

# Final Report: Sustainable Cocoa Production Program



Mandated by



Consortium Partner



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## ABBREVIATIONS

|                 |   |
|-----------------|---|
| <b>ABM</b>      | Advisory Board Meeting                                    |
| <b>ASKINDO</b>  | Asosiasi Kakao Indonesia                                  |
| <b>AFF</b>      | Agri-Finance Facility                                     |
| <b>BBTNLL</b>   | Balai Besar Taman Nasional dan Kemitraan Lingkungan       |
| <b>BDSP</b>     | Business Development Service Provider                     |
| <b>BPDASHL</b>  | Balai Pengelolaan Daerah Aliran Sungai dan Hutang Lindung |
| <b>BRI</b>      | Bank Rakyat Indonesia                                     |
| <b>CAP</b>      | Community Action Plans                                    |
| <b>CCP-UTZ</b>  | The Cargill Cocoa Promise and UTZ Program                 |
| <b>CFSP</b>     | Certified Farmer Support Package                          |
| <b>CV. CAP</b>  | CV. Celebes Agro Perkasa                                  |
| <b>CH</b>       | Certificate Holder  |
| <b>CIAT</b>     | The International Centre for Tropical Agriculture         |
| <b>CoC</b>      | Code of Conduct   |
| <b>CSP</b>      | Cocoa Sustainability Partnership                          |
| <b>CST</b>      | Cocoa Sector Training                                     |
| <b>ESCP</b>     | Equality for Sustainable Cocoa Production                 |
| <b>FA</b>       | Field Agent   |
| <b>FA ICS</b>   | Field Agent for Internal Control System                   |
| <b>FA IMS</b>   | Field Agent Internal Monitoring System                    |
| <b>FATC</b>     | Field Agent for Training Coaching                         |
| <b>FarmNetX</b> | Farmer Network Analytics                                  |
| <b>FCP</b>      | Farmer Coaching Plan                                      |
| <b>FDP</b>      | Farmer Development Program                                |
| <b>FFS</b>      | Farmers Field School                                      |
| <b>FG</b>       | Farmer Groups   |
| <b>FP</b>       | Forest Program  |
| <b>GALS</b>     | Gender Action Learning System                             |
| <b>GAP</b>      | Good Agricultural Practices                               |
| <b>GBP</b>      | Good Business Practices                                   |
| <b>GEP</b>      | Good Environmental Practices                              |
| <b>GFP</b>      | Good Financial Practices                                  |
| <b>GNP</b>      | Good Nutritional Practices                                |
| <b>GoI</b>      | Government of Indonesia                                   |
| <b>GPS</b>      | The Global Positioning System                             |
| <b>GROW</b>     | Goals Reality Options Willingness                         |
| <b>GSP</b>      | Good Social Practices                                     |
| <b>ICCO</b>     | International Cocoa Organization                          |
| <b>ICRAF</b>    | World Agroforestry Centre                                 |
| <b>IMS</b>      | Internal Monitoring System                                |
| <b>IPM</b>      | Integrated Pest Disease Management                        |
| <b>Kg/ha</b>    | Kilograms per hectare                                     |
| <b>KPI</b>      | Key Performance Indicators                                |
| <b>KUR</b>      | Kredit Usaha Rakyat                                       |
| <b>LDC</b>      | Louis Dreyfus Company                                     |
| <b>MCA-I</b>    | Millennium Challenge Account Indonesia                    |
| <b>Monev</b>    | Monitoring and Evaluation                                 |

|                         |  |
|-------------------------|--|
| <b>MSME</b>             | Micro Small Medium Enterprise                                |
| <b>NCs</b>              | Non-Conformities   |
| <b>PATBM</b>            | Community Based Child Monitoring Committee                   |
| <b>PKT</b>              | Pupuk Kalimantan Timur                                       |
| <b>PISAgro</b>          | Partnership for Indonesia Sustainable Agriculture            |
| <b>PIUs</b>             | Project Implementation units                                 |
| <b>PPI</b>              | Progress out of Poverty Index                                |
| <b>PPP</b>              | Public Partnership Program                                   |
| <b>PSS</b>              | Private Sustainability Standards                             |
| <b>RA</b>               | Rainforest Alliance  |
| <b>RKPD</b>             | Rencana Kerja Pembangunan Daerah                             |
| <b>SLADI</b>            | Sustainable Lowland Agriculture for Development in Indonesia |
| <b>SNA</b>              | Social Network Analysis                                      |
| <b>SOP</b>              | Standard Operational Procedures                              |
| <b>tCO<sub>2</sub>e</b> | Metric tons of Carbon Dioxide Equivalent                     |
| <b>tC/ha</b>            | Tons of carbon stocks per hectare                            |
| <b>ToT</b>              | Training of Trainers   |
| <b>VSS</b>              | Voluntary Sustainability Standards                           |

## EXECUTIVE SUMMARY

### The Program

The Sustainable Cocoa Production Program (SCPP) was set up in 2010 to increase the productivity and income of cocoa farmers by 75% and reduce the level of greenhouse gas (GHG) emissions from cocoa by 30%. Over a decade, SCPP grew into a CHF 50 million program that reached over 165,000 farmers and their families, through a combination of training, financing, improved market access, and technical assistance. The Program went on to engage the entire cocoa industry in Indonesia, as well as internationally with the International Cocoa Organization (ICCO), the World Cocoa Foundation (WCF), and the Swiss Platform for Sustainable Cocoa. At its peak, the program worked in 57 cocoa-producing districts across 10 provinces with over 300 staffs in Indonesia and directly collaborated with over 1,000 agronomists and technical professionals from government, industry, and research institutions.

