



FLD in Action

Review 2009

From the Executive Director

Throughout 2009 Farmer Livelihood Development (FLD) continued the firm growth experienced in previous years. Due to the demand for our services, and the support of a growing list of donors and funders, this expanded several of our longer running programmes, and developed and introduced new initiatives.

FLD's staff converted that funding support into a wide range of achievements:

- we now work in 245 villages in six provinces
- have assisted 19,214 people – 10,985 of them women
- opened the first Khmer Farmer Products shop
- provided rice stores for nine Kuoy villages
- 15 rice and maize stores established in Pailin Province
- training courses for sustainable wild honey harvesting
- exported reusable shopping bags to New Zealand
- marketed banana, taro and yam chips in Cambodia
- initiated courses in stone carving for young Kuoy women
- developed Cambodia's first rural radio talkback series
- planned a major project for 5,000 food insecure families.

We are grateful for the financial, technical and moral support that the donors and partners listed in this review provide. Without them we could not continue our mission – to alleviate poverty in marginalised rural communities. Nor could FLD continue to grow as an organisation, dedicated to assisting disadvantaged Cambodian farmers

SOK SOMITH (Mr)
Executive Director



FLD staff

By the end of 2009 FLD had 63 staff: 40 based in Phnom Penh. Most of whom travel regularly to projects in the provinces – our hard working six-person training team is a good example of this. The remaining 23 staff members work from five regional offices. By year's end, three expatriate advisors were supporting staff in key areas: small business development, communications and training.



A 2009 highlight was the October staff retreat in Stueng Treng. Workshops encouraged staff to discuss their roles, along with their thoughts about FLD's work and future. They also set a list of major milestones to be achieved in 2010.

Business Development Services



FLD's training arm, Business Development Services (BDS) was busy throughout 2009, while developing its training services to be both commercial and self-financing. It continues to provide consultancy services and a wide range of agricultural, business and capacity building courses to farmers and community based organisations. Our six-person training team work with international NGOs and individuals, and they achieved much in 2009, including:

- 2,848 (1999 female) people attended training courses: from agricultural skills to proposal preparation, business management and wild honey harvesting
- because skills' training assists the whole family (approx 4.5 people) the indirect human benefit has positively affected 12,816 people
- 15 rice and maize storage units were erected in Pailin province along with post harvest management courses supporting their use
- between 2007-2009, former trainees constructed 621 chicken houses, 231 pig rearing units and 73 mushroom growing facilities
- over US\$170,620.35 was earned from consulting work – US\$5373.36 (3.14%) of this saved in FLD's bank account
- WCS financed an FLD study of the rice value chain in Phnom Penh, Kompong Thom and Preah Vihear
- BDS became a stand-alone training unit; physically and managerially.

Employment Opportunity for Young Women

Funded by Charities Aid Foundation (CAF)



2009 was the last calendar year of this very successful programme's first three-year cycle in Kompong Speu, Kandal, Siem Reap and Preah Vihear. A lot has been achieved, and an analysis of that has led to the programme's expansion to other provinces as part of its next three-year phase.

In 2009, 867 young women made positive gains from their involvement in the EOYW programme.

- 209 literacy graduates
- 381 received vocational skills training
- 207 successful business management trainees

- 51 studied marketing in selected marketplaces
 - 19 won scholarships for advanced training
- A post training survey of 476 trainees showed that before skills training the minimum income was as low as US\$5 a month. The average family income had been US\$44.08 – after training, US\$46.93. Also, 61 per cent of the literacy trainees utilized their newfound skills, including: reading, writing and teaching their children or siblings.



Income Generating Project (IGP)

Funded by Charities Aid Foundation (CAF)



In Siem Reap Province, five Village and Savings Loans Associations (VSLA) groups with a total of 151 members were established. They met regularly and also received pig production training. By December savings of US\$736.80 had accumulated, from which 58 members had borrowed – 70 percent for livestock production, the rest for household needs.

External loans of US\$5,430 from the CAF-IGP project were utilised by 91 members (three male). The majority was loaned for pig and chicken rearing, and the rest for fertiliser to boost rice production. To date, all repayments – principal and interest – have been on time. It is too soon to assess what impact the scheme has had on members' livelihoods.

Sustainable Livelihood Options Development

Funded by Asian Community Trust (ACT)



The project's initial focus was 300 households in nine villages in Kompong Speu and Preah Vihear Provinces that earn less than one US dollar a day. Of the 283 actual group members, 239 received chicken rearing training, and 17 on pig farming. They were also formed into 19 VSLA groups and saved US\$2,015. This means that since 2007 the savings from all 79 groups, (1,190 members) has reached US\$6,018.



FLD's training team provided courses on Group financial management to Village Revolving Fund Committee (VRFC) executive members. Monitoring the VRFCs shows that they continue to save and use loans from FLD's CJCF. The new groups' total savings amounted to US\$8,033.04, which is in addition to the FLD CJCF loans of US\$4,258.15. Monitoring 33 VRFCs over two years shows that the great majority (29)

continued to both save and use a combination of loans from their own savings and the CJCF. This was for both income generating and personal purposes.

