

A Report on: Engaging Private sector actors in cocoa value chains in adopting Climate Smart Cocoa (CSC) Practices in Ghana

FROM THEORY TO PRACTICE

MUSTAPHA DALAA, FRANK HICKS, SHARON MENSAH & RICHARD ASARE



Table of Contents

List of Acronyms	2
Introduction and Objectives	3
Main Discussion Points	3
1.0 Meeting with Touton.....	1
2.0 Meeting with Solidaridad	5
3.0 Meeting with Cargill.....	8
4.0 Meeting with Barry-Callebaute	11
5.0 Meeting with Kuapa Kooko	14
6.0 Meeting with Mondelez	17
7.0 Meeting with Agro Ecom.....	19
8.0 Companies Contact list	21

List of Acronyms

<p>IITA – International Institute of Tropical Agriculture</p> <p>SFL – Sustainable Food Lab</p> <p>RA - Rainforest Alliance</p> <p>COCOBOD – Ghana’s Cocoa Board</p> <p>CRIG – Crop Research Institute of Ghana</p> <p>FC – Forestry Commission</p> <p>UNDP – United Nations Development Program</p> <p>IFDC – International Fertilizer Development Centre</p> <p>MSCSVC – Mainstreaming Climate Smart Value Chains</p> <p>CCAFS – Climate Change Agriculture and Food Security</p> <p>CSA – Climate Smart Agriculture</p> <p>CSC – Climate Smart Cocoa</p> <p>CC – Climate Change</p> <p>TOT – Training of Trainers</p> <p>R&R – Rehabilitation and Renovation</p> <p>ICPM – Integrated Crop and Pest Management</p> <p>FFS – Farmer Field Schools</p> <p>TA – technical Assistance</p> <p>LBC – Licensed buying Company</p> <p>PBC – Produce Buying company</p> <p>P&Ls – Profit and Loss statements</p> <p>GIZ – German International Corporation</p> <p>NGO – Non-Governmental Organization</p> <p>CBA – Cost Benefit Analysis</p> <p>FIP – Forest Investment Program</p> <p>DGM – Dedicated Grant Mechanism</p> <p>CORIP – Cocoa Rehabilitation and Intensification Program</p> <p>MASO –</p> <p>KNUST – Kwame Nkrumah University of Science and Technology</p> <p>NCRC – Nature Conservation research Centre</p> <p>KKFU – Kuapa Kokoo Limited Farmers’ Union</p> <p>MOU – Memorandum of Understanding</p> <p>NDA – Non-Disclosure Agreement</p> <p>RSC – Rural Service Centers</p>	<p>IFC – International Finance Corporation</p> <p>ICRAF – World Agroforestry Centre</p> <p>GAP – Good Agricultural Practices</p> <p>CDI – Cote d’Ivoire</p> <p>SWDI – Soil Water Deficit Index</p> <p>YEA – Youth Employment Agency</p> <p>KK – Kuapa Kokoo</p> <p>KKL – Kuapa Kokoo Limited</p> <p>BC – Barry Callebaut</p> <p>CFO –</p> <p>FT – Fair Trade</p> <p>MD – Managing Director</p> <p>WOTRO – Netherlands Organization for Scientific Research.</p> <p>SPD – Seed Production Division</p> <p>IMS – Internal Management Systems</p> <p>USAID – United states Agency International Development</p> <p>PSO –</p>
---	---

Introduction and Objectives

International Institute of Tropical Agriculture (IITA) and its consortium members (Sustainable Food Lab-SFL, Root Capital-RC, Rainforest Alliance-RA and CIAT) on the Climate Change, Agriculture and Food Security (CCAFS) Flagship Project entitled, “Mainstreaming Climate Smart Value Chains “has for the past two years laid the foundation to engage the private sector in piloting new CSC recommendations. A period of diagnostics has culminated into decision support tools ready for use in the pilots in three climate impact zones delineated by the project (see map). The objective of meetings with the private sector was to scope their commitment for Climate Smart Agriculture (CSA) adoption. It was also to understand whether the private sector have on-going initiatives towards addressing the challenges of CC in the cocoa value chain. To do this, some of the private sector companies were contacted for possible collaboration with the consortium to pilot and co-learn with the implementation of the new Climate Smart Cocoa (CSC) practices with their farmers. The team that represented the consortium in the process of engaging the private sector was mainly from IITA and SFL.