### Reflections and lessons learned

- **On the cocoa sector:** Indonesia has stabilized as a sustainable producing origin, but its future is insecure. Despite dire predictions, notably depressed global prices due to bumper crops in West Africa, production has stabilized at around 200,000 MT/year. The cocoa buying companies continued to invest in Indonesia cocoa sector and they are still interested in investing more. The government extension support is project dependent, and thus not sustainable. Certification, Voluntary Sustainability Standards (VSS), and Private Sustainability Standards (PSS) are transforming the supply chain, but at a much slower rate than anticipated. Sustainable agriculture is high on the donor agenda. During the Covid-19 pandemic, agriculture proved to be a resilient industry in Indonesia
- **On sector needs:** Increasing farmer adoption rates of good agricultural practices requires broadening the focus from farmer training alone to enhancing the functioning of the supply chain by analyzing incentives and not only addressing knowledge gaps. While private sector players are open to exploring this, they lack the capacity to work on it without external support. Mechanisms related to premiums, certificate holders and VSS are yet to be ingrained in the incentive structures of the supply chain. The push for innovation and to provision of services to smallholders should come from large companies; the local traders and farmer cooperatives operating as certificate holders (CH) cannot bear the cost and risks; they lack capacity.
- **On sector support provided by SCPP:** While support from multiple donors and companies led to large scale training and the program meeting or exceeding targets, it fell short of its key objective of triggering change in the government, companies, and supply chain actors through demonstration. SCPP was drawn into being a market player not only delivering training but also guaranteeing the quantity and quality of beans on occasions. Ever increasing funding for training had unintended consequences. It pushed the program sustainability strategy back, spent energy on administering a training machine and lacked time, resources, and staff capacity for innovative approaches. The end of funding for training alone triggered a new approach which gained traction and is replicable beyond cocoa.
- **On cocoa future beyond SCPP:** The approaches and tools for supply chain analysis and improvement piloted in the final years of SCPP will be continued by Swisscontact in cocoa and beyond. Large consumer facing, brand name companies have the weight to drive changes in incentives and business models for all actors from the farmer upward and will be the focus of support measures. The key elements include – showing large companies, how to better segment

farmers; Targeted coaching; Polyculture and Landscape approaches. The continuation and expansion of PT Koltiva and traceability through software as a service contributes to sustainability of the service. The grant to the Cocoa Sustainability Partnership provided impetus to the work on landscapes and living wage surveys. The work on Access to Finance could be built up in the future.

## Results

SCPP activities and outcomes contributed to 11 of the UN's Sustainable Development Goals (SDG), covering the Economic, Social, and Environmental dimensions. By the end of the Program, SCPP had successfully:

- Directly assisted 30% of Indonesia's cocoa farmers.
- Cumulatively trained 165,301 farmers throughout Indonesia with various disciplines related to cocoa production. This led to increasing farmers' yields to 647 kg/ha/year, a 53% increase over the 2013 results, thereby mitigating the sector's decline.
- Increased gross attributable income by at least 75% of 41,906 cocoa farmers (35% of trained farmers);
- Reduced 24% GHG emission from cocoa sector.
- Helped farmers purchase agricultural inputs, increase productivity, and raise profits through the Program's Agriculture Financing Facility (AFF). It trained 91,626 farmers on Good Financial Practices (GFP), or financial literacy. As a result of GFP, savings account ownership increased by 42%, and the share of farmers receiving financing from banks increased from 30% to 52%.
- Supported communities in which 71% (1,779 villages) of it have increased capacity to plan and advocate for their own social development.
- Of the farmers trained by SCPP across Indonesia, a total of 79,973 have been registered in transparent, traceable, and sustainable supply chains.

## Program finances

The combined budget for phase 2 was CHF28,696,425 with CHF10,065,583 coming from SECO and the rest from other donors and the private sector. Out of this total, CHF28,684,150 or 99.96% was spent by the end of the program. The SECO and other donor budgets were spent 100% and the contributions from the private sector were at 99.84% of budget.

As regards the budget for just the final year of 2020, the total budget was CHF1,705,841 out of which CHF1,351,451 was from SECO. The expenses were CHF1,693,565. Like the phase budget, the SECO budget was completely spent with private sector contributions at 97% of budget.

