

ABSS Limited

Origin and Development:

ABSS Limited is a Cooperative Society taking its registration from the Department of Cooperative as a primary cooperative society for Jashore Sador Upazila and its registration no. was 106/J on May 12, 2011. For wider range of the programme operation the cooperative department revised its registration no. 23/J (Revised) on February 1, 2012 for working in all over the Jashore district. ABSS Limited actually started its loan programme on January 2015 with its generosity.

Vision:

To enable an enriched co-operative culture where modern technology and business related knowledge, skill and values make growing middle class into responsible entrepreneur realizing their full potential and corporate responsibilities.



Best Value Chain (Vegetable) award receiving by Rafeja Begum

ABSS Limited belongs some specific **objectives** and these are:

- ☐ To initiate digitized educational institutions for ensuring quality education with social values and civilized culture in all level
- ☐ To initiate quality therapeutic services for ensuring peoples' reliance and trust.
- ☐ To initiate a new methodology of Corporate culture and responsibility for trade, commerce and industry.
- ☐ To provide technical as well as financial support to the farmers for developing agro farm and agro based industries.
- ☐ To manage our financial portfolios so that the association will earn high standard revenue to satisfy our investor associates.
- ☐ To encourage co-operative initiatives and attitudes among the members of the association.

ABSS Limited Value Statement:

☐ **Empower Through Simplicity**

Accessible Solutions: We design our services and products to be straightforward and easy to use, ensuring that every member can benefit without confusion. We avoid unnecessary complexity, focusing on practical solutions that make a real difference.

☐ **Commit to Accountability**

Reliable and Transparent: We stand by our promises with clear actions. We focus on delivering what we commit to and are always ready to assist if needed. Our aim is to build trust through consistent, transparent actions rather than lofty promises.

☐ **Cultivate Innovation**

Inspire and Engage: We foster a culture of creativity and enthusiasm in our work. By embracing modern ideas and approaches, we aim to offer fresh, high-quality solutions that inspire and drive positive change in our community.

□ **Respect and Inclusivity**

Honor Local Traditions: We deeply respect the diverse cultures and values of our members. We adapt to local practices and engage with communities in a meaningful way, believing that loyalty and respect are earned through genuine, inclusive interactions.

Strategic Focus Areas:

1. Strengthen Cooperative Culture:

- **Training and Development:** Offer ongoing education and training on cooperative principles, business management, and technical skills to all members.
- **Member Engagement:** Enhance communication and involvement through regular meetings and participatory decision-making.

2. Leverage Technology:

- **Digital Transformation:** Invest in digital tools and platforms for improved operational efficiency, including online banking, marketplace integration, and data management.
- **Automation:** Implement automation in administrative and operational tasks to reduce manual efforts and improve accuracy.

3. Expand and Diversify Programs:

- **Program Development:** Continuously assess and enhance existing programs (e.g., Enterprise Development Programme, C2F approach) and introduce new initiatives based on emerging needs.
- **New Initiatives:** Explore innovative business models and partnerships to broaden product and service offerings.

4. Enhance Financial Sustainability:

- **Revenue Streams:** Develop diversified revenue sources through various programs (e.g., FairCo) to ensure financial stability and growth.
- **Cost Management:** Implement efficient cost control measures to maximize profitability and resource utilization.

5. Market Expansion and Outreach:

- **Targeted Marketing:** Execute marketing strategies to reach new markets and increase the visibility of ABSS Limited's programs.
- **Community Engagement:** Build strong relationships with local communities, stakeholders, and potential partners.

2. Implementation Strategies

1. Operational Excellence:

- **Process Improvement:** Regularly review and streamline operations to enhance efficiency and effectiveness.
- **Quality Assurance:** Establish quality control systems to maintain high standards in products and services.

2. Financial Management:

- **Investment Strategy:** Develop a strategic plan for investments to support program growth and infrastructure development.
- **Risk Management:** Create risk management frameworks to identify, assess, and mitigate financial and operational risks.