Main Discussion Points

The consortium agreed on guide lines for meeting with the private sector companies. The following outlines the discussion points that served as a guide to facilitate the engagement with the private companies;

Desired outcome from CSC partnership;

1. Understand the current activities implemented by the companies
2. Select learning sites with RA and companies based on where activities are currently on-going (preferably one each at 3 leaning sites)
3. Identify productive linkages for collaborative work between the consortium and companies from July 2017-Mar 2018. For example, regions/impact gradients where companies already have TA programs and could integrate farmer segmentations + CSA practices + Climate Smart Investment pathways
4. Identify ways in which the consortium could train corporate staff and/or lead farmers/extension officers on a stepwise investment pathway approach/ Climate Smart Investment pathway
5. Plan activities; agree on timelines, concrete next steps and individuals leading the communication (July 2017-Mar 2018)
6. Budget: what about it??
7. Possibility to help identify blended finance needs with companies – with support from Root Capital – for the envisioned investment plans

A brief meeting was held between Frank Hicks of SFL and the IITA team for orientation on the whole engagement process and a discussion on work done by the consortium in Ghana so far. The above-mentioned guidelines were fined tuned for effective engagement for possible collaboration. Meetings were held with seven companies in between June 19-21, 2027. Table below summaries the output from the private sector meetings.

Companies	Operational Areas In Ghana	Commitment to the Learning Community Pilots	Locations Committed to the learning Community	Available Funding	Next Steps
Touton	Western, Ashanti and Central Regions at Edubiase, Ataase, Kasapem, Bososm Nkwanta and Assin Fosu	100% committed to pilots but would get back to the consortium after holding an internal meeting.	Interested in piloting at all the 3 impact zones	Nothing yet. Will get back to consortium on available funding.	Send Manuals, CBA, Soft copies of the project brief. Touton will give feedback after internal discussions
Solidaridad	Western Region and Ashanti		Response after meeting with reps of CORIP, MASO and DGM by end of July.	Nothing yet.	Contact Kojo, Ekuia and Eric responsible for CORIP, MASO, DGM internal meeting for potential collaboration
Cargill	Western and Ashanti regions	Interested but want more information on CBA and cocoa manuals for ToT in November 2017	Sefwi bekwa, sefwia wiawso, Asankarigua	Want work plan of consortiums with activities and budgets for committing	Soft copies CSC report via e-mail. implementation plan by Consortium
Barry Callebaut	Western and Ashanti regions	Will commit fully once an NDA and MOU is finalized with consortium.	CSC Pilots with Epic PROJECT in Ashanti region around Konongo and its environs.	Nothing yet. To be discussed and included in MoU	Send soft copies of CSC report via e-mail. Introduce Sander (WCF) to Lachlan for possible input into cocoa manual. Discuss NDA, MOU and data sharing issues

Kuapa Kokoo	All the Impact zones and all cocoa growing areas except Volta region.	Very committed	Committed to 2 demo plots in each zone for the pilot. Locations will be known soon	Collaboration with Fairtrade Foundation (FF). Will explore funding at FF for co-funding	Send soft copies of CSA report via e-mail. Introduce KK's manager to the new Root Capital country manager, Francis Opoku Mensah
Mondelez	Central, Eastern, Ashanti and Western regions.	Possibility for collaboration after discussions with top management	Pilots with YARA with potential for use in CSA pilots.	No Funds committed Yet	Send soft copies of CSC via e-mail. Dr Rose Mensah will help gender analysis at the pilot's stage. Possible collaboration after discussions with management.
Agro Ecom	Western, Brong-Ahafo, Ashanti, Eastern and central regions. In all the impact zones.	100% committed.	ECOM will partner at the Transform zone. Hershey will partner at Cope and Adjust zones. Nestle will partner in Eastern Region ECOM will pilot in Sunyani using Lindt funds. This could expand.	Lindt has funds available to start pilots in the Transform zone.	Speak with Hershey to secure their commitment as well.

Conclusion and Next Steps

Generally, all the seven companies showed levels of interest in the pilots and are excited about the project. Nonetheless, they are all anxiously waiting for the training manuals and the CBA so that they can tentatively decide on whether they will need to include the CSA practices in their technical and farmer trainings. The consortium team and the companies also agreed to as much as possible have discussions at the higher levels on how much time and resources all parties can commit to the process and draw up a work plan to clearly highlight activities, timelines and budgets.

The consortium will follow up on the companies in the last week of July 2017 by which time all of them would have had discussion with their management and known the next steps to enable the consortium to concretely draw up work plans to begin the actual implementation. It's also important to note that these companies will require the CBA and CSA Manual to inform their decision to pilot