## Program team

The team had 291 staff in 2016 which grew to 434 at its peak in 2017 before declining to 348 in 2018 and a big tapering down to 68 in 2019 and finally 31 in 2020. The proportion of technical/managerial staff to field training related staff was 6.4% in 2016; 4.5% in 2017; 4.7% in 2018 and only in the last two years of 2019 did they grow to 13.7% and 42.8%.

The evolution of the team in the early years shows the staffing implications of having a strong farmer training orientation due to the various mandates and especially MCC. The last two years of SCPP reflect the changed strategy from farmer training to supply chain innovation, as well as the enhanced focus on Sustainability and Exit Strategy which required a changing role from training implementor into market facilitator.



## Exit and closure

As part of the phase out strategy, from early 2019 SCPP-supported training was increasingly delivered by private sector partners and external service providers such as PT Koltiva. Other examples of farmer support and assistance facilitated by SCPP and now being done entirely by other entities with their own resources include:

- Trainer capacity building by private sector (in-house capacity building)
- The farmer coaching framework re-development and refinement
- Data and traceability services: either Private Sector partners used their own data management platform or outsourced it to Koltiva
- Involvement of youth in cocoa is now part of the global program of Mars
- Sector promotion through enhanced capacity of secretariat of sustainable commodity platform
- Certification carried on by PS and its service provider

Closure and handover meetings with local government were conducted smoothly. Despite Covid disruptions, a series of meetings arranged in 10 districts and 3 provinces, participated by cocoa stakeholders.

## Beyond SCPP

SCPP promoted innovation within and beyond the cocoa sector such as ICT platforms for traceable commodities, analytical tools to better serve supplier networks (FarmNetX), a more targeted and effective coaching methods to increase adoption and women participation (Transformative Coaching), increasing farm resilience through diversification (polyculture practices), mainstreaming gender equality in farming management and boosting access to finance for smallholder farmers. As part of the sustainability effort, Swisscontact launched the Sustainable Commodity Initiative within SCPP to push corporate engagement towards farmer performance beyond SCPP. For that reason, in 2020 SCPP engaged several non-cocoa commodity companies to diagnose their constraints, design solutions, or test innovations that were originally designed within SCPP. The companies involved were Louis Dreyfus Company (LDC) coffee, PT Kirana Megatara (Rubber) and PT Sambu Group (Coconut). In the cocoa sector, SCPP continued to test FarmNetX tools with Cargill, MARS, and Mondelez.

SCPP had a broad impact on the cocoa sector and many aspects of rural development in Indonesia. Various reports, forums, and knowledge briefs have captured this experience and shared the knowledge to others. However, the most dynamic and enduring impact of the Program will be through the people that worked on the Program, the stakeholders, partners, and beneficiaries. Their continued work and presence in the cocoa sector will continue to push the sustainability agenda forward, and that will be attributed in part to SCPP.

Swisscontact is grateful to SECO for its contributions to SCPP and playing the role of an anchor donor for mobilizing the substantial resources from the public and private sector in Indonesia and Switzerland. It would also like to share its gratitude to all program partners and stakeholders who made this program such as success.

Swisscontact itself will work with other donors, supply chain companies and stakeholders related to the commodity sector to build on and scale up the tools and approaches from this program.

## PART 1: REFLECTIONS AND LESSONS LEARNED

### Chapter 1: Introduction to SCPP

By the late 2000s, Indonesia was the third largest producer of cocoa in the world. Despite this enviable position, threats were emerging from pest and disease infestations, aging trees, and deteriorating bean quality. This prompted the Indonesian Government to initiate a nation-wide movement for productivity enhancement and quality improvement, called *Gerakan Nasional Kakao*, or *Gernas*. At the same time, private industry had a growing interest in certification, setting ambitious targets to have 80% of domestic production certified by 2020. This combination of factors called for an intervention that would bridge collaboration between smallholders, who account for over 95% of production, industry and government to achieve sustainable cocoa production.

In response, the Sustainable Cocoa Production Program (SCPP) was set up in 2010 to increase the productivity and income of cocoa farmers by 75% and reduce the level of greenhouse gas (GHG) emissions from cocoa by 30%. Over the course of ten years, SCPP grew into a CHF 50 million program that reached over 165,000 farmers and their families, through a combination of training, financing, improved market access, and technical assistance.

The Program went on to engage the entire cocoa industry in Indonesia, as well as internationally with the International Cocoa Organization (ICCO), the World Cocoa Foundation (WCF), and the Swiss Platform for Sustainable Cocoa.

