Beijing Xing Nong Tian Li Agricultural Machinery Service Cooperative
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1. Introduction 基本情况

Xing Nong Tian Li Cooperative

- Founded in 2008
- 312 member households
- 281 units of farm machines
- Concentrated landholding, Large-scale operation
- Income increase of 5,000 households
- Over 30,000 mu of crops
- 5 provinces and municipalities
- 9 districts or counties
- 30 townships
- 135 villages
- 400 facility greenhouses
- 500 mu of flowers and fruit trees
- 5 provinces and municipalities
Business Scope 业务范围

- Farm machinery service 农机服务
- Custom hiring 农机作业
- Supply of machine parts 配件销售
- Machine maintenance 农机维修
Business Scope

- crops
- flowers and fruit trees
- facility greenhouses

种植

farming

www.bjxntl.net
2. Operation Model 经营模式

- crop ploughing and sowing 代耕代种
- crop care 托管服务
- cross-region operation 跨区作业
- land-based share 土地入股

经营模式 operation model
Ploughing and planting for farmers

代耕代种

• the most basic form of our operation
• 最基本的作业形式
• We offer whatever service that farmers need
• 农户需要什么服务我们就提供什么服务
Crop care service 托管服务

• one-stop service 全程服务

• farmers only need to make plans for crop growing and wait for harvest 农户拟定种植计划

• the from ploughing, planting, managing, plant protection, applying pesticides and harvesting are done by the cooperative 从耕、种、管、植保打药到收，全部由合作社来做

• harvests are owned by farmers 收的成品归农户所有
Land-based shares 土地入股

- Farmers are transformed from “small land owners” that plow and plant by themselves to “shareholders” who draw dividends. 农民由原来的自耕自种的“小地主”，转变为收取红利的“股东”
- don’t have to care about production and operation 不再参与农业生产与经营
- rent 6,300 mu (420 ha) of land from over 1,000 farmer 流转了6300亩土地，农民每年享受1200元/亩的收益
- land transfer could bring about 1,200 RMB per mu to farmers
- facilitate the transfer of rural surplus labor, provided employment over 100 farmers 促进农户转移就业，为100多位农民在合作社安排了就业
Land-based shares 土地入股

• unified agricultural materials, machinery operation, management, plant protection, harvest, sales and branding 统一农资、统一农机作业、统一管理、统一植保、统一收获、统一销售、统一品牌
• growing high-yield and new varieties and carrying out large-scale machinery operation 种植高产新品种和实施大规模机械化作业
• 6,300 mu (420 ha) of land was managed by 1,000 farmer households before 土地流转前，6300亩地需要1000个农户兼业经营
• now land management only needs 65 Cooperative members, with a per capita average of 100 mu (6.67 ha) 合作社经营仅需65个社员来负责，人均管理100亩
Cross-region operation 跨区作业

• a latitude spread of 50 degrees, the growth period of crops are distinctly different 中国南北纬度跨度近50度，农作物生长周期有显著差异
• making use of the time difference 合作社利用不同地区农机作业的时间差异
• organize machinery operation in different regions 组织跨区作业
• Each year, the cross-region operation lasts around 2 months 每年跨区作业的时间在2个月左右
Year-end Bonus Awarding

入股分红
3. Experience

- Favorable government policies
- Large-scale operation to raise benefits
- Enhance training to improve capacity
- Cooperate with universities for complementarity
- Innovate in development and take bold actions
Favorable Government Policies

• subsidy on farm machinery purchase 农机补贴
• subsidy on seeds 种子补贴
• subsidy on fertilizers 肥料补贴
• subsidy on pesticides 农药补贴
• some free greenhouse plant protection tools 免费发放部分大棚植保材料
• subsidy on the interest payment of some loans 部分贷款贴息
• tax exemption for cooperatives 合作社免税
• technology guidance 提供技术指导
Large-large-scale operation 规模经营

• rural households were working in individual family units. A household with 8 mu of land needs to put in long-term labor to earn about 10,000 RMB in a normal year.

• 原先一家一户的农民自己种植，一户约8亩地，需要一个长期的劳动力，正常的年份一年收入约10000元

• After adopting large-large-scale operation, productivity has been greatly improved and surplus labor could be shifted to the secondary and tertiary industries.

• 规模经营后，不断种植效率提高了，而且能把劳动力解放出来从二、三产业，农民增加了收入
Enhance training 强化培训

- Human resource is the most important resource. 人是第一资源
- increase employees’ sense of ownership 增强员工的主人翁精神
- improve their general capacity, productivity and service quality 提供高员工的综合素质，提高生产效率和服务水平
- more competitive on the market 能适应市场变化
- more adaptable to market changes 增强竞争优势
Cooperate with universities 高效合作

- improved technical capacity 提升了技术能力
- provided a platform for the University through which their technologies could be applied in the industry.
- 给大学提供了技术平台，使得高校技术能有效落地
Keep innovating and take actions

• innovation of its operation model
• innovation of its management model
• technological innovation
4. Difficulties

- management
- market
- talents
Thank you!