

## Vacancy for Agripool assignment Vietnam Company Assessment at Binh Phuoc Cashew Cooperative Union

Ref. nr 8439

### In a nut shell

This assignment is aimed at conducting a company assessment for Binh Phuoc Cashew Cooperative Union. The company assessment aims to assess the potential of the cooperative (i.e. production, financial management, governance) and the business case to be developed.

BPCCU is focusing on safe agriculture products which are cashew and pepper. At the moment they have five cashew cooperatives as members. Their ambition in one or two years is to have six cashew cooperatives and four pepper member cooperatives, producing organic pepper according to EU and USA GAP standards producing 20,000 tones of organic peppers.

#### Context

Bình Phước is one of the agriculturally most productive provinces of Vietnam, especially relying on cash crops such as cashew nuts, and rubber. The province has 180,000 ha of cashew garden; 300 SMEs of processors, and around 700 micro-processors for partial process or pre-processors

#### BPCCU

The Union was established mid 2016 and counts 735 members on provincial scale (incl. five primary cooperatives, one company from four districts), and potential to expand to 4.000 members or more.

The structure of the Union and decision making process is clear (Board of directors, supervision board, nine staffs, paid). It is the Government's intention to have the Viet Ha company removed out of the Union as this is NOT allowed by the Law. Alternatively the Company can be a shareholder of the Joint-Stock company, which will be formed soon, under BPCCU, to avoid conflicts of interest or the Company will dominate.

BPCCU is the only entity in the province that can produce Fairtrade and Organic cashew products, export to EU and US; premium prices are paid to its members. The Union has a good ambition; they not just want to support technical services input and sale; but also processing, warehouse, direct export, and branding development

The government strongly support the Binh Phuoc Cashew Union, the local authorities provide green light for the Union to access to finance of 35 bill VND, in soft-loan scheme and others. The Union is clear on what they expected from Agriterra such as Governance, organization management, HRs, financial management, value chain (buyer-supplier linkage), access to finance but they also expect Agriterra to support technology application (e.g. integrated farming systems of cashew, cacao, coffee, pepper in the same farm, equipped by dripping irrigation).



**Country:** Vietnam

**Period:**  
8-10 days during second half of April\*

**Deadline:** March 25, 2017

**Number of experts we need:** 2

\* in combination with # AS 8440

## The assignment

Agriterra's mandate is to strengthen producers' organisations worldwide. It supports co-operative farmer-led economic development in developing countries. And acts as a facilitating agency and provides advisory and broker services to farmer-led business initiatives

The company assessment aim to assess the current status of BPCCU and if Agriterra support is feasible and valuable. The company assessment is a tool developed by Agriterra to assess the overall health of a cooperative. The Agripooler is expected to conduct the tool together with another expert. They will be assisted by an Agriterra Business advisor.

The assignment aims to:

- complete the company assessment report about BPCCU
- advice whether to start up partnership between Agriterra and BPCCU
- if the company assessment shows possible partnership between BPCCU and Agriterra, advice on an action plan for three years, including midterm milestones and targets to be reached in 2017.

As input Agriterra's scoping tool is elaborated, which covers the basic information of the cooperative and describes the business case.



## Profile of the agripoolers

	<b>Profile 1</b>	<b>Profile 2</b>
Knowledge	Financial management	Governance Business development
Experience	Functioning and management of agricultural cooperatives / farmer led organization	Solving of complex business cases Functioning of agricultural cooperatives and/or cooperative unions/federations
Competences	Flexible, analytical Cultural & hierarchical sensitivity Reporting skills	Flexible, easy communicator Cultural & hierarchical sensitivity Business oriented Reporting skills
Language level	Fluent in English speaking/writing	

### Contact:

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