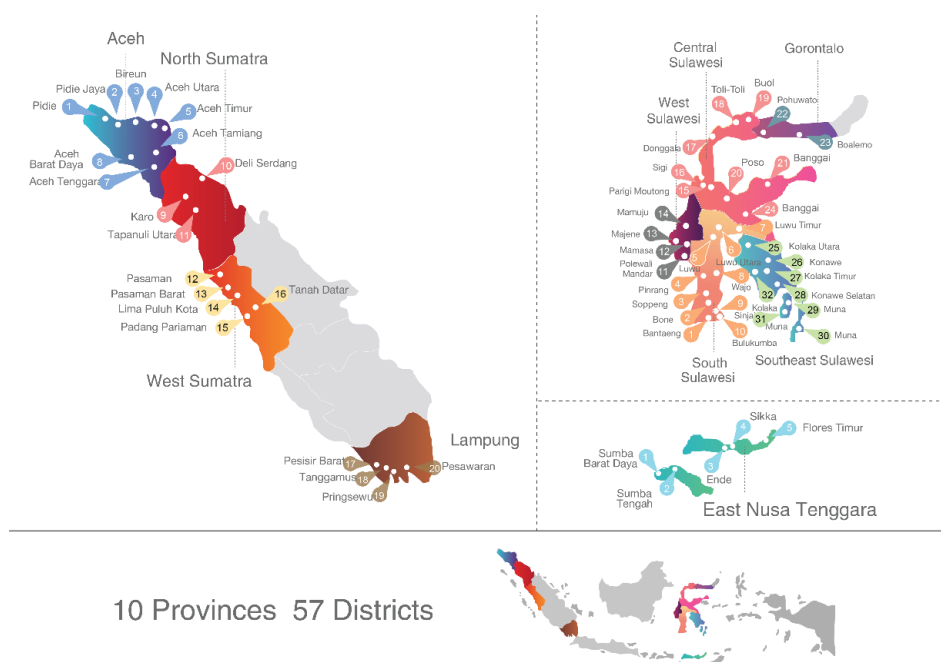


Figure 1 SCPP Working Areas

SCPP has been acknowledged for reaching its ambitious training targets but also for organizing and leading initiatives that involve many stakeholders. SCPP brought together 11 multinational cocoa buying and processing companies on a pre-competitive basis, to discuss and develop common tools for advancing cocoa farmers' knowledge and skills. The collaborative efforts with funding agencies and the private sector enabled the program to continue this effort and escorted 91,741 farmers into more sustainable mechanisms through certification.

At its peak, the Program worked in 57 cocoa-producing districts across 10 provinces, with over 300 staff in Indonesia. The Program directly collaborated with over 1,000 agronomists and technical professionals from government, industry, and research institutions. It also trained a network of approximately 5,000 highly skilled lead farmers. By the end of the Program, SCPP had:

- directly assisted 10% of Indonesia's cocoa farmers
- cumulatively trained 165,301 farmers in 57 districts throughout Indonesia with various good practices
- helped to increase their yields to 647 kg/ha/year, a 53% increase over the 2013 results, thereby mitigating the sector's decline.

The Program's success in achieving its primary goal of increasing farmers' productivity and profit notwithstanding, the Program's focus evolved over time from increasing cocoa supply at the sectoral level, to delivering sustainability at scale beyond SCPP. Two levels of sustainability were thus addressed: firstly, at the activity level, where the challenge was to continue SCPP's service delivery to farmers beyond the Program; and secondly, at the sector level, to incentivize farmers to continue to grow cocoa in the face of a depressed world market price for cocoa beans since 2017 and their tendency to switch to other crops. In both instances, the sustainability strategy was to graduate SCPP supported farmers into traceable, sustainably certified supply chains. These market-oriented supply chains continue to deliver training and support services to farmers while providing a price incentive, increased incentives, and market access for higher quality beans.

## Chapter 2: Reflections & Lessons Learned

SCPP has been informed by several assessments and evaluations, notably the Mid-Term Evaluation. A list of the relevant evaluations is given below in Annex 6. This chapter brings together some key experiences.

### On the cocoa sector

*Indonesia has stabilized as a sustainable producing origin, but its future is not secure. The challenges in the Indonesian cocoa supply are complicated by the low adoption rates at the farmer level. Government service provision to the cocoa sector is inconsistent and largely lacking outside of large mandates, like the GERNAS. Company led initiatives are increasingly filling this gap. But these private sector initiatives have limited reach. They focus on those farmers that have the wherewithal and desire to participate in these more complicated systems.*

**The Indonesian cocoa sector has been buffeted by headwinds during the last 4-years**, most notable was a depressed global price due to bumper crops in West Africa. There were predictions that the Indonesian cocoa sector would further decline with annual cocoa bean production dropping below 100K MT. In the end, the Program's work with private sector partners, Gol, and cocoa sector platforms helped to stabilize cocoa bean output at around 200K MT/year for the last two years.