Appendix

1.0 Meeting with Touton

CCAFS-CSC COMMUNITY LEARNING MEETING

Touton Meeting

Date: 19th June, 2017

Time: 9:30pm

Venue: Touton Office, Accra

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the following:</p> <ul style="list-style-type: none"> • All information shared by Touton will be treated as confidential. • Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> • Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Conclusions	<ul style="list-style-type: none"> • Ernest was excited about how far the consortium had come and wanted to know how the collaboration could take place.
Current activities of Touton	<ul style="list-style-type: none"> • They have 42 extension officers. • They work through sourcing from their own LBCs and in partnership with PBC. • They are working on a manual with Agro Eco. • They have a lot of activities running in the Western Region, and are also active in Ashanti and Central Regions. • They have 4 main programs; these are “concentric circles” with each building on the other: <ol style="list-style-type: none"> 1. Traceability program for tracing forward and backward in the supply chain 2. Certification program in UTZ and RA 3. Professionalization program focused on the supply chain with a sustainable landscape 4. CSA • Traceability applies to all their operations, whereas the other programs are applied to a smaller number of farmers, with CSA being the most limited for now. • They gave a graphic presentation of their work and stated that they had 6 centres in Edubiase, Ataase, Kasapem, Bososm

Nkwanta and Assin Fofu. They have a number of staff in each centre – 2 agronomists, a business officer and 1 other.

- They started building centres since 2014 and their service providers' work with PBC and government bodies, notably COCOBOD. It had a PPP with COCOBOD from 2010-14, but have now gone beyond this relationship. They are placing greater emphasis on coaching farmers following TOT/Farmer Field Schools (FFS).
- Each centre houses a bank, a shop and training officers. A cash and carry system is used in the purchase of inputs. They are concerned about the high interest rate on credit for fertilizer/other inputs and the default risk. The cost of credit exceeds the productivity gains and extra income for farmers in many cases. The centres provide high quality (unadulterated) inputs at below market rates due to bulk purchase discounts.
- In addition, they are working with CRIG under CORIP on access to improved planting cocoa varieties, including the production of grafted cocoa seedlings, and the use of side grafting on older trees. Even so, of some 100 producers that they sought to organize to obtain credit for cocoa rehabilitation and renovation (R&R), only 5 pursued this option – with very good results. They anticipate that other farmers will become more interested in R&R over time.
- Under their Cocoa productivity investment menu, they focus on soil fertility management employing a combined approach. They also work with IFDC on soil analysis, integrated soil fertility management and integrated crop and pest management (ICPM).
- They have 110 demo plots where they organize FFS. They also work with GIZ on a farmer business school, to help producers manage their farms as businesses and to keep household profit and loss statements (P&Ls).
- They provide access to finance from Millennium group investments and Advans savings and loans.

Under this wing, farmers are trained in a formal business school program, given certificates and accounts opened in their names to start saving. They are focusing on creating a culture of savings and opening bank accounts for members, versus promoting credit for cocoa farming. They see access to finance to promote CSA practices as a significant challenge. They talked about linking credit to certification premium payments to producers, but it wasn't clear if they are already doing this or planning to do so in the future.

	<ul style="list-style-type: none"> • They provide access to additional livelihood crops with short production cycles (Rice, Chili and vegetables), notably in valley bottoms during the cocoa off season. The farmers can generate significant additional income which they can use in part to invest in improved cocoa production. Touton has also facilitated linkages with buyers in Accra. This comes with support from Ghana Veg an NGO under the Wageningen University. Touton also trades coffee in Ivory Coast and spices, such as vanilla. These could be possible new markets in Ghana (they noted that black pepper is a difficult market).
Constraints – How the consortium can assist	<ul style="list-style-type: none"> • They already have pilots running so asked if there can be some collaborative efforts and funding from the consortium to partner with them to generate additional farmer income and to encourage crop/income diversification in the transform zone.
Conclusions	<ul style="list-style-type: none"> • Nicholas said there will have to be a discussion with management, CORIP and DGM for a concrete feedback on collaboration. • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done. • Nicholas promised to link us with Kojo, Ekuia and Eric who are responsible for CORIP, MASO, DGM and some of the other programs after they have an internal meeting to discuss potential collaboration.

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon Mensah	
Hold internal discussions and then get back to the consortium regarding specific ideas for collaboration	Touton	
Convene a call among CCAFS senior personnel to determine how best to respond, including the funding and staff/consultant time that could be available to implement the pilots.	IITA	
Set up a time for a call with senior Touton personnel to discuss next steps.	Sharon Mensah	

