

# Dutch agri & food sector & Agriterra



## Professional farmer cooperatives

- Dutch roots
- Founded by farmers union, cooperatives and rural women organisations
- Agri-agency since 1997

[www.agriterra.org](http://www.agriterra.org)

Agriterra professionalises ambitious farmer cooperatives and organisations worldwide.

Agriterra believes in farmer ownership to fight poverty and stimulates social-economic strong and vibrant rural areas.

It uses cooperative expertise and peer-to-peer advice from the Dutch agri & food sector.

# Summary & facts Agriterra 2015

## Business-like approach: Dutch Diamond

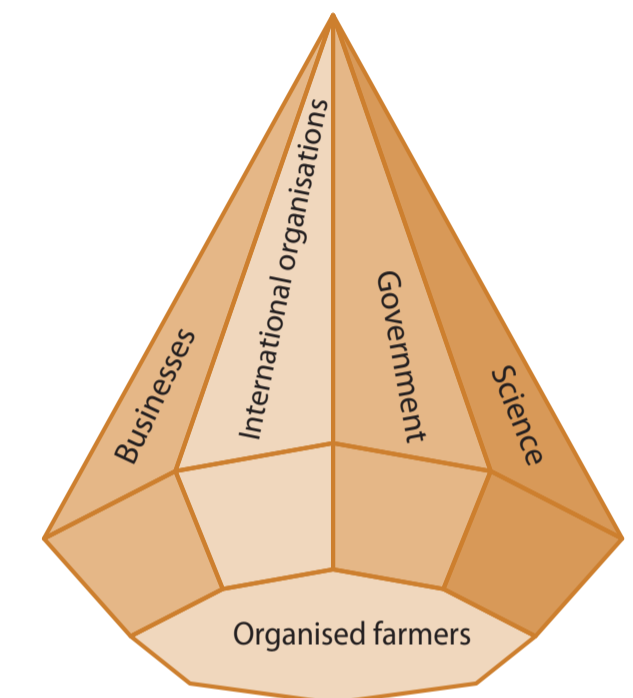


### Farmers' own effort

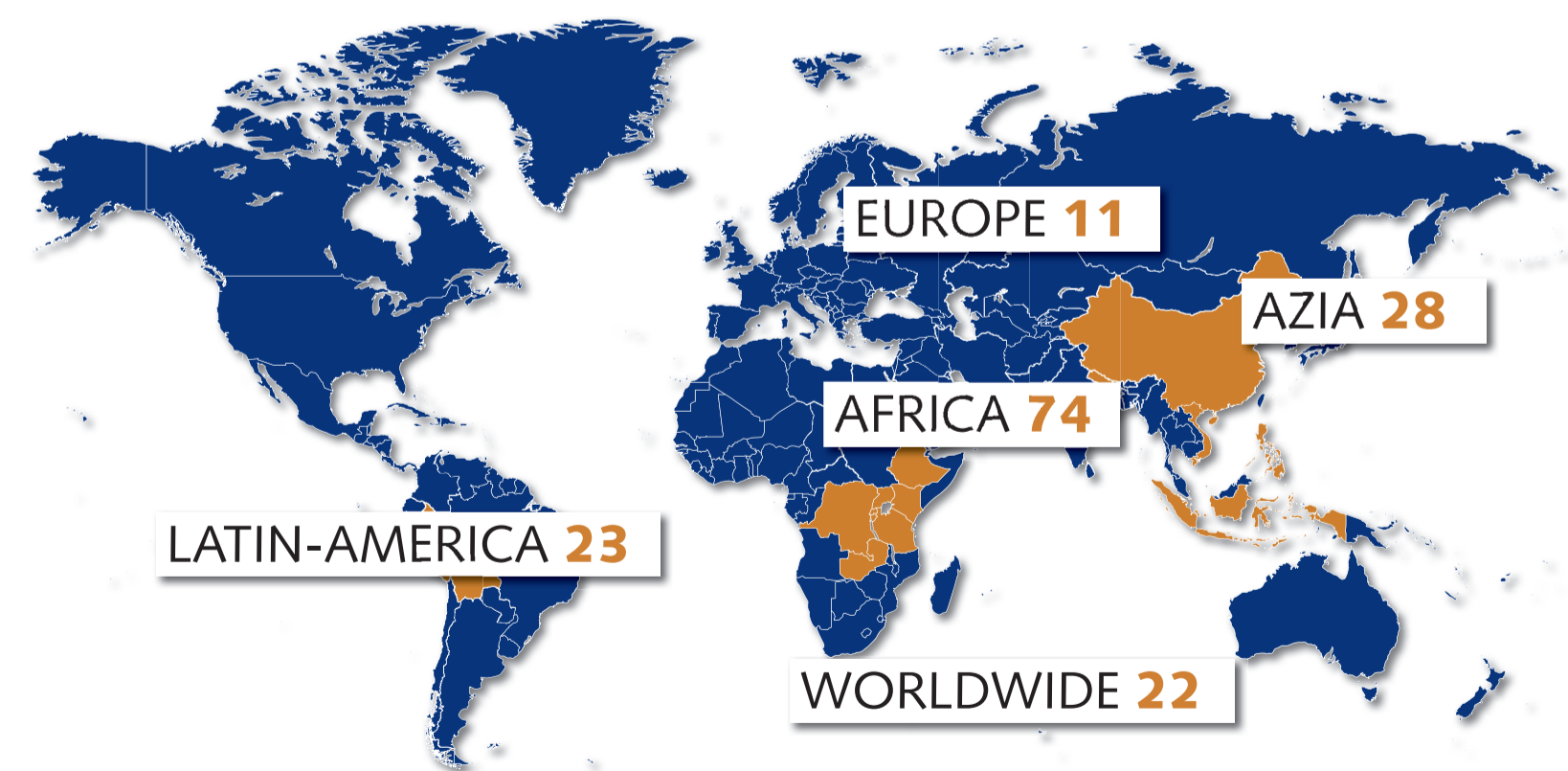
Agriterra accelerates the structural transformation of the economy by bringing farmers and their organisations into the lead.