3. Member and Customer Relations:

- **Customer Feedback:** Collect and analyze feedback to continually improve services and address issues promptly.
- **Member Support:** Provide ongoing support through financial assistance, technical guidance, and educational resources.

4. Innovation and Adaptation:

- **Research and Development:** Invest in R&D to explore new technologies, products, and services.
- **Market Trends:** Stay informed about industry trends and adapt strategies to meet evolving market demands.

5. Partnerships and Collaborations:

- **Strategic Alliances:** Form partnerships with cooperatives, businesses, and development organizations to leverage resources and expertise.
- **Networking:** Participate in industry networks and forums to build relationships and share best practices.

3. Monitoring and Evaluation

1. Performance Metrics:

- **KPIs:** Establish key performance indicators (KPIs) to track progress toward strategic goals and objectives.
- **Regular Reviews:** Conduct performance reviews and assessments to evaluate strategy effectiveness and make necessary adjustments.

2. Reporting and Accountability:

- **Transparency:** Ensure transparent reporting of financial and operational performance to stakeholders and members.
- **Accountability:** Hold leadership and staff accountable for achieving strategic objectives and adhering to organizational values.

On going Programmes:

Enterprise Development Programme:

ABSS Limited provides technical as well as financial supports to the people who are struggling to be entrepreneur.

Goal:

To develop a class of responsible entrepreneur for sustain business development

Objectives:

- ☐ To provide financial assistance to the small entrepreneur
- ☐ To provide technical assistance to the small entrepreneur

Characteristics for the EDL Loan:

- Must have a trade licence
- Successful Small Business with 3 (three years)
- Signed an agreement
- Business Bank statement for 6 (six) month
- Guranter agreement
- 2 (two) weeks grace period

- Weekly installment

Target people:

Entrepreneurs who are continuing their enterprise for 3 (three) years and struggling for capital with potentiality.

Current outstanding (BDT): BDT=55,00,000.00

Agriculture Value Chain Programme for the Women:

A value chain is a business model that describes the full range of activities needed to create a product or service. For groups that produce goods, a value chain comprises the steps that involve bringing a product from conception to distribution, and everything in between—such as procuring raw materials, manufacturing functions, and marketing activities. ABSS Limited is continuing a value chain programme for the rural women with specific trade groups.



Vegetable Value Chain Group Meeting

Rural women who have some concept and a little experience on specific trade and want to access the formal market system adding value of their traditional products will be the beneficiary of the programme. ABSS Limited will provide them technical supports as well as financial supports to ensure sustainability. ABSS Limited starts its Value Chain on September 2021.

Goal:

Quality product or trade development for access the formal market system.

Objectives:

- To provide trade based technical supports
- To add value during production
- To link with the formal market
- To assist financial supports
- To assist progress assessment

Characteristics for the VC Loan:

- Must have be a member of vegetable or goat group
- Must have a trade for vegetable or goat rearing
- Previous experience of 3 (three) years
- Signed an agreement
- No Bank statement needed
- Guranter agreement
- 2 (two) weeks grace period
- Weekly installment

Target people:

Rural or urban women who have a traditional experience and concepts on a specific product or trade focusing a group based approach.

Current outstanding (BDT): BDT=45,00,000.00

Any Purpose Loan (APL): This is a special category loan product for the cooperative members who are with a job and requisite money for household needs. An employee member can apply for this loan for any lawful emergency need.

Current outstanding (BDT): BDT=10,00,000.00

FairCo Fans Club

FairCo is a cooperative Bazar system which is established on May 9, 2020 following “Cooperative Bazar Policy 2013”. To reach the FairCo activities to the community people FairCo Fans Club is developed.

Goal: To assist the development of women entrepreneurs engaging at community based marketing system through FairCo.

Objectives:

- ☐ To supply commodities to the community people with fair price
- ☐ Increasing women income participating local market system
- ☐ Women entrepreneur development through marketing system
- ☐ Women farmer development through C2F approach
- ☐ Provide technical and financial support to the IGA



Fans Club Members weaving bamboo Baskets

Target people:

Rural or urban women who have interest on sales and marketing at community level following Community Marketing Approach.