2.0 Meeting with Solidaridad

CCAFS-CSC COMMUNITY LEARNING MEETING Solidaridad Meeting

Date: 19th June, 2017

Time: 3:00pm

Venue: Solidaridad Office, Accra

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the ff:</p> <ul style="list-style-type: none"> Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Conclusions	<ul style="list-style-type: none"> Nicholas and Seth expressed interest in the collaboration. Nicholas asked for the report on the CBA. And mentioned that they had started looking into the business case for cocoa and oil palm and that being able to refer to/use the CBA would be very useful. He said they are also looking into the issue of blended finance to support
Current activities of Solidaridad	<ul style="list-style-type: none"> CORIP – partnership with private sector supply chain actors. Solidaridad is the lead NGO implementing CORIP. Though CORIP is winding down, it is highly probable that a second phase will be approved, that will expand beyond Ghana to include Sierra Leone and Liberia. Ghana would likely receive 20-30% of the total funding. Solidaridad is working with 7 companies including, Touton, Cargill, ECOM, Mondelez, Olam, FedCo and one other. Rural service centres – 50/50 contribution from Solidaridad and farmers to help them access their inputs and payback after harvest MASO – focused on building the capacities of the youth and bringing them closer to the communities to start franchises. Solidaridad has support from the MasterCard Foundation for this, and also partners with Fidelity Bank, Opportunity International and Ashesi University.

	<ul style="list-style-type: none"> • Solidaridad an Advocacy for Change initiative that focus on land and tree issues and land use change and mapping issues that includes cocoa and palm oil, but they don't have any specific climate change initiatives as yet. Nicolas noted that the issue of share cropping is major issue that affects decision-making by farmers, and that there is a disincentive for sharecroppers to increase productivity as that can lead to the land owners to take over farm management (and John Mason told me subsequently that if sharecroppers replant cocoa trees that is also grounds for the sharecropping arrangement to be cancelled, so there needs to be a focus on rehabilitation of older trees via side grafting with sharecroppers, versus replanting – while working to resolve/modify land and tree tenure and related farm management issues with traditional authorities/government). • Solidaridad recently signed an agreement with World Bank/Forest Investment Program (FIP) – Dedicated Grant Mechanism (DGM) – Focused on building the capacities of indigenes and assisting them to adopt sustainable practices. Winston Asante (KNUST and ex-NCRC) is playing a central role in this program and Abu Juam is responsible for FIP within the Ministry of Land and EnvironmentThe issue is how to explain climate-smart issues to the indigenes. Frank advised to use connections between land use change and water supply & quality to help local communities to understand. • The DGM will be focusing on the Transform zone. • Tree Ownership – The tree registration form (both for farmer groups and individual farmers) has been validated by the forestry commission (FC). Currently the guidelines are being worked on. Solidaridad is collaborating with UNDP and FC on this issue.
<p>Constraints – How the consortium can assist</p>	<ul style="list-style-type: none"> • How does the consortium come in to assist in the work at Solidaridad.
<p>Conclusions</p>	<ul style="list-style-type: none"> • Nicholas said there will have to be a discussion with management, CORIP and DGM for a concrete feedback on collaboration. • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done. • Nicholas promised to link us with Kojo, Eku and Eric who are responsible for CORIP, MASO, DGM and some of the other

	programs after they have an internal meeting to discuss potential collaboration.
--	--

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon Mensah	
Make follow ups with impact investors working with the banks.	Frank Hicks	

3.0 Meeting with Cargill

Date: 20th June, 2017

Time: 9:30am

Venue: Cargill LBC Office, Kumasi

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the ff:</p> <ul style="list-style-type: none"> • Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> • Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Current activities of Cargill	<ul style="list-style-type: none"> • Cargill has three operational units – a cocoa processing plant, an LBC and Sustainable Practices. They use a cashless system, e-money to pay famers and also to provide access to farm inputs. While there was initial skepticism and resistance to this system, it is now increasingly popular; Cargill believes this provides them a competitive advantage over other LBCs, though some other LBCs are beginning to sue a similar system. • They employ mechanisms to ensure the safety of their workers in their facilities, such as the use of harnesses to prevent workers falling from trucks when loading/uploading cocoa, etc. • Instead of the conventional purchasing clerks, they use electronic scales, that cannot be tampered with, mounted on trucks that go to various collection points, to ensure that farmers get value for their money • Their activities are centred in the Western Region and will be expanding into the Ashanti region soon. • They initially registered 25,000 farmers but 18,000 are committed members. With the expansion they are anticipating to rope in another 3,000 farmers. • They partnered initially with an existing, financially troubled LBC -Akufo Adanfo - but later took over their staff to form their own LBC to operate in those same communities • They are 100% UTZ certified. And pay higher than what other LBCs pay - GHC25/kg