### Approach:

- Farmers improve their activities or business on the basis of their own efforts
- Focus on governance, advocacy, financial management, (financial) commitments and business development



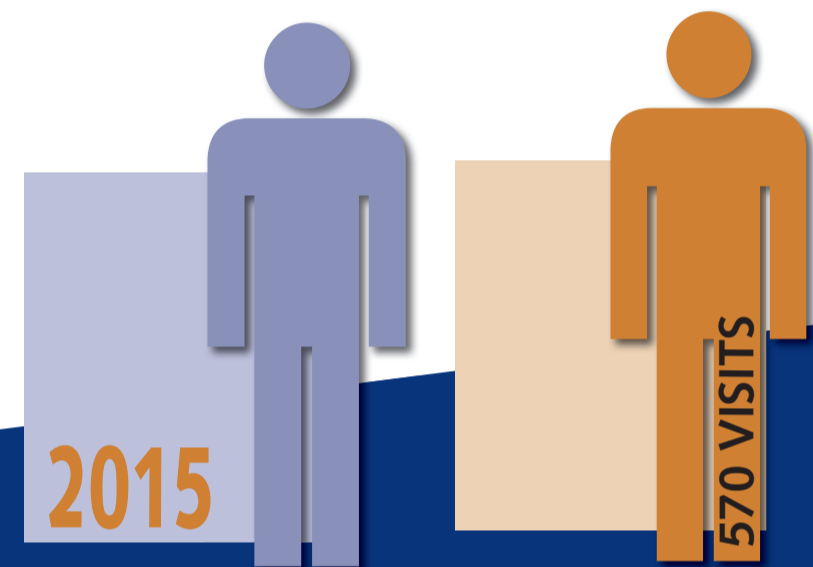
- 66 Agriterra employees
- 35 countries
- 164 clients
- 158 projects
- 570 experts, including 204 Agripool
- 22 scoping missions
- 45 company assessments



158 projects

# Advice, Training & Exchange

## Agripool

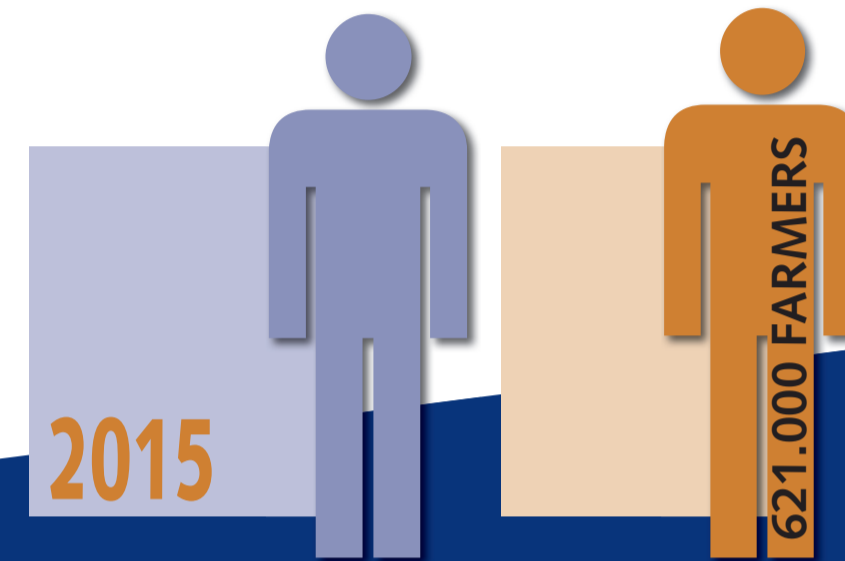


### International farmer-to-farmer exchanges and visits

Agriterra's Agripool advisory service include activities in all developing countries of Latin America, Africa and Asia. Farmers and cooperative members or employees are involved at both ends.