During the Covid-19 pandemic, agriculture proved to be a resilient industry in Indonesia, from large scale

*"Indonesia was chosen because it is one of the largest cocoa producing countries in the world and have grown rapidly in the last 30 years. So far, the sluggishness of the manufacturing industry has not hampered its Indonesian unit and plans to continue to launch new products or variants to the market."*

(Maurizio Brusadelli, EVP and President of Asia, Middle East & Africa at Mondelez International – quoted from *The Insider Stories*)

corporations to small medium enterprises<sup>1</sup>. **The cocoa buying companies continued to invest in Indonesia cocoa sector and they are still interested in investing more.** Mondelez made another \$13 million of investment in its 12<sup>th</sup> global research center located in Pasuruan, East Java. Mars has committed to save the future of cocoa through its *Cocoa for Generations Initiative*, which is investing around USD 1 billion for making their global supply chains 100% traceable and responsibly sourcing by 2025.

**The government extension support is project dependent, and thus not sustainable.** In all the 57-districts where the SCPP operated, it coordinated with the local government and established an annual workplan with the local government--consistent with the Memorandum of Understanding that Swisscontact had with the Ministry of Home affairs for the program. SCPP provided thousands of hours of training to local agricultural extension agents for them to become trainers and master trainers of the SCPP curriculum. Our experience in implementation was that the public sector extensionists and agronomists were not available or consistently assigned to cocoa related activities. Eventually, all the extension workers would be reassigned or moved to another region.

**Certification, Voluntary Sustainability Standards (VSS), and Private Sustainability Standards (PSS) have not been sufficient to change the supply chain.** Our experience in working closely with the standards bodies such as Rainforest Alliance, the companies that are trying to supply according to these standards (i.e., Certificate Holders), and the farmers producing according to the standards, is that no single standard is a solution to sustainability. However, that is not to say that certified supply chains using VSS are not beneficial or do not have the power to transform supply chains into more sustainable operations. VSS are becoming the organizing principles for modern supply chains. They force the companies all along the supply chain to agree on Codes of Conduct that is beneficial to their employees, customers, and stakeholders alike. This comes at a cost, and the VSS's are yet to provide a regular price incentive for farmers to join at their own cost. Generally, farmers will only participate if all the associated joining and learning costs are covered by one of the supply chain participants if not the Certificate Holder directly. However, the true benefits are less to do with the per unit price incentive, but rather for the farmer be more integrated into a marketing system, and that extra benefits such as improved inputs and training and coaching may be provided via such traceable supply chain systems.

**Wide donor support.** Support to the cocoa sector, and commodities more broadly, has gained wide donor support as shown from the experience of SCPP. To coordinate this effort and simplify operations an anchor donor is needed with flexibility. SECO played this role extremely well and was critical to the multi-actor efforts. It provided a basis for a single planning, budgeting and reporting system which minimized the effects of donors entering or leaving the program.

#### On sector needs

*Increasing farmer adoption rates of good agricultural practices requires broadening the focus from farmer training alone to enhancing the functioning of the supply chain by analyzing incentives and not only addressing knowledge gaps. While private sector players are open to exploring this, they lack the capacity to work on it without external support. Mechanisms related to premiums, certificate holders and VSS are yet to be ingrained in the incentive structures of the supply chain.*

<sup>1</sup> Indonesian agriculture has emerged as a buttress against the pandemic's impact on the economy this year, supported by the resilience of farmers and the accounting effects of an incidental shift in the harvest season. The sector, the second-largest contributor to Indonesia's economy, managed to grow 2.19% year-on-year (yoy) in the 2<sup>nd</sup> quarter, albeit more slowly than the sector's yoy growth in the same period last year: 5.3%. Most other sectors steep declines as a result of pandemic-related restrictions  
<https://www.thejakartapost.com/news/2020/08/08/agriculture-resilient-to-pandemics-impact.html>

**Farmers are still the focus of cocoa sustainability efforts, however, a balance between training inputs and addressing farmer incentives is needed.**

Blanket training for farmers is good to increase farmers skills and knowledge. SCPP had fulfilled that mandate. But after a long period of various trainings from SCPP and different stakeholders, the program concluded that massive training beyond basic good practices has diminishing returns, and more bespoke, specific engagements with individual farmers, such as coaching, is the more preferred type of engagement by farmers and private sector partners alike.

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*“You can use that methodology to really promote any kind of innovations within farmer network and I don’t see any reason why this would have to be applicable only to cocoa and in fact it’s not applicable only in agriculture but any system that realize on behavior change even public health system could really benefit from this analysis. So that’s has been a key learning from us that we would like to take forward in our work”*

*(Megan Willis, Sustainability Lead Asia Pacific, Cargill Cocoa and Chocolate)*

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**Private sector corporations are open to new and innovative ways to improve their supply chain.** Commodity companies are facing similar pressing issues related to declining supply and unsustainable practices. Therefore, they are eager to learn of the experience and innovations from SCPP and the cocoa sector. **Testing new approaches still requires external or donor support to avoid risk of failure or reluctance for testing.** Although companies are interested to try new approaches, they also express their resource limitation and reluctance to invest in testing new interventions.

**The innovation to provide a one-stop service to smallholder producers should come from large companies; the CH cannot bear the cost and risks, and they are lacking capacity to do this.** Given the limitations of local bean traders as the CH, sector innovation (including full-service packages to farmers) will need to come from large companies committed to cocoa with in-house farmer outreach programs.