- They employ an electronic traceability system with barcodes on each bag of cocoa for tracing cocoa to each farmer using their farmer numbers. Samuel hinted that COCOBOD is trying to get all the LBCs to use electronic systems.
- Sustainability – The Global sustainability strategy (The Cocoa Promise) – The focus is on forming farmer cooperatives to ensure they benefit from the groups.
- Farmers are trained to produce responsibly and sustainably using a demo farm and coaches (1 coach to 15 farmers. The coaches will develop plans with the farmer’s involvement and then they support the farmer to run with the plan.
- They oversee 250 communities in 3 categories. 36 core communities that trade most of their cocoa with Cargill where all of the sustainable practices support is provided. 72 that are less committed to trading with Cargill which have farmer field schools, and 142 that are not very committed to trading with Cargill where the only focus for now is on using UTZ certification/traceability standards. In Ivory Coast Cargill is partnering with the IFC to provide finance to cooperative there, but they don’t have such an agreement in Ghana.
- They have an MOU with the department of cooperatives for a partnership to set up formal/legal farmer cooperatives. The plan is to have a maximum of 150 farmers per cooperative.
- Farm development program - which focuses on access to good farm materials. Under this they have rural service centres that raise seedlings and sell to cocoa farmers.
- Community Support program – Partnering with CARE international, the focus is on education in 4 quality control districts. Schools will be set up in the districts.
- CARE is also implementing a Kitchen Garden Program – Aimed at supporting women groups.
- Partnering with COCOBOD CHED for extension agents (who are hired and paid by Cargill), Internal Management System (IMS) staff.
- The LBC wing allows farmers with premiums to sign MOUs and get credit.
- Seedlings are transported from their Rural Service Centres on motorized tricycles – a service provided by the RSCs. The staff have been trained to arrange the seedlings to improve survival rates during transportation time.
- Input fairs are organized to give farmers the chance to buy crop protection products directly from input companies. Other

	<p>side attractions at the fair usually include education of farmers, music and fun.</p> <p>The lessons learnt from the fairs include;</p> <ol style="list-style-type: none"> 1. Across districts, farmers preferred particular products (eg. Sygenta, Bayer, BASF) 2. Saving culture of farmers is poor. Cargill is working to come up with models where farmers are educated to save into a central wallet they can all benefit from. This is an electronic “wallet” where a % of savings can be allocated for future input purchases, where Cargill can then approve the delivery by the preferred supplier, and offer a bulk purchase discount to the producers (and high quality, unadulterated, inputs) <p>Samuel noted that since the government is moving away from free input distribution it was a good area to explore.</p>
<p>Constraints – How the consortium can assist</p>	<ul style="list-style-type: none"> • (GAP)Good Agricultural practices – Samuel wanted to know how to partner with the consortium on this program aimed at TOT.
<p>Conclusions</p>	<ul style="list-style-type: none"> • It was noted that most of their communities were in the cope zone, though they may expand into Brong Ahafo region in the future and so perhaps into other climate risk zones. • Research and follow up on Cargill’s work with IFC in Cote d’Ivoire. Also determine if the consortium can provide specific CSA recommendations to inform the training and coaching that Cargill will provide to its top 32 communities; the timeframe for providing such inputs for the upcoming Cargill program needs to be determined/agreed in the near future. • Samuel promised to share their GAP training schedule with the consortium. He also mentioned that they were in the process of getting training materials from ICRAF (with whom they work in the Ivory Coast) which could be shared with the consortium to make sense of it and strategize on how to partner in that area. • Regarding the choice of sites, he said the module will inform him as to what sites Cargill together with the consortium can partner on. However he suggested 1 or 2 communities per district. • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done.

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon	
Come up with an implementation plan on how to partner, taking into consideration visiting costs per community and stating how Cargill stands to benefit (using interventions that can be concretely measured)	Consortium	

4.0 Meeting with Barry-Callebaute

CCAFS-CSC COMMUNITY LEARNING MEETING

Barry Callebaut Meeting

Date: 20th June, 2017

Time: 11:30am

Venue: Barry Callebaut Office, Kumasi

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the following:</p> <ul style="list-style-type: none"> Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Conclusions	<ul style="list-style-type: none"> Lachlan, who was visiting from Zurich, and Robert were very interested. They asked about the consortium's CBA and wanted to understand how to relate the Stepwise Investment Pathways into ROI for the farmers. Lachlan is also very interested in the choice of tree species to be incorporated into cocoa agroforestry systems and believes that only high-quality clones (and grafted cocoa seedlings), should be used going forward to ensure good results for producers. He believes the CCAFS consortium should take a stance with COCOBOD and industry regarding the use of grafted cocoa seedlings, and the use of clonal trees for shade/timber, versus the current practices in Ghana.

