

Vacancy for an Agripool Mission

Cooperative Assessment of An Lo and Quang Tho

Ref. no. AS.11422 and AS.11423

Who are we looking for?

Agriterra is looking for two experts who are experienced in agricultural cooperative development and agricultural business operation. Experts have knowledge, experience in value chain development on rice and herb/tea products is good to join this mission. In addition, experts are flexible, have background of Vietnam working environment is important to make the mission success.

Context

Viet Nam country locates in Southeast Asia with population of more than 90 million. The two cooperatives (An Lo and Quang Tho II) are located in Thua Thien Hue province – central of Vietnam, 680 km far away from Hanoi. Currently, agriculture production and business are playing an important role in Thua Thien Hue province.

Quang Tho II cooperative (QTC)

Comprises 604 household members providing some services like i) Irrigation service; ii) Land preparation services; iii) Plant protection services; iv) production management and execution services; v) intra-field toll collection service. Business activities including: i) Planting, processing and trading centella ii) purchasing and selling agricultural products (Quang Tho's rice); iii) trading agricultural inputs (fertiliser, seed and seedling). In 2018, the turnover was 4,236,774,483 VND (equivalent 160,000 €), with a net profit of 44.940.818 VND (equivalent 1,700 €).

An Lo cooperative (ALC) is an agricultural service cooperative with 185 members providing multiple services: i) Irrigation for the entire area of the village; ii) Land preparation services; iii) Plant protection services; iv) production management and execution services; v) intra-field toll collection service; vi) Land lease service of members; vii) loan support services; viii) land accumulation services; ix) Rice harvesting service. In 2018, the turnover was 2,151,700,000 VND (equivalent 82,000 €), with a net profit 275,131,000 VND (equivalent 30,500 €).



Country

Vietnam

Period

From August 5 till Sep. 10, 2019

Deadline

15/07/2019

Number of experts we need

2

The assignment

This mission is to perform a cooperative assessment at both QTC and ALC cooperatives. Executing this assessment is the next step in the potential collaboration between these cooperative and Agriterra. The assessment will be carried out by an Agriterra assessment team, during two week's visit to the cooperatives, using the Agriterra Cooperative Assessment Tool for farmer-led organisations.

Main objectives are to identify and screen the cooperative organisations with business and development potential and to assess opportunities for a partnership in business development with Agriterra. At the end of the mission the Agriterra assessment team will evaluate the results, gives recommendations and strives (depending on the outcome) to develop a plan with which services Agriterra can support the two cooperatives to realize their BHAG (Big Hairy Audacious Goal). To reach this objectives, followings should be focused:

- Assess the current and future business case of the organisations in terms of the value chain, service delivery to members, marketing and risks.
- Assess the financial performance and the financial sustainability and to conduct a financial health check on the status of the financial management.
- Conduct an appraisal of the current performance of the organisations in terms of governance, with a governance health check, human resource management and management information.
- Review the reputation of the cooperative by talking with members and stakeholders of the cooperatives.
- Give recommendations to the cooperatives on how to improve on above mentioned topics.

Expected results

1. A completed cooperatives assessment report based on the Agriterra cooperative assessment tool
2. Advice whether to start up partnership between Agriterra and the assessed cooperatives
3. If the cooperative assessment shows possible partnership between Agriterra and the assessed cooperatives, defining the BHAG of the collaboration between Agriterra and the two cooperatives.

One Agriterra team will executive the mission included: 2 experts and 2 local BA.

	Profile 1	Profile 2
Knowledge	Agriculture supply chain; Feasibility studies of business plans; Cooperative structures (governance)	Financial background; Agriculture supply chain; Feasibility studies of business plans.
Experience	Company/organization assessment	Company/ organisation assessment, and experienced in executing assignments for Agriterra in Vietnam
Competences	Flexible, analytical, cultural sensitivity, prepared to travel intensively	Flexible, analytical, cultural sensitivity, prepared to travel intensively
Language level	English on proficiency level, good writing skills.	English on proficiency level