- 632 Dutch experts in Agripool
- 570 visits in 2015

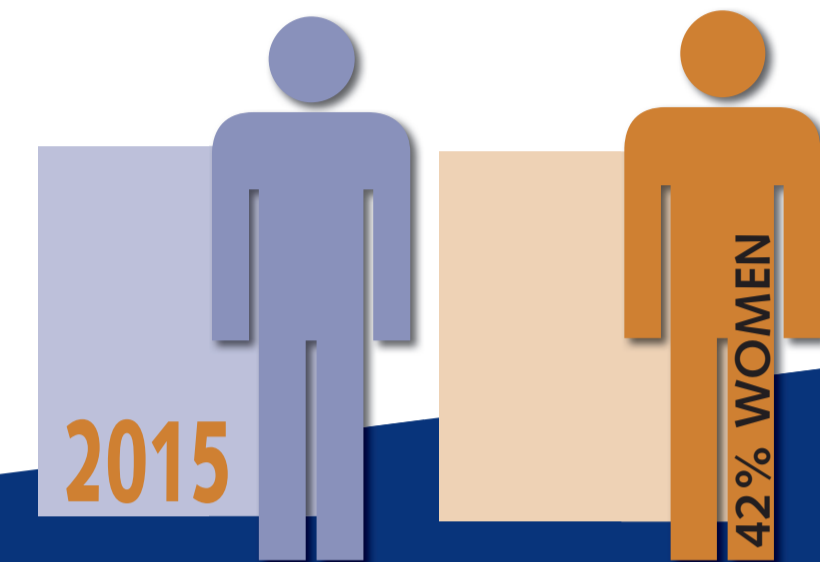
## Inclusive service systems



### Entrepreneurial smallholder cooperatives, associations and unions

Countries with a higher degree of organised farmers will have faster economic growth, with an improving distribution of income and more democratic relations.

## Impact on the poor and minorities

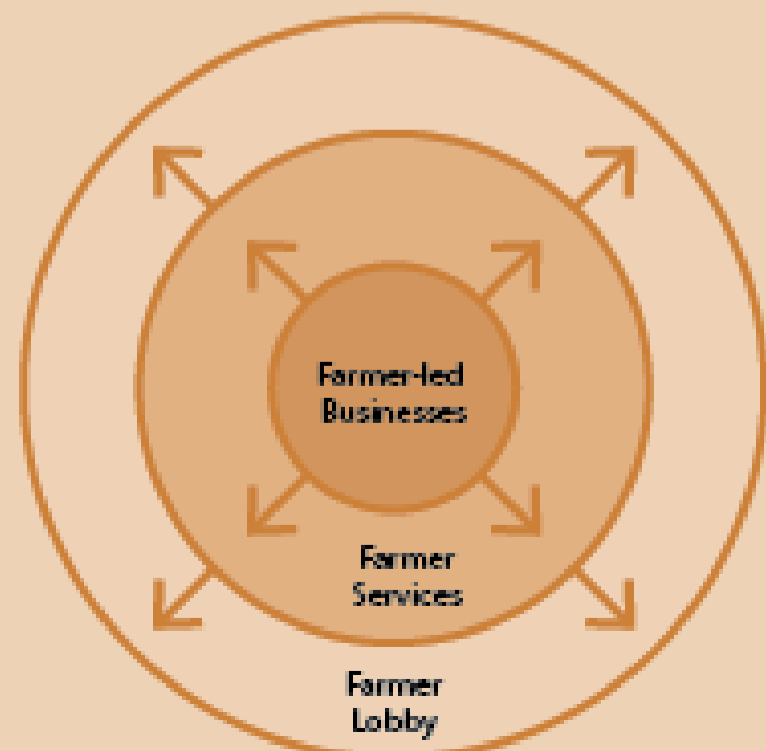


### Integrate small scale producers in value chain

Agriterra takes women and young entrepreneurs, small scale producers, into special consideration by facilitating and promoting their integration in high-value-added activities of value chains.

We reach about 621.000 farmers on a yearly basis, about 40% are female farmers. We agree on special budgets for activities with women, have training on female leaderships and select role models.

### Agriterra's Agricultural Growth Circle



# Goals 2020 & network

- 1 million farmers reached
- 50 cooperatives connected to banks
- 25 factories/mills
- 55 million euro loans and working capital mobilised
- 100 million euro invested due to policy changes
- 30% increase of paying members
- 30% coverage of operational costs through services or service arrangements with private sector
- 50% clients with operational youth councils
- 15 % women and 10% youth in boards