<p>Current activities of Barry Callebaut</p>	<ul style="list-style-type: none"> ● Lachlan gave a Global List (Projects) <ol style="list-style-type: none"> 1. L3F Replanting in CDI 2. C+ interventions and intercropping 3. Farmer 1st benchmark (F1B) partnering with Mars <ul style="list-style-type: none"> - Income, diversification, tree crops 4. Nestle Cocoa Plan 5. R&D 6. MDZ 12 ha intercropping in CDI 7. MDZ 12 ha intercropping in Indonesia ● Lachlan also mentioned what they know nothing about <ul style="list-style-type: none"> - Soil Water Deficit Index (SWDI)- The capacity of cocoa to withstand the adverse effects of dry periods, and how soil moisture content varies over the course of the year for various types of soil and per region; the SWDI helps to explain this. ● Forever Chocolate - Piloting with 500 farmers with 3 communities in Konongo ● Eliminating child labour ● Cocoa Horizon ● CORIP Phase 2 ● Rehabilitation of cocoa farms ● Agroforestry; Barry Callebaut wants to scale from 3,880 to 12,000 and from 2 to 10 districts under the Epic project by 2020.
<p>Constraints – How the consortium can assist</p>	<ul style="list-style-type: none"> ● How to partner on their Epic pilot
<p>Conclusions</p>	<ul style="list-style-type: none"> ● Discuss how to come up with smart financial solutions for CORIP 2. ● Lachlan would like to see if CCAFS pilots could include attention to research on SWDI for cocoa in various soils/regions (and noted that IFDC – where Robert was based until joining BC recently – has good information on soil types and the implications for which fertilizers/inputs to use. ● Lachlan also wants to make sure that there would be good ROI information in each of the pilot sites regarding the CSA practices. ● The consortium already has a budget plan but it can be discussed for merging on the Epic pilot. ● The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done.

	<ul style="list-style-type: none"> • Lachlan said they would need to sign an NDA prior to sharing details regarding their plans and training materials. He said they would then also analyze the details of the proposed CSA recommendations by climate change zone to determine if there is sufficient value added information to what they are proposing to implement to decide if some collaboration with the consortium makes sense. He and Robert stressed that these decisions would need to be made quickly (in July) to be incorporated into the upcoming Epic pilots. • Lachlan agreed that they will share a work plan on their Epic pilot with the team but asked to understand which of the consortium partners they could sign an NDA and MOU with. We discussed that it would probably be a good idea to sign a single NDA/MOU with CIAT or IITA and then for other consortium members to be bound by this via separate agreements with CIAT/IITA. The Barry Callebaut lawyers will need to review/approve the NDA/MOU, and that process will also take some time. • But basically, the plan is to train the trainers (TOT), trainers will train lead farmers and then the practices would be adopted.
--	---

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon Mensah	
Introduce Sander to Lachlan with regards to Agroforestry	IITA	
Speak with the Consortium with regards to the NDA, MOU and data sharing issues raised. (5 week turnaround ultimatum)	IITA	1 st September, 2017
Link up with CORIP – Speak with Axel. To make the expertise from CORIP available to the consortium to learn from	IITA	

5.0 Meeting with Kuapa Kooko

CCAFS-CSC COMMUNITY LEARNING MEETING Kuapa Kokoo Meeting

Date: 20th June, 2017

Time: 3:30am

Venue: Kuapa Kokoo Office, Kumasi

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	Frank led the discussions indicating the ff: <ul style="list-style-type: none"> • Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> • Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Current activities of Cargill	Michael gave a presentation on the current state of Kuapa Kokoo. He highlighted the following; <ol style="list-style-type: none"> 1. A registered cooperative in Ghana with 100,000 members. 60,000 are fully registered members. Kuapa is in the process of “cleaning up” its membership, and hopes that over time it will be able to include additional numbers, focusing on the 40,000 members that they are no longer working with directly as in the past. They are also for the first time registering the members as formal cooperatives, and currently have 57 coops registered – it seems one per political district, and they will continue with this process. 2. They are no longer only Fair Trade certified, but now have UTZ certification and will soon also be RA certified due to the merger of the two standards. They currently have 50,000MT as FT certified and 35,000MT Utz certified. Its members produce 100,000-150,000MT/year. 3. They are collaborating with the Fair-Trade Foundation on an adaptation program in 1 region with approximately 16,000 farmers 4. Structure: Kuapa Kokoo farmers union -> Societies -> Zone (Cluster of farmers) 5. Sustainability; <ul style="list-style-type: none"> • Awareness creation: 45 technical staff and extension services delivery

- Pur project: Helping farmers to plant shade trees
- Cocoa Eco project
- Dynamic Agroforestry – discouraging burning
- CORIP project
- KKFU planting materials support program involved the use of grafted cocoa with CRIG supervision
- Involved in COCOBOD's input distribution.
- Child labour intervention
- Partnership with millennium promise alliance, linked to Jeffery Sachs and Columbia University
Tele agric and Tele medicine – Call centre for troubleshooting extension services to be launched by August.
Community development projects.

6. Way forward:

- Scaling up sustainability programs
- Adopting multiple certification approaches
- Promoting diversification.