Village Market Network (VMN)

Funded by the Wildlife Conservation Society (WCS)



The VMN project in Preah Vihear Province provides the Kuoy people with alternative sources of income to both improve their livelihoods and ease pressure on the surrounding forest and its inhabitants. The programme's initiatives include:

- certification and quality control training for 28 VMN executive members to produce 'wildlife friendly' malis rice
- 20-30 kilograms of malis rice seed provided to VMN members, along with training in the complete rice production cycle



- erection of permanent rice storage in nine villages
- 50 tonnes of malis rice procured from four villages and marketed in a specially designed package.
- 44 VMN members (17 women) attended chicken and pig rearing courses
- 144 women attended a variety of courses ... commune investment, commune development plans, forestry law and workshops with commune councils and district and provincial governors



- training courses for sustainable honey harvesting.
- 300 litres of wild honey and marketed under the Khmer Empire brand

From the sale of rice and honey and other constructive activities, 1,370 VMN members (685 female) benefited from this major FLD project.

Civil Society and Pro-Poor Market Support

Funded by Catholic Relief Services (CRS)



Kompong Speu based, this project strengthens community based organisations (CBO); training a large number of CBO leaders and members in:

- Community development plans and community integrated plans – CBO member attendance at 28 different courses was 2,888 (1723 women)
- Spider graphs – 102 attendees from 16 CBOs
- Small proposal writing – six courses for 209 CBO executive members (112 women)
- Seven financial management refresher courses attended by 45 commune executive members (14 women)

In all, 2,888 CBO executive members (1,723 women) were trained by FLD; assisted by partner organisations. The outcomes included:

- Seven small grant proposals approved by CRS for CBOs and their executive members
- Seven CBOs understood and improved their business practices
- CBO leaders have the confidence to transfer their knowledge to their membership.

Farmer Market Development Model (FMDM)

Funded by CARE International



In Prey Veng and Svay Rieng Provinces 21 new Village and Savings Loans Associations (VSLA) were established in 2009 and are already working well. Adding them to the existing groups the two provinces now have:

- 63 functioning VSLAs with 1,024 active members
- US\$9,534 in savings and 360 borrowers with loans of US\$9,168
- another six savings groups formed at the end of the year
- Over 50 savings groups will continue when the programme ends.



FMDM also works with young people: 351 (192 female) attended meetings explaining the vocational skills training. The young men were interested in mechanical opportunities and the young women in sewing, for which 24 have been selected for training. Both genders showed interest in both vegetable and livestock production.

Around 80 self help groups will be trained in small business and financial management. A shop selling their produce will be opened in Svay Rieng by April 2010.

Khmer Farmer Products (KFP)



In 2009 FLD opened its first KFP shop in Tuol Kork, Phnom Penh. KFP is a social enterprise that packages, markets and sells products made by groups formed through FLD training and finance projects. This is because providing vocational skills and business training to farmers and young women is not enough. They face difficulties in finding outlets that will pay them a fair price. KFP's role is to first procure the products from the business groups and

then act as an intermediary to find markets with better paying customers.

KFP's 'Khmer Empire' brand markets wild honey, woven baskets, snack foods, clothing, other sewing products, stone sculpture and rice. More KFP shops will open in 2010 and at the same time local mini-marts and supermarkets will be supplied. A catalogue listing the product range will be released in February.



Community Job Creation Fund (CJCF)



The CJCF programme now operates in Kompong Speu, Kandal, Preah Vihear and Siem Reap Provinces and employs four loan officers and an internal auditor. During the year it was registered as a credit operator with the National Bank of Cambodia. The programme's total loan capital reached US\$97,717 in 2009, with 2,046 CJCF clients benefiting from one of three different funds:

- 1,152 from the CJCF loan portfolio
- 803 from the ACT portfolio
- 91 from the CAF-IGP portfolio

FLD in 2010

FLD has several exciting and practical new projects for 2010



The *Kuoy Entrepreneur Development* project, funded by the ILO, will assist 90 people, at least 60 of them women, from six villages in Preah Vihear. They will be formed into handicraft producer groups for training and mentoring and 24 of the members and village leaders will receive specialist financial and business training.



In Oddar Meanchey and Preah Vihear the EU funded *Sustainable Actions to fight Poverty, Hunger and Malnutrition* project will focus on some 5,000 food insecure households. It will encourage an increase in the diversity and consumption of local foods, and an increase in off-farm income through non timber forest products. It will also provide vocational and technical training and ensure that vulnerable groups, especially women and children, have ready access to health information, safe drinking water and good sanitation



FLD's innovative radio series, *O-kas Kassekor (Farmer Opportunity)*, funded by The Asia Foundation, will broadcast 22 one-hour programmes to the rural community from March to June. A live programme with both studio guests and callers in a talkback format, the series will share the opinions of farmers, their advisors, provincial government officials and commune councilors.