

INTERNATIONAL AGRIPOOL

Advice - Training - Exchange



**AGRI
TERRA**



FOR COOPERATIVES

Professional cooperatives and farmer organisations are key for sustainable economic development

AGRIPOOL EXPERTS SHARE KNOWLEDGE



As the international specialist in cooperative development, Agriterra works by using a three-track approach. We make cooperatives bankable and create real farmer-led businesses. We improve extension services to members and enhance farmer-government dialogues.

Our local teams of business advisors have the luxury of being able to tap into our Agripool network, when cooperatives cope with challenges that require hands-on support from experienced professionals from the sector.

The Agripool network consists of front-running board members, staff and farmers from cooperatives and other types of agribusinesses around the world. We have built a vibrant community of hundreds pragmatic agricultural experts willing to share their experiences with their peers.

SHARING WHAT WAS ONCE RECEIVED

Agriterra started using Agripoolers from the Netherlands, but nowadays hands-on experts from the country or region itself are used to an increasing extent. This mostly concerns personnel or directors of professional, high-performing cooperatives that once received Agriterra's advice themselves. They gladly pass on their acquired knowledge to cooperatives that are still at the start of the process.



Cooperative principle 6: Cooperation among Cooperatives

The qualities of the Agripooler

Agriterra supports and supervises agricultural cooperatives by providing advice, training and exchange of knowledge. Requirements are set for Agripoolers to create an impact. The Agripooler must always be part of an agricultural (membership) collective. Moreover, professional knowledge is key. Among other things, there is a high demand for advice for the following fields: growing, product storage and processing, recruitment and binding of members, setting up accounts or an information provision structure, strategic and business planning, administrative organisational models, the financial and administrative audit of organisations.

Communicative skills and proficiency in English, French, Spanish or local languages are essential. Moreover, an Agripooler is able to transmit their knowledge and to respond to the on-site situation flexibly.

How does Agripool work?

The moment an assignment becomes available, we will search our network for the

best matching profile. It could be someone from the original country, or someone from abroad. Not every assignment requires a physical visit: peer-to-peer learning and advice can also be provided via online support. On average, a consultancy assignment will take up about a week.

The preparations are made in consultation with the responsible business consultant of the on-site national office. Naturally, the Agripooler will receive as much information and preparation with respect to both client and assignment as possible. A plan of action that provides support is in place. After the assignment the Agripooler will provide a report that will help the client to continue on their path. There will also be a feedback meeting.

Agriterra offers

Agriterra will take care of the organisation and costs of a consultancy assignment. Agriterra will create as many preconditions as possible prior to, during and after an assignment, such as insurance, safety, travel and accommodation.



DAIRY EXPERT FROM KENYA TO INDONESIA

Francis Mihiu is an accountant and manager of Ndumberi Dairy Co-Operative Society in Kenya. He has over 17 years of dairy experience and was used to transform Kan Jabung in Indonesia into a modern dairy cooperative that makes and sells premium yoghurt. Points of attention were the production process, flavour, quality, cooling, developing a new premium product, marketing & sales, and credit management.

Mihiu: *“Through Agripool, cooperatives can access knowledge that is not available in their region and can learn a lot. As we are part of a global market, we must design products with a broader market perspective. ‘Up to date’ information and good professionals are crucial.”*

SHARING KNOWLEDGE IN PERU

Sheila Becerra works as a general manager at Apropal. This cooperative in the jungles of Peru exports hearts of palm. Becerra was trained by Agriterra as a certified financial management trainer. Ever since, she has been part of Agriterra’s local Agripool and taught Basic Financial Management courses to employees and directors of the Sol & Cafe coffee cooperative in Peru.



The Agripooler always works together with a (local) Agriterra employee who guides them during the assignment.

Why become an Agripooler?

An Agripooler must be prepared to share their knowledge and mobilise their own resources and network to create a win-win solution. A lot is given to them in return. An Agripooler receives unique work experience, thus expanding their horizon. Their knowledge and international network increase. Moreover, they receive the opportunity to further develop themselves by gaining access to a range of training courses and workshops offered by Agriterra.

Benefits of local Agripool

Using people from the country or region of origin has a number of benefits:

- That person is familiar with the culture and customs of a country. A local hands-on expert is also informed of local legislation and regulations. Moreover, that person often knows which problems are to be dealt with.
- Less travel is also required, which is good for the environment.

RICE PRODUCERS AMONG THEMSELVES

On behalf of the Javan rice union Citra, their chairman Pak Hery provided advice to another Indonesian rice cooperative ATOM. Hery has over 20 years of experience as a rice farmer.

Hery: *“The communication is more effective, because you speak the same language and can better read different emotions. The advice is more effective because there is better knowledge of the market. This creates an optimal ratio between costs and results. Linking up with governments, banks and suppliers is easier as well. You help each other. After the mission, technical support continued and ATOM is also put into contact with Citra’s network for example.”*

Local Agripoolers have a better knowledge of the local landscape, understand the market, speak the language and have to travel less far

EXPERTISE

Agriterra developed its own training courses, workshops and methodology.

We offer them in five disciplines: Management & Organisation, Governance & Leadership, Financial Management, Business Development & Advocacy and Lobby. The range of training modules matches our three-track service provision for strengthening farmer-led businesses, improving sustainable farmer services, and supporting lobbying and advocacy. Three cross-cutting themes are: youth involvement, female leadership and climate smart solutions.

Each workshop has a specific component that calls on the Agripooler, because sharing practical experience is a crucial part of our methodology.

Focus countries

Agriterra focuses its activities on a number of countries and works together with a select number of organisations. Cooperatives must meet specific requirements in order to work with us. For instance, there must be a minimum number of members, the will and potential for improvement, and there must be no space for fraud and corruption.

We focus on a limited number of countries and clients in order to guide and advise our clients to the best of our abilities. We have branches with local staff/business consultants in the countries in which we operate.

TRAINING OVERVIEW

	FINANCIAL MANAGEMENT <ul style="list-style-type: none"> • Basic financial management training • Strategic financial management training • Record-keeping workshops • Internal capitalisation for farmers' cooperatives
	MANAGEMENT & ORGANISATION <ul style="list-style-type: none"> • Scoping tool • Cooperative assesment • Organisation assesment
	GOVERNANCE & LEADERSHIP <ul style="list-style-type: none"> • Cooperative governance programme • Member commitment workshop • Managing your agricultural cooperative, My.COOP • Female leadership training • Female leadership Masterclass • Kick-off Youth workshop • Youth council Masterclass • Youth leadership Masterclass • Guidance and support for supervisory boards • Human Resource management toolbox
	LOBBY <ul style="list-style-type: none"> • FACT Farmers Advocacy Consultation Tool
	BUSINESS DEVELOPMENT <ul style="list-style-type: none"> • Marketing basics training • Sustainable services workshop • Value creator tool



Agriterra
Willemsplein 42
6811 KD ARNHEM
The Netherlands



Ingrid Koedijk
recruiter Agripool
+31 (0)6 195 606 41
koedijk@agriterra.org