Collaboration with Fairtrade

- Submitted proposal to (YEA) Youth Employment Agency, as part of the Millennium Promise Alliance – this is a 15-year program which included health, child labour, education and income diversification components
- 20,000 volunteers from the member communities have been requested for
- 1 extension volunteer will oversee the activities of 5 farmers
- Farmer field schools will be organized in selected areas.

Nich Cocoa (a local chocolate company) collaboration – Mobile clinic

Cocoa coffee plaza to be set up on the Accra - Kumasi highway. Kuapa Kokoo is also now licensed as a coffee purchaser and exporter, and is collaborating with Lavazza of Italy to produce FT certified robusta coffee in several districts; Kuapa Kokoo is not involved in other tree crops e.g. cashew. This is happening in several regions. CRIG is supporting the work.

Yam diversification under cocoa in Ashanti, Brong Ahafo and Western Regions

Kuapa Kokoo is also seeing funding from the Saudi Fund, and it is exploring a long-term relationship with Rabobank. It is also in discussions with Triodos and Oikocredit, and with Norfund/GEF.

<p>Constraints – How the consortium can assist</p>	<ul style="list-style-type: none"> • How to partner with the consortium collaborating with Fairtrade • How to source alternative funding – They wanted to know if they could get a commercial business case for the industry. Kuapa Kokoo estimates that due to lack of access to credit, it currently only sources 30%-50% of the total cocoa that its members produce, with the members selling to the competition. In particular it sees an opportunity to source cocoa in the pre-harvest period (before the official start of the season by COCOBOD, and estimates it needs a total of \$12M for this purpose. Frank recommended that it seek to get this from a consortium of specialized lenders, such as Oikocredit and Root Capital, as was the case in the past (but which was discontinued due to various concerns about Kuapa Kokoo under previous management which are now being addressed. Frank said he would make an introduction to the new RC country manager, Francis Opoku Mensah, which he did (though RC said it is already in contact with KK’s CFO regarding a potential new loan). KK has an existing loan with Incofin (8.5% and 1% closing fee; not clear for what amount or term).
<p>Conclusions</p>	<ul style="list-style-type: none"> • The collaboration with Fairtrade Foundation was welcomed. • Kuapa Kokoo committed to giving out 2 demo plots in each zone for the pilot. • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done.

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon Mensah	
Introduction of Kuapa’s manager to the new Root Capital country manager, Francis Opoku Mensah,	Frank Hicks	

6.0 Meeting with Mondelez

CCAFS-CSC COMMUNITY LEARNING MEETING Mondelez Meeting

Date: 21st June, 2017

Time: 9:30am

Venue: Mondelez Office, Accra

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the following:</p> <ul style="list-style-type: none"> • Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> • Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools.
Conclusions	<ul style="list-style-type: none"> • Jephthah wanted to know if the manual was ready. • He also asked to understand the site specific practices. Mustapha explained that the recommendations were specific across all the zones. • Jephthah and Edward expressed their interest in how the consortium had put the information together. They wanted to collaborate with the consortium to use the information gathered to augment their work.
Current activities of Mondelez	<p>Edward gave a briefing on this</p> <ul style="list-style-type: none"> • Targeted Gap project – started in 2012 <ol style="list-style-type: none"> 1. The aim is to study farmer management practices and see how the environment affects them across regions. 2. The project involves 96 farmers across the cocoa growing regions. 3. It is led by CRIG 4. It targets the needs of farmers: Training of farmers and allowing them to enjoy certain benefits. 5. The outcome is to develop a decision support framework for the farmers and a CBA. 6. 38 farms are being employed for the pilot 7. Financial investment and the 3 most important practices are being tracked. They feel farmers are overwhelmed by too many messages and so want to

	<p>focus on adoption of the 3 most effective practices and only then include other practices in the future.</p> <p>8. Impact on yield: some farmers have done well and others have not.</p> <ul style="list-style-type: none"> • Land tenure issue is a major bottleneck • They have presence in the Western, Eastern, Ashanti and Brong Ahafo regions • Mass balance system of cocoa sourcing. Their farmers are allowed to sell to other buyers, so cocoa is not tracked. <p>However they source Asase Wura from YARA and give discounts. Fertilizer recommendations are based on soil sample analysis, but Yara is still in the early phase of developing specific formulations</p> <ul style="list-style-type: none"> • Mondelez works with CRIG and IITA on WOTRO • Works with COCOBOD CHED, SPD, Department of cooperatives and NGOs (Care, World Vision and PSO) on non-cocoa farm interventions and gender and women issues interventions
Constraints – How the consortium can assist	<ul style="list-style-type: none"> • Jephthah wanted to know about funding. Frank explained that, though there was available funding for the pilot, it will be more of cost sharing between Mondelez and the consortium. • Frank asked if they had a plan for ROI internally. Edward stated that their statistician is outside the country and we can collaborate with him on that.
Conclusions	<ul style="list-style-type: none"> • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done. • A copy of the Mondelez manual will be made available to the consortium. • Jephthah noted there was a possibility for collaboration but they would have to speak with top management and get their feedback.