Current outstanding (BDT): BDT=45,00,000.00

C2F (Cooperative to Farmer) approach to Livestock Development



ABSS Limited provided cattle to the Farmers

C2F approach is a livestock development approach through profit-loss sharing with farmers with a view to develop a group of livestock farmers with the technical and financial support by the Astha Bohumukhi Somobay Somittee Limited. Currently it creates a great demand to promote farmers in the area of livestock. This approach is an innovation of ABSS Limited in May 2019.

Goal: Rural Development through livestock partnership approaches

Objectives:

- Develop the concept of profit-loss sharing following win-win method
- Promote a class of livestock farmers through cooperativesupports
- Contribute to the Rural Development of Bangladesh through partnership approach

Ownership: The Farmer and the ABSS Limited

Source of Fund: Initially own fund of the ABSS Limited and develop a revolving fund by the farmer as well as development partners.

Plan: Farmers' plan assisted by livestock technical experts/consultants.

Primary target: Beef Fattening with 10 farmers with 5 cattle for each farmer

Farm house:



ABSS Limited supported cattle shade

Farmers need to have at least 3 cattle accommodation with proper electricity facility and enough space to reserve minimum feeds. Cooperative will support for building extended cattle shade for at least 10 years contract with 10 percent depreciation each year after an assessment of 1st batch completion.



Feed and Treatment: All types of feed, water, medicine along with treatment will carry on by the farmers and the technical support will provide by the cooperative.

Electricity and Equipments: Farmers will bear electricity and equipment cost. Electricity meter should be separated.

Profit/loss Sharing: Current practice in rural Bangladesh for beef rearing is observes as equal (Owner 50% and the Farmer 50%) as profit sharing where farmers have to bear all the costs except cattle. ABSS Limited observes that most of the rural farmers have a little capacity to maintain quality nursing and for this, the growth of cattle is going slow down. Considering this circumstances ABSS Limited offers it's livestock farmer members to support the technical supports as well as an interest free loan for the animal feed at 40 percent of the animal purchase price.

The profit/loss sharing ratio as 25 percent for the cooperative and the 75 percent for the Farmer for won cattle shed. Farmers will be allowed to apply for cattle shed for the 2nd batch of their farming.

| Input | % of Profit/loss | Responsibility |
|---|------------------|----------------|
| Animals and structural support | 15% | Cooperative |
| Programme Operation and Technical Support | 05% | Cooperative |
| Financial Support (Feed & Treatment) | 05% | Cooperative |
| Feed, treatment, equipments and fittings | 45% | Farmer |
| Supervision /Take care | 10% | Farmer |
| Cattle shed and land | 10% | Farmer |
| Vermin-composting | 05% | Farmer |
| Grass cultivation for Animal | 05% | Farmer |

Risk Sharing: Cooperative observes some risk factor as; management of sick animals, access Indian beef cattle, uncertain diseases etc. Cooperative will take necessary action towards a risk fund from the source of the procurement at 2% from each cattle. Any kind of missing related to disease or any other causes, the committee for risk fund judge the case and fill up the cattle within 2 (two) weeks with immediate effect but unknown missing like theft will not be considerable for risk fund and the responsible will go on the farmers.

Farm House Transfer: After the end of depreciation the cooperative will transfer all the assets to the Farmer with proper documentation. Then she/ he will be able to continue her/his farm by herself/himself. Of course, the technical support may be continued if the farmer required.

Farmer (Livestock): Farmer (Livestock) is the key implementation person for day to day nursing and taking care of the farm. She/he has to stay in the farm premises for nursing and taking care of the animals simultaneously. She/he has to maintain some terms and conditions:

1. Must be a member of ABSS Limited
2. Her/ his gross deposit to the cooperative will not be less than BDT=10,000.00 (Ten thousand only) for each animal.
3. She/he has minimum experience in beef fattening
4. Has at least 3 cattle accommodation by own arrangement for 1st batch
5. Has enough space for minimum feed storage
6. Has good will in honesty and hard working
7. Commitment to be a livestock farmer
8. Respect to the cooperative principles and values