#### On sector support by SCPP

*While support from multiple donors and companies led to large scale training, it fell short of its key objective of triggering change in the government, companies, and supply chain actors through demonstration. SCPP was drawn into being a market player not only delivering training but also guaranteeing the quantity and quality of beans on occasions. Ever increasing funding for training had unintended consequences. It pushed the program sustainability strategy back, spent energy on administering a training machine and lacked time, resources, and staff capacity for innovative approaches. The end of MCC funding was instrumental to developing the new approach which has gained traction and is replicable to sectors beyond cocoa.*

**Direct Training by the program was insufficient to bring about supply chain change.** For much of its Program cycle, SCPP would be accurately described as a training machine. It was able to design and scale training programs quickly to a large number of cocoa farmers and became well known for its ability to hit targets with quality and quantifiable results. This training focus reflected the consensus of the Program stakeholders to address the main identified constraint that public funding could address—low farmer knowledge and capacity to upgrade their cocoa production. Swisscontact recognized that SCPP’s growing central role of trainer and service provider made it a market participant, which is not the role for a development program. This situation had a number of effects:

- **Sustainability aspects pushed back.** While SCPP was in the mode of a training machine, the main sustainability strategy was demonstration. The logic was that if the government, companies, supply chain actors and farmers saw the benefit of training, they would step in when SCPP ended.

Such an approach neglected issues of capacity and incentive and integrating these into a more realistic sustainability strategy only started in 2017/2018.

- **Institutional/Organizational and HR geared to training.** With large scale training - in multiple locations, with several donors and partner companies – the focus of the program and its team was on achieving farmer training outputs. This left very little capacity for supply chain analysis, new business models, and the related incentives and interactions with companies after SCPP. This started changing at the same time as a review of the sustainability strategy mentioned above. It required a drastic downsizing of the program in terms of headcount and field presence.
- **Access to Finance, Nutrition and Environment having limited scope.** These topics were add-ons to the training machine, and as such, the focus was ever more on delivering training outputs. Similar to Good Agricultural Practices, broader issues of the supply chain structure, incentives, and business models were not looked into sufficiently and the impact of these critical topics optimized.

**The end of large-scale training funding in 2017/18 provided the opportunity to change.** SCPP initiated adjustments that would see it become less of a direct service provider, and more of facilitator and technical advisory provider to market players. This could only go into effect in the latter half of 2018. By then, most of the SCPP's contracted targets for farmer training were being completed. In the Program's final year nearly all training and coaching activities linked to SCPP were in fact carried out by service providers (e.g., PT Koltiva) or by the private sector companies themselves.

On future beyond SCPP

*The approaches and tools for supply chain analysis and improvement piloted in the final years of SCPP will be continued by Swisscontact in sectors beyond cocoa. Large consumer facing, brand name companies have the weight to drive changes in incentives and business models for all actors from the farmer upward and will be the focus of support measures. The continuation and expansion of PT. Koltiva and traceability through software as a service contributes to sustainability of the service. The work on Access to Finance could be built up in the future.*

**The piloting of new approaches for supply chain analysis, intervention design, and piloting have been promising and will be continued by Swisscontact with other partners.** This focused on commercially viable cases for more inclusive business models in company operations. It is important to present the business case of the proposed solutions. After piloting or testing stages, companies may need to integrate this into current operations, which often entails changing the way they work. This usually needs further advice on how to scale innovation and integration into the company business process. Some key elements.

- **Showing large companies, in cocoa and in other commodities, how to better segment farmers** as to who is most receptive to innovations and new ideas. Although this is still in its preliminary stages, we have developed respective models for targeting farmers in different networks.
- **Targeted coaching.** Starting in mid-2018, SCPP has developed a new coaching approach called Transformative Coaching. We believe this will address the key weaknesses in current coaching approaches and will be developed further.
- **Polyculture:** Multiple economic and food crops are often grown within a cocoa plantation, and that remains a key strategy to minimize the farmers' vulnerability from the vagaries of the global price fluctuations. Cocoa buyers and processors increasingly recognize that polyculture models are more suitable than the monoculture model to sustain and improve cocoa production in Indonesia.

- **Landscape approaches** are entering into the discussions with commodity sourcing companies. Beyond sustainable production of single commodity, many companies recognize that they should be more attentive to the environmental and jurisdictional governance where they operate. This is drawing companies into more expansive, complex sustainable landscape approaches.
- **Pre-competitive collaboration:** SCPP fostered outstanding collaboration of Public Private Partnership that stabilized the cocoa sector and prevented further decline.

