

BRIA in-house, Regional Knowledge Sharing Workshop
“Public Private Partnership (PPP)”
 21 – 23 March 2017, Viet Nam
FIELD VISIT – Fact Sheet

Dong Thap province:

Public Private Partnership (PPP) – Visiting *Tan Cuong Cooperative* in Phu Cuong commune, Tam Nong district, Dong Thap Province

Participant will visit a Tan Cuong farmer cooperative that is non- BRIA programming, some of stakeholders and farmers will also join the visit as key element to form an essential linkage in the cooperative. They will share visitors their experience in cooperation to running their cooperative.

There, participant will directly meet and discuss with the cooperative leaders, their cooperative farmers, province and district governments who are involving in supporting Tan Cuong cooperative operation.

Tan Cuong Cooperative
Established: 2000
Location: Phu Cuong commune – Tam Nong District – Dong Thap province
Overview: Tan Cuong cooperative is well known as one of the best farmer cooperative model operation in Mekong Delta provinces in general and in Dong Thap province, particular. Cooperative business service: Pipe water supply, pumping, seeding, and pesticide, fertilize, farming preparing, rice harvesting, rice production trading
Cooperative capacity: There are 385 cooperative members, of which 237 of them have capital contributed to the cooperative business. Providing pipe water to 2.500 households and pumping for 1.500 ha of rice. The cooperative associates with 2 other cooperatives (Hùng Cường, Tiến Cường) to provide such services: drying, milling, storing and consumption. They provide credit through investing in supplies. The cooperative role is also to provide their member’s supports in development rice production plan to help them increase their member’s income though cooperation with local agricultural technician to provide IPM/ Viet Gap rice cultivation reduce agricultural input investment and finding a big rice company in Mekong Delta provinces to sell their member’s rice production.

PROGRAM

Time	Activity	Remarks
0700-0830	Travel to Tan Cuong Cooperative at Phu Cuong commune, Tam Nong district, Dong Tap province	
0830-0930	Introduction	
0930 - 1100	Parallel discussion with various partners: 1. Cooperative Leaders 2. Farmers 3. DARD & Department of Rural Development 4. Provincial of Cooperative Alliance 5. Center of Agriculture Extension	The group will be divided into 2 sub-groups for deeper discussion with particular stakeholders
1130 - 1300	Travel to Tram Chim National Park & Lunch	
1300 - 1630	Travel to Nesta Hotel, Can Tho city	
1630 - 1700	Arrival at Nesta Hotel, Can Tho city	

Hau Giang province

Public Private Partnership model (PPP) – Visiting **Phuoc Trung Cooperative & Song Hau Food Company**

Participant will directly meet and discuss with the cooperative leaders at **Phuoc Trung Cooperative**, and the cooperative members (farmers), as well as BRIA provincial implementation partners. Then, the participant will meet and discuss with leaders of VNAFOOD 2 (Viet Nam Southern Food Corporation) and their company member, namely **Song Hau Food Company**. Besides, discussing about rice supply chain, participant also has a chance to see the activities of rice processing.

Phuoc Trung Cooperative
Established: 2012
Location: Truong Long Tay commune – Chau Thanh A district
Overview: Tan Phuoc cooperative has joined in BRIA project since 2015, with 66 members. The cooperative provides agricultural services to the members and neighboring farmers. Besides, the cooperative also provides services / machineries, such as: storage house, rice seed selection machine, pesticides spray, and row seeding machine. The cooperative role is also to provide their member's supports in development rice production plan to increase their income through cooperation with local agricultural technician. The cooperative introduces SMART rice cultivation, which is to reduce agricultural input investment and creates market linkages with contractual arrangement with Song Hau Food Company.
Song Hau Food Company
Established: 1999
Location: Block 18 th , Tra Noc ward, industrial zone I- Binh Thuy district, Can Tho City
Overview: Song Hau Food company is one of the first class- state –owned company directly under VNAFOOD 2. The company is also the member of Viet Nam Food Association (VFA) and Viet Nam Seaport Association (VSA). Field of business: Exporting rice; Retailing and wholesaling rice (broken rice, rice bran) and food on domestic market. Company production facility: Company's factories are well- equipped with modern facilities and devoted workers. It capacitated with rice miller (capacity 10 MT paddy/hours); 10 rice polishers (1,600 MT/day); 21 warehouses with area of 65,000m ² - and total capacity of 130,000 MT. The annual purchasing is around 500,000 MT paddy, and sell over 200,000 MT rice. Role of the company in PPP model: Song Hau Food Company has joined in BRIA Hau Giang province project since summer autumn crop 2016 and plays a role as supporting rice cultivation and buy all quality products from the large field as committed in the contract with farmer cooperative. The company has bought about 7.000 tons of rice of BRIA project areas in Hau Giang province so far.

PROGRAM

Time	Activity	Remarks
0700 - 1000	Travel to Phuoc Trung cooperative - Truong Long Tay commune- Chau Thanh A district - Hau Giang province	
1000 - 1200	Visit the cooperative & introduction by the Cooperative Leader Discussion with related stakeholders: 1. Provincial & district level of Dept. of plant & plant protection 2. Farmers	The group will be divided into 2 sub-groups for deeper discussion with particular stakeholders
1200 - 1300	Lunch	
1300 - 1400	Travel to Tra Noc 1 - industrial Zone- Cần Thơ city	
1400 - 1530	Visit Song Hau Food Company Discuss with Song Hau Food Company and VFA	
1530 - 1600	Travel to Nesta Hotel, Can Tho City	
1600 - 1630	Arrival at Nesta Hotel, Can Tho City	