

## CAVAC BACKGROUND

CAVAC has around 30 competent staffs working in the areas of Agri-Business and Irrigation. The Program started in 2010 and will continue to at least until the end of 2015.

As well as supporting businesses, CAVAC also constructs irrigation schemes, and supports the Royal Government of Cambodia in its capacity to support agriculture. CAVAC has also been active in research.



All funds provided by CAVAC come from the Australian Government through their development organisation AusAID. Each year CAVAC submits its annual plan to a steering committee that is chaired by Ministry of Agriculture, Forestry and Fishery and Ministry of Water Resource and Meteorology. Though we are aligned with Government priorities, CAVAC handles its relations with companies independently.

CAVAC hopes that this overview gives clarity on what CAVAC is and does. Our website can provide more information.

## PLEASE FEEL FREE TO CONTACT US ON:

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[www.cavackh.org](http://www.cavackh.org)



The CAVAC project is implemented by Cardno



## OPPORTUNITIES IN AGRICULTURE



Agriculture in Cambodia is changing quickly. This is not only good for farmers but also creates opportunities for businesses, large and small.

*If you are working for or owning business that supplies inputs to farmers, that trade agricultural products, that produce seeds or process agricultural products or if you want to extend your business to rural areas, CAVAC may be able to support you.*

CAVAC is an Australian Government funded program that believes it can give farmers in Cambodia a better life by supporting changes and innovations in agriculture in Cambodia. CAVAC recognises that these changes are often driven by businesses and is therefore interested to talk with companies that are interested in improving their businesses.

## WHY CAVAC SUPPORTS COMPANIES

Farmers in Cambodia still have low yields and often produce products of low quality. To improve this, they need better seeds, fertilisers, pesticides and tools. They also need knowledge of how best to use these inputs.

Companies can help farmers AND themselves by giving farmers better products and advice; by helping farmers produce more and better products companies can buy.

## THE KIND OF SUPPORT CAVAC OFFERS TO COMPANIES

If you want to change the way you do business, it should of course be profitable for you. For us to support you, however, the change in your business must also be profitable for farmers.

CAVAC can help you for a few months or up to a year, with harnessing your innovation. We can help with agricultural expertise, business knowledge, market knowledge or with the introduction of innovations.

Doing something new and different is risky for businesses; therefore, we can help reduce some of these risks.

## CONDITIONS FOR SUPPORT

- ▷ As most smallholder farmers are producing rice and/or vegetables, these are the 2 sectors we focus on.
- ▷ Though we are happy to negotiate cost sharing arrangements for the initial costs of your innovation, we are reluctant to purchase equipment.
- ▷ We are aware that helping one company can hamper their competitors. We are very careful to remain fair to all.
- ▷ We expect serious commitment from the companies we work with, including cost sharing of the initial costs. The entrepreneur needs to remain in charge and as such CAVAC can only provide support.



## AS OF JANUARY 2013 WE SUPPORT OR HAVE SUPPORTED:

- ▷ 12 fertilizer companies to increase and improve their interaction with farmers.
- ▷ 64 rice seed producers, companies and associations to produce and sell better seeds
- ▷ 2 pesticides companies with better knowledge
- ▷ 1 miller with improving the quality of paddy that farmers produce for them.
- ▷ A TV production company to produce a series of agricultural programs for commercial TV stations.
- ▷ A media research company to conduct media habit research among rural population
- ▷ A call centre to reach out to rural markets
- ▷ 2 large vegetable seed companies with overall support