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*"We don't see that kind of collaboration elsewhere. We do have it in cocoa. It is about to take the partnership to another level, maybe to jurisdictional or landscape. The recent flood in Masamba wiped out numbers of farms we've been working for years. And that because the deforestation happening upstream. So, we can do a lot of work on cocoa farming, but if the landscape is not being managed, we all suffer. I think the level of collaboration and next step where we need to get to will be phenomenal"*

(Fay Fay Choo, Asia Director for Cocoa Sustainable Sourcing, Mars Inc)

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**Swisscontact is expanding this approach and working with other smallholder-based sectors, such as palm oil, coffee, rubber, and spices, which face the same constraints as the cocoa sector.**

**Continuation of Cocoa Trace and PT Koltiva.** PT Koltiva is the owner and manager of the Cocoa Trace data platform. Since Cocoa Trace was launched within SCPP in 2013, PT Koltiva has continued to expand its offering of digital, traceability, and farmer outreach services in the cocoa sector. The Cocoa Trace software was tailor made with the specific requirements for responsible businesses during SCPP implementation and adapted gradually to changing requirements. The participating private companies signed up for software as a service agreement while participating in SCPP. Thereby, they shared the costs of Koltiva to provide Cocoa Trace as a Farm Management Information System along with it being an M&E Platform for an international multi-donor Program of SCPP. This combination created the most holistic software application on the market that is still used by private companies beyond the end of SCPP.

The Cocoa Trace application ecosystem has kept on improving over the past years with new features that include an e-Payment system (KoltiPay) and an e-Marketplace (KoltiMart). Smallholder producers and private companies along global value chains have a wide range of services they can access to support their efforts to improve farm management and traceability. The FarmCloud mobile application provides farmers and producers access to information on best practices, agri-inputs, digital finance, supply chain and commercial loans, and voluntary certification services. Koltiva is still upgrading FarmCloud with access to crop insurance and connection with farming IOT tools (Internet of Things).

The basic benefits of Cocoa Trace for independent smallholder farmers is the free use of the farm management information system and the complementary establishment of a digital farm profile that enables farmers to participate in traceable global supply chains. Transparency in crop procurement is key to sustainability. Farmers that sell their crop to aggregators, using the complimentary FarmGate mobile application, receive sales notifications that include volume, cocoa quality, and the premium farmers got paid. Farmers and aggregators need to confirm and validate these transactions, so that the transactions can be fully traceable from farm to consumer. The eligible transactions are aggregated, and farmers and aggregators receive a premium payment for traceability and/or certification that is directly transferred to their virtual bank account or the eWallet on KoltiPay.

Independent smallholder farmers that are part of private companies responsible sourcing standards and certification program, have access to farm inspection results, recommendations for improvement and compliance with requirements. Digital learning and gamification of content becomes a key feature in the FarmCloud besides the one-on-one coaching through field agents. On the FarmCloud, farmers can learn about crop management by watching videos, reading leaflets, product information, or directly communicate with fellow farmers, agri input suppliers, traders, and extension agents. To summarize it, farmers have huge benefits for participating in Koltiva clients responsible sourcing programs that include the FarmCloud, which is now part of the original Cocoa Trace platform ecosystem, leading to higher adoption rates and increased farmer income.

**Cocoa Sustainability Partnership capacity building support in 2021.** This platform was a key achievement of SCPP and are motivated to continue working on new frontiers of sector development. As a final grant from SCPP, it will work on designing and conducting a living income/wage survey with support from the Sustainable Food Lab, as well as studying the mechanisms for landscape approaches focusing on VSS and PSS. This will contribute to more foundational data for sector initiatives in the future.

**Possible interventions for financial services in commodity supply chains.** The smallholder sector is historically underserved by the formal financial sector. That is one reason that the government promotes a subsidized, agricultural, and rural lending scheme call KUR (People's Small Business Credit). SCPP focused on Bank Rakyat Indonesia, which has the largest rural network of branches that can channel KUR to cocoa farmers and actively sought engagement and participation by several other micro and small business credit institutions. However, the limitations of a training-oriented approach as mentioned above prevented a deeper analysis and interventions. The bottom line is that smallholders are very expensive and risky segment for banks to serve. A closed-loop supply chain or contract farming scheme may be able to reduce the transaction costs and risks in a more open or loosely tied supply chain. There are prospects for traceable certified supply chains to improve credit access to farmers, but we have not seen those materialize yet. There has been and continues to be much effort to design a means to deliver financing at lower cost and risk to smallholder farmers. We expect there to be additional options and new service models through mobile applications and other financial technology providers. **Swisscontact aims to work with development partners on options.**



## PART 2: IMPROVING FARMER SKILLS FOR INCREASED PRODUCTIVITY

### Chapter 3: Indonesia and Cocoa

#### The cocoa sector

The global market for chocolate and its derivative products has been growing by 1-2% per annum for decades, with North America and Europe as the biggest markets. Annual consumption of cocoa-related products in Asia and Pacific Countries (APAC) is increasing at an even faster rate (around 3–4%) and is expected to outpace other regions for the long term.

Côte Ivoire and Ghana represent the world’s largest and second largest cocoa bean producers, respectively. Nigeria, by replacing Indonesia as the third largest producer of cocoa, further consolidated West Africa’s role as the epicenter of international cocoa production. As of 2020, Indonesia is the seventh largest cocoa producer, behind Cameroon, Brazil, and Ecuador in that order.

