Outcome
2017-2019

**Benefitting Farmers**

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>149 members</td>
</tr>
<tr>
<td>2019</td>
<td>154 members</td>
</tr>
</tbody>
</table>

**Total Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,289,205</td>
</tr>
<tr>
<td>2019</td>
<td>1,766,685</td>
</tr>
</tbody>
</table>

**Mobilised Loans**

- 2019: Financial institution Landbank, purpose credit line, total amount EUR 1,733,000 attribution of Agriterra EUR 1,299,750
- Financial institution FSSI, total amount EUR 693,200 attribution of Agriterra EUR 591,900

**Equity**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3,957,923</td>
</tr>
<tr>
<td>2019</td>
<td>4,317,914</td>
</tr>
</tbody>
</table>

**Total Assets Cooperative**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>7,770,904</td>
</tr>
<tr>
<td>2019</td>
<td>8,175,187</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>51%</td>
</tr>
<tr>
<td>2019</td>
<td>53%</td>
</tr>
</tbody>
</table>

Name: Federation of Peoples Sustainable Development Cooperative (FPSDC)
Year of establishment: 1998
Commodities: organic rice, muscovado sugar, coco sugar, exotic jams & jellies, Spanish sardines, black garlic, raw wild honey
Processing factory: no
Start Agriterra: 2018

Core business:
- Social Credit Facility
- Social Investment Facility
- Social Franchising Facility (Handholding in Viable Enterprises)
- Institution Building Programme
- Distribution and Marketing Facility (Farms & Cottages Brand)
- E-commerce (PilingPinoy.coop)
- Sustainable Housing Programme (Co-op Ville Community)
- Youth Programme (Youth Leading in Enterprise and Agriculture Development- YLEAD)

BHAG: FPSDC is the leading distributor & marketing arm of cooperative products in the Philippines & the global market

“FPSDC remains committed to ensuring the development of its stakeholders and preservation of the environment while ensuring economic viability with the hope of promoting harmonious coexistence within and among communities. FPSDC... for people, planet, prosperity and peace.”

Christie Rowena Plantilla, CEO
Handholding in Viable Enterprises programme launched, PilingPinoy coop platform launched.

Enhanced marketing knowledge, enhanced lobby knowledge and skills, enhanced governance knowledge.

Recorded gross sales of PhP 82M as of October 2019 for the Distribution and Marketing Facility, distribution channels expanded to 1000.

Handholding in Viable Enterprises programme launched, PilingPinoy coop platform launched.

“FPSDC is a cooperative federation that is ready for the future and is poised for further growth. The strategic advice of Agriterra on its marketing and distribution business is meant to ensure that its business potentials are realised and maximised.”

Jun Virola, business advisor Agriterra

## Input Agriterra

### 2018
- Cooperative Assessment
  - Review of FPSDC governance, financial management and business
  - Recommendations on expanding marketing and distribution business
- Lobby and Advocacy
  - Training on Farmer Advocacy Consultation Tool (FACT)
  - Action planning for implementing FACT
- Learning Exchange to the Netherlands
  - Visit and interaction with successful cooperatives in the Netherlands to learn from their experiences and expertise
  - Gathering of lessons learned and ideas for further growth of FPSDC

### 2019
- Advisory Mission on Strategic Organisational and Business Review of FPSDC
  - Review of FPSDC organisational strategy and marketing and distribution business
  - Recommendations on improving FPSDC’s marketing and distribution business
- Agri Coop Marketing Training
  - Sharing of knowledge and skills on strategic marketing
  - Preparation of strategic marketing plan
- Agri Coop Governance Training
  - Sharing of knowledge and experiences in governance
  - Action planning for improving governance

## RESULTS

1. Enhanced marketing knowledge, enhanced lobby knowledge and skills, enhanced governance knowledge
2. Recorded gross sales of PhP 82M as of October 2019 for the Distribution and Marketing Facility, distribution channels expanded to 1000
3. Handholding in Viable Enterprises programme launched, PilingPinoy coop platform launched

## GOALS FPSDC:

- Fully operationalise its distribution and marketing, services, penetrated around 1000 local market outlets which include supermarkets, institutions, industries (still growing), export F&C products outside the Philippines

Advice | Training | Exchange