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon Mensah	
Introduction to Dr. Rose Mensah Kutin of Abantu for development. So we can discuss gender analysis for the consortium.	Jephthah Mensah	

7.0 Meeting with Agro Ecom

CCAFS-CSC COMMUNITY LEARNING MEETING Agro Ecom Meeting

Date: 21st June, 2017

Time: 3:30pm

Venue: IITA Office

Organizer: Climate Smart Value Chains Consortium

ITEM	DISCUSSIONS
Introduction	<p>Frank led the discussions indicating the following:</p> <ul style="list-style-type: none"> • Limited funding to support the proposed collaboration around piloting CSA. He expressed the hope that the private sector partners would be willing to support the pilots on a matching basis.
Presentation on CSA	<ul style="list-style-type: none"> • Mustapha gave a presentation on creating a learning community for private sector investment in CSA. He highlighted the various steps taken till date and the research done with the farmers grouped into clusters under the 3 zones and the decision support tools. • Pilot expected to run from July 2017 – March 2018 • Bismarck asked about the basis for the farmer segmentation analysis that IITA has conducted, and whether the CBA would be specific for each of the 3 climate risk zones. • Mustapha explained the basis for the segmentation and confirmed that the CBA would be specific for each zone, though RA was responsible for finalizing this analysis. He also mentioned that IITA is planning to engage Winrock International, which is managing a USAID project in Ghana, and that this involves potential access to blended finance for rehabilitation. NCRC is working with Winrock under this project. He noted they currently have a loan from Fidelity Bank for R&R at 28% annual interest rate in Ghana Cedis
Conclusions	<ul style="list-style-type: none"> • Ecom is confident to move forward with the pilot in the Sunyani region using Lindt funds, though over time this could expand to the Western Region where Lindt sources 90% of its cocoa within Ghana. • Ecom will partner with the consortium at the Transform zone and Hershey will partner at the Cope and Adjust zones. If Nestle works out, they can partner with the consortium at the Eastern Region. • The number of pilots will be determined by Ecom's partners.
Current activities of Agro Ecom	<ul style="list-style-type: none"> • Supports farmers with shade trees (sourced from others)

	<ul style="list-style-type: none"> • Supports farmers to rehabilitate their farms using the proceeds generated from other crops. • Cocoa Intensification programs in line with CSA. • Works with informal (and certified) farmer groups on internal management systems (IMS) • Works with 120,000 farmers on the SMS, it employs 132 private agronomists, each with 6 field trainers. They could include tree registration linked to existing cocoa and shade/timber tree nurseries.
Constraints – How the consortium can assist	<ul style="list-style-type: none"> • There was a proposition to train Ecom’s trainers by agreeing on a Stepwise Investment Pathway that makes sense to Ecom.
Conclusions	<ul style="list-style-type: none"> • Bismark said Ecom was in for the collaboration with the consortium. He would debrief Olga to discuss the way forward. • The team would go back to the consortium, get it right with our manuals and CBA, then come back to partner on what is already being done.

Action Items	Person	Deadline
Manuals and CBA will soon be released	RA	By September
Soft copies of the brief report will be made available via e-mail.	Sharon	

8.0 Companies Contact list

Name	Designation	Company	Email
Ernest Dwamena	Sustainability Manager	Touton	e.dwamena@touton.com
Charles Tellier	West African Manager	Touton	c.tellier@touton.com
Nicholas Jengre	Sustainable land use & climate change coordinator	Solidaridad	nbreslyn@gmail.com
Seth Kankam Nuamah	Program officer for smart & sustainable lands	Solidaridad	seth@solidaridadnetwork.org
Samuel Apana	Sustainability team leader, Ghana	Cargill	samuel_apana@cargill.com
Joshy Varkey	Country Managing Director	Barry Callebaut	joshy_varkey@barry-callebaut.com
Lachlan Monsbourgh	Global R&D Cocoa Sustainability	Barry Callebaut	Lach_monsbourgh@barry-callebaut.com
Robert Asugre	Country Sustainability Head	Barry Callebaut	Robert_asugre@barry-callebaut.com
Samuel Adimado	MD	Kuapa kokoo	sadimado@kuapakokoo.com
Jephthah Mensah	Cocoa Life Programme Manager – Extension and Environment, Ghana	Mondelez	jephthah.mensah@mdlz.com
Edward Kumah	Cocoa research and development lead, Cocoa program, Ghana	Mondelez	Edward.kumah@mdlz.com
Bismark Appiah Kubi	Programs Manager	Agro Ecom	Bismark.appiah@ecomtrading.com