketing. It buys (consolidate) vegetables from selected farmer-members and sells them to private companies like Jollibee Food Corporation and to buyers locally as far as Metro Manila on wholesale or retail basis. In 2018 until January 2023, it sold a total of 69.3 MT of California Green Bell pepper to Jollibee company with the total gross of € 240,930.46 (P13,492,106.00).

The vegetables produced by members being marketed by the cooperatives includes but not limited to bell pepper, carrots, cabbage, broccoli, potatoes, cauliflower, cucumber, etc. The cooperative also has a lending business to support the financing needs of its members. As of February 28, 2023, the total loan portfolio to farmer members stood at €5.849.671,98 (P372,581,628.00).

Taloy Farmers MPC has a membership base of 14,000 regular members. The age of members ranges from 18-70 years old, with landholding ranging from 2 to 4 hectares. Total member's share capital stood at €2.003.679.46 (P112,206,050.00) and total asset of €9,533,789.50 (P533,892,212.00).

TAFARMCO's big hairy audacious goal (BHAG) is not yet well defined but their ambition is to embark on collective production and marketing for increased sales of farmers produce, reduced costs and easier monitoring of supply and demand. An allied BHAG is a backward-forward integration of services through the marketing of input supply to its members and collective marketing of member's produce to existing markets.



Country : Philippines

Period : End of May, start of June
(9 days: 2 days travel, 1 day prep, 1 day report writing, 5 days actual mission)

Deadline : 14 April 2023

Number of experts we need : 1

The assessment aims to establish the goals of collaboration. This will be carried out by an Agriterra assessment team composed of one local Cooperative Advisor (CA) from the Philippines and two Agripoolers from the Netherlands who will assess the current situation of the cooperative, benchmark, and determine possible areas of collaboration. The assessment will be done using the online medium.

Main objective

The main objective of this mission is to identify and screen the cooperative's business and development potential and to assess opportunities for a partnership in business development with Agriterra. The Agriterra assessment team will evaluate the results and, at the end of the assignment, will present the findings and offer recommendations that will strive (depending on the outcome) to develop a plan with which services Agriterra can support Hi-land FMPC to realise its BHAG.



Specific objectives

- Online assessment of the current and potential future business case of the organisation in terms of its value chain, service delivery to members, marketing and risks, and lobby and advocacy;
- Online assessment of the financial performance and the financial sustainability through the conduct of a financial health check;
- Online appraisal of the current performance of the organisation in terms of governance, human resource management, and management information through a governance health check,
- Review of reputation of Hi-land FMPC through online interview with its members and stakeholders
- Determine and provide recommendations to the organisation on how to improve on above mentioned aspects of its operations.

To be able to meet these objectives, the Agriterra assessment team will have online interactions/interviews with the board, management, staff, members, and stakeholders during the week. The team will also review formal documents (scoping report, constitution, CB and L, minutes of last held AGM, financial statements, audit reports, etc.).

Profile of the Agripoolers

Competency	Profile
Knowledge	<ul style="list-style-type: none"> • Understands agricultural cooperative's business/services, cooperative values, principles, and practices; • Understands the challenges in agriculture in developing countries, agricultural development facts, like the ASEAN Free Trade Agreement, and smallholder-farmer challenges; • An in-depth knowledge and good understanding of vegetable marketing and e-commerce practices;
Experience	<ul style="list-style-type: none"> • Experience working with farmers' groups, in particular with agricultural cooperatives • Experience in Agriterra Cooperative Assessment tools and actual cooperative assessment.
Competencies	Flexible, analytical, cultural sensitivity
Language Level	Good level of proficiency in English

Contact

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