Her/his tasks will be:

- Prepare feed for animals and Feeding the animals
- Waste management and cleanness for the farm
- Bathing the animals as the suggestions of the Officer (Livestock)
- Feeding medicine as following the suggestions of the Officer (Livestock) or livestock physician
- Maintain the discipline of the animals
- Willing to travel different places to procure, trade and retail the animals
- Cultivation of grass by the cooperative financial support
- Produce vermin-compost with the support of Officer (Livestock)

Officer (Livestock): The Officer (Livestock) is the key technical person for this programme implementation. She/he will consider the regular employee for the cooperative. Her/his tasks will be:

- Takes preventive as well as curative measures for animals safe living or safe growth
- Preparation of feeding chart or developing a feeding calendar

- Preparation of entrance (procure) and exit (sell) plan
- Ensuring safe and quality feed by testing before feeding
- Supervision of cleanness and dried up floor for ensuring safe environment of the farm house
- Monitor the measurement of temperature after each 3 (three) hours and take necessary actions as increase or decrease the temperature
- Ensure continuous electricity supply to the farm premises
- Monitor the supply of safe drinking water and sewerage system
- Maintain stock registers and ensure inventory management
- Assist the farmers as required by the programme
- Maintain an animal database
- Measuring wait as required the database after certain period (each week)
- Maintain a petty cash for local expenditure
- She/he will be responsible for Natural Manure (Worm Compost) Processing Plant

Future Partnership Business Model:



Current outstanding (BDT): BDT=25,00,000.00

Fair Price Cooperative Bazar (FairCo)

FairCo is a cooperative bazar following the cooperative bazar policy 2013 by ABSS Limited. It starts its operation no May 2020. It has four componants and these are as follow:

FairCo Grocery

FairCo is a fair price home delivery store, continue its operation from May 2020 following the “Cooperative Bazar Policy-2013”.



Goal: Provide quality grocery items to the consumer with fair price.

Objectives:

- ☐ To assist consumer to enjoy the benefits of fair price reducing middle man
- ☐ To introduce quality products for ensuring consumers trust and reliance
- ☐ To assist producers for taking fair price for their product

FairCo Food Zone

FairCo Food Zone starts its operation as home delivery food supplier on February 1, 2021 for ensuring quality food for the individual as well as corporate customers.

Goal: Food supply to the individual as well as corporate customers with fair price.

Objectives:

- ☐ To supply breakfast, lunch and dinner to the urban working people
- ☐ To supply food to meeting, training and workshop food to the corporate customers
- ☐ To ensure satisfaction food thirst following the Bengali food heritage

FairCo Fabrica

FairCo Fabrica starts its operation on January 20, 2022 for supporting Bengali fabric heritage market promotion.

Goal: To support the promotion of Bengali fabric heritage for their survival

Objectives:

- ☐ To supply daily use traditional dresses with fair price
- ☐ To assist small producers for promoting community level market
- ☐ To increase women income level engaging community level market system
- ☐ To develop women entrepreneurs participating marketing system



FairCo Wholesale

FairCo Wholesale starts its operation on February 7, 2022 for assisting small retailers providing quality spicy items, edible oil and pulses items.

Goal: Promoting small retailers for sustainable business operation

Objectives:

- ☐ To develop a class of responsible retailer spicy business
- ☐ To assist retailer to deliver quality spicy products
- ☐ To assist to ensure fair price in the retail market

Current outstanding (BDT): BDT=35,00,000.00

Social Responsibilities

ABSS Limited is respectful for social responsibility from its starting period. For this we deposite 5% from our net income and expenses this amount for sipened of the poor members childrens' education and treatment expenditure.



Stipened for Education: ABSS Limited provides 3 (three) stipened for members childrens' education.

Treatment Aid: ABSS Limited supports to the membbers of the cooperative and their family memers for their emergency treatment aid.



COVID-19 Response: ABSS Limited operated COVID-19 response activities among the members and their families and provide hand spray use orientation with necessary equipments and materials; provide food aid etc.

