Ai Nghia Agri Cooperative is a cooperative situated in Dai Loc, Quang Nam Province, Vietnam.

**Outcome 2015-2018**

**Benefitting Farmers**
- 2015: 1561 active members
- 2018: 1581 active members

**Member Equity**
- 2015: 891,500,000 VND (local currency)
- 2018: 892,000,000 VND (local currency)

**Total Revenue**
- 2015: 4,801,330,879 VND (local currency)
- 2018: 17,593,153,362 VND (local currency)

**Ratio Equity / Total Assets (%)**
- 2015: 83%
- 2018: 90%

**Total Assets Cooperative**
- 2015: 6,698,321,681 VND (local currency)
- 2018: 10,187,987,018 VND (local currency)

“AI Nghia Cooperative have transformed from an entirely community-based service cooperative, now it is truly an economic member-based cooperative”.

Mr. Truong Cam, chairman AI Nghia

**Name:** Ai Nghia Agri Cooperative  
**Year of establishment:** 1978  
**Commodities:** rice  
**Processing factory:** Drying seed rice of 70Ton/day; Rice paper processing facility  
**Start Agriterra:** 2016

**Core business:** Production of hybrid seed rice, indigenous seed rice, production of consumption safe rice & ‘Dai Loc’ rice paper

**Total mobilised loans**
- 2016: Purpose: Rice harvesters, based on business plan, financing Institution Cooperative Development Fund, amount 360,000,000 VND (EUR 14,580)
- 2018: Purpose: OCCP model Dai Loc Rice paper, financing Institution Provincial People Committee of Quang Nam, grant, amount 279,500,000 VND (EUR 10,621)
Transparency in financial management that increasing trust and participation of members into the business.

Since 2016, the average revenue of Ai Nghia Cooperative was VND 18.8 bil (about 720,000 EUR), increased by more than 250% in comparison to 2015. Only active members are according to the law allowed to be a member.

RESULTS

1️⃣ 商业化了Dai Loc rice paper, ISO certified and being recognised as Provincial OCOP (One-commune-one-product) of Quang Nam where Ai Nghia Cooperative received solely in 2018 about 10,000 EUR of grant to boost the business. Sale is increasing 33% year on year.

2️⃣ 获得ISO认证和被认定为Quang Nam省的OCOP产品之一的Dai Loc rice paper商业化。2018年，获得10,000 EUR的补助用于提高业务。销售额每年增长33%。

3️⃣ 透明度在财务管理工作中的体现，提高了信任度和成员参与度。

GOALS AI NGHIA:

- Sustainable branding product of Ai Nghia Cooperative
- Development of sounding 5-year strategic plan toward 2023
- Strengthen governance by empowerment of farmer members in decision making process, youth inclusiveness into the executive's board
- Transparency in financial management

Input Agriterra

2016
- Exchange visit on production and consumption of VIETGAP rice in the South of Vietnam
- Business plan to attract capital
- Financial Management Training
- MyCoop to Board of Directors and Executives

2017
- Marketing mission related to safety rice and rice paper
- Participated in Exchange visit to Nethelands as contribution to Cooperative development plan of Vietnam
- Rolling out of MyCoop to members

2018
- Marketing Basic Training
- Development of 5-year Strategic Plan for Ai Nghia Cooperative
- Strengthening governance for a multi-purpose cooperative of Ai Nghia