SOROSORO IBABA DEVELOPMENT COOPERATIVE

**Outcome 2017-2019**

**Benefiting Farmers**

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>27,000</td>
</tr>
<tr>
<td>2019</td>
<td>31,605</td>
</tr>
</tbody>
</table>

**Total Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>9,965,478</td>
</tr>
<tr>
<td>2019</td>
<td>8,769,750</td>
</tr>
</tbody>
</table>

**Mobilised Loans**

- **2019**
  - Financial institution PRDP/DA, total amount EUR 3,430,000
  - Attribution of Agriterra EUR 2,572,000
  
  - Financial institution PRDP/DA, total amount EUR 2,930,000
  - Attribution of Agriterra EUR 2,197,500

**Equity**

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>10,626,232</td>
</tr>
<tr>
<td>2019</td>
<td>12,975,617</td>
</tr>
</tbody>
</table>

**Total Assets Cooperative**

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>42,055,676</td>
</tr>
<tr>
<td>2019</td>
<td>53,471,910</td>
</tr>
</tbody>
</table>

**Ratio Equity / Total Assets (%)**

<table>
<thead>
<tr>
<th>Year</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>29</td>
</tr>
<tr>
<td>2019</td>
<td>25</td>
</tr>
</tbody>
</table>

**BHAG:** Increase membership from 27,000 to 50,000, increase turnover by 20%, and increase net margin by 5%

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**Name:** Sorosoro Ibaba Development Cooperative  
**Year of establishment:** 1969  
**Commodities:** swine feed  
**Processing factory:** Yes, they have a feed mill (established in October 2018)  
**Start Agriterra:** 2018

**Core business:** feed milling, livestock production, savings and loans, consumer retail

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“Philippine cooperatives must truly be supported, not just by the creation of new ones, but also by intensifying existing cooperatives. As such, they will be more equipped, more viable and they will have proven business models that could significantly create an impact in the lives of people on a greater scale. We engage the less-advantageous people in the cooperative who strive to improve themselves.”

Rico Geron, CEO
“SIDC is a cooperative with very high growth ambitions for its members. It is able to absorb a lot of the knowledge and experiences shared by Agriterra from the Dutch top agri food sector. Its capacity for implementing recommendations and action plans ensures the translation of advice into concrete results and improvement in the cooperative businesses. SIDC is poised to reach greater heights in the coming years and board to the potentials or new heights their cooperative can reach.”

Jun Virola, business advisor Agriterra

RESULTS

1. Membership increased to 31, 605 (as of 2018), turnover increased by 41% (from 2017 to 2018), net income rate reduced from 3.5% (2017) to 1.47% (2018) due to industry issues

2. Feed mill constructed in Palawan, grains terminal project being implemented, savings and loans business set for improvement, consumer retail business set for expansion, lobby agenda identified and being pursued

3. Youth council formed, farm succession planning programme prepared

Input Agriterra

2018
Cooperative Assessment
- Review of core business of SIDC
- Recommendations on further expansion
Advisory Mission on Feed Formulation
- Review of feed formulation of SIDC
- Recommendations on improving competitiveness
Lobby and Advocacy
- Training on Farmer Advocacy Consultation Tool (FACT) and action planning for implementing FACT
Learning Exchange to the Netherlands

2019
Advisory Mission on Grains Terminal Project
- Review of grains terminal feasibility study
- Recommendations on phased implementation
Advisory Mission on Loans and Savings Business
- Review of loans and savings operations
- Recommendations for improvements in the business
Advisory Mission on Consumer Retail
- Review of consumer retail business
- Recommendations for structured strategy for expansion
Advisory Mission on Farm Succession Planning
- Drafted a programme for farm succession planning for cooperative members
- Shared experiences and best practices for the creation of the youth council in the cooperative
Agri Coop Governance Training
- Sharing of knowledge in governance
- Action planning for improving governance

GOALS SIDC:
Expansion of feed milling, savings and loans and consumer retail businesses