

TAKE YOUR COOPERATIVE TO THE NEXT LEVEL

Advice - Training - Exchange



**AGRI
TERRA**



FOR COOPERATIVES

COOPERATIVES FLOURISH WITH ADVICE FROM AGRITERRA

Your cooperative is considering a move to the next level. You want to invest in a processing plant or set up a new production line. Or you see opportunities to develop into an attractive trading partner in national and international markets. With Agriterra you can convert your growth ambitions into real business development.

Fundamentals



ADVICE

Materialising ambitions

Agriterra advises cooperative businesses. Successful farmer cooperatives safeguard their members interests in both the short and long term. Moreover, cooperatives provide economic growth and employment in rural areas. Working in partnership with Agriterra's experts, you will draw up bankable investment plans, sharpen your business strategy and optimise your production, processing and marketing activities. Through Agriterra you can tap into the high-quality practical knowhow and expertise offered by the agribusiness and cooperative sector in the Netherlands and from around the world. Connecting that knowledge and experience to your entrepreneurial issues will help move your cooperative forward.

TRAINING

Laying the foundations for bankable cooperatives

The Agriterra approach is geared towards making cooperatives bankable. Having run a 'health check', Agriterra adopts a structured financial approach to the development of your cooperative's business. This involves paying plenty of attention to governance structure, financial management and the development of a sound business plan. By collaborating with peer advisers from its extensive network of agribusiness cooperatives, Agriterra is able to offer top-quality expertise that is tailored to the specific advice needs of your cooperative.





EXCHANGE

Sharing knowledge and exchanging experiences

Knowledge sharing and exchanging of experiences are in Agriterra's DNA. Uniquely, Agriterra is able to provide farmer cooperatives with expertise and peer advisers at every level. This may mean giving practical answers to specific questions from members about primary production and entrepreneurship, from the board of directors about governance and management or from cooperative workers about the optimisation of processes within the cooperative.



The Agriterra effect

FOR COOPERATIVES WITH GROWTH AMBITIONS

Successful cooperatives make a difference. This is why Agriterra focuses on farmer cooperatives that want to offer their members more added value. Within our network you will find expertise in areas of plant- and animal-based food production chains that range from production to processing and from logistics to marketing. With Agriterra you can realise your growth ambitions.

STEP 1
CUSTOMER
REQUEST



STEP 2
QUICK SCAN



STEP 3
ASSESSMENT



STEP 4
ACTIVITY
PLAN



STEP 5
IMPLEMENTATION



Agriterra's
8-step-
result
management

STEP 8
EVALUATION



STEP 7
RESULT



STEP 6
FOLLOW UP



WHAT MAKES US UNIQUE?

- **FOCUSED**
Unique experience and knowledge of cooperatives
- **QUALITY**
Dutch peer-to-peer advice, training and exchange
- **LOCAL**
Strong local presence & farmer-led
- **CONNECTED**
Extensive network in cooperatives and agribusiness



Agriterra is an agri-agency founded by the Dutch agricultural sector that professionalises farmer organisations and cooperatives worldwide in order to better serve the needs and interests of their member farmers.

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