

PHILIPPINES

SOROSORO IBABA DEVELOPMENT COOPERATIVE

movie: http://bit.ly/SIDC_Philippines

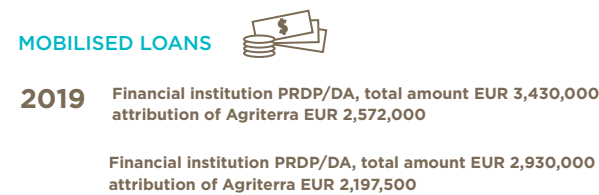


BHAG: Increase membership from 27,000 to 50,000, increase turnover by 20 %, and increase net margin by 5 %



Outcome

2017-2019



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



“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



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



Rabobank



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



Advice



Training



Exchange

GOALS SIDC:

Expansion of feed milling, savings and loans and consumer retail businesses