#### Cocoa price trends

The farmgate price of cocoa in the main producing areas of Indonesia closely follows the global market price, averaging 91% of the global market price over the last five years (Figure 2). During the same period, the prices of cocoa, globally and in Sulawesi, have been substantially below the mid-2016 peak. Furthermore, the global pandemic negatively impacted the global cocoa market, with Indonesia experiencing an even worse drop. Throughout 2020, Sulawesi farmgate prices decreased by 12%.

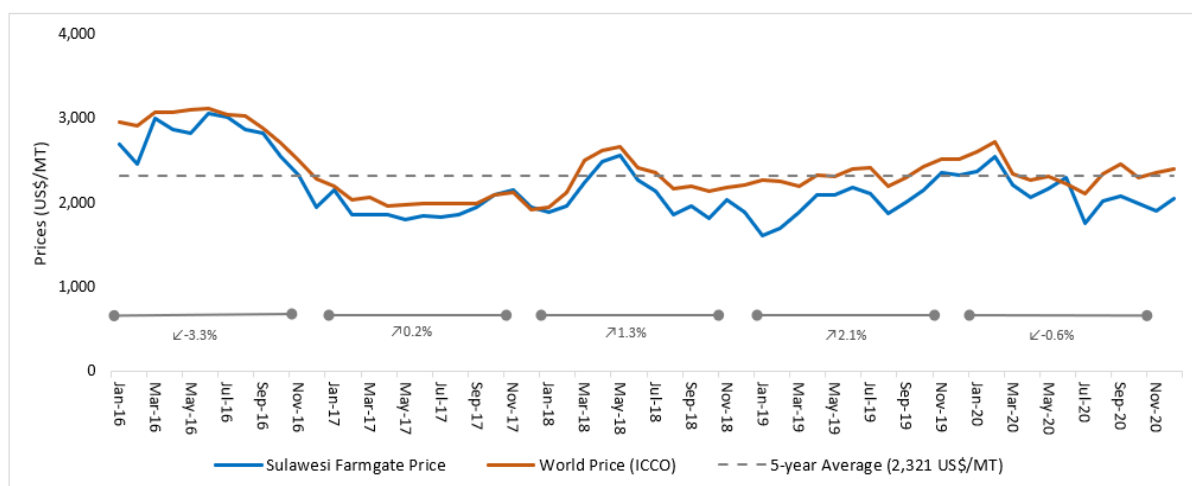


Figure 2 Global Price Trends and Indonesian Farmgate Prices (2016-2020)

#### Sustainability of the cocoa sector

Despite myriad initiatives designed to improve the income of cocoa farmers around the world, many continue to live below the UN’s poverty line. Social and environmental activists continue pushing the cocoa industry to address the issues of deforestation, child labor and social injustice in its supply chain. Chocolate consumers are taking notice and expect their favorite brands to be proactive in their response, with more sustainable and transparent practices. This includes those supply chains that reach into Indonesia and address the needs of its most vulnerable link, the smallholder producer. Cocoa production is an important source of income for about 500,000 Indonesian households. The typical cocoa-growing household owns one hectare of cocoa, generating about IDR 17.5 million (CHF 1,000), or approximately 89% of rural household incomes. Increasing cocoa yield per hectare could therefore lift a significant share of the rural population out of poverty. However, despite efforts over

the past decade to increase cocoa output, production has fallen when compared to the other major origins.

This decrease can be explained by several factors:

- **Significant drop in global prices** over the past 4 to 5 years due to the rapid increase in supply from West Africa (current price is \$2,238/MT). Though this boom in West African production is not expected to last indefinitely, prices remain depressed.
- Unlike in West Africa, many Indonesian farmers have alternative livelihood options. **Many cocoa farmers abandoned cocoa for corn**, which benefits from government subsidies for fertilizer and seeds. Also, there are other tree and commodity crops those farmers can grow, which are in great demand in the Indonesian market.
- Farmers continue to face many **challenges in producing cocoa**: ageing trees, unavailability of quality inputs such as seedlings and fertilizers, adverse weather, and persistent disease and pest pressures. Success in cocoa is far from certain, making investment in cocoa farming riskier than other crops.
- **Domestic demand remains comparatively low**, with Indonesians consuming an average 0.4 kg per capita per year. Meanwhile, the consumption of other ASEAN countries, such as Singapore and Malaysia, has reached 1 kg per capita per year.

Despite these challenges, the Indonesian cocoa sector has reasons to be optimistic. Demand is expected to steadily increase for the foreseeable future. Further productivity gains in West Africa will be limited due to decreasing soil fertility and further restrictions on cocoa expansion into forested areas. Moreover, Indonesia's better production technologies and increased availability of improved cocoa genotypes puts it in a more competitive position for the future.

Major buyers of Indonesian cocoa have pledged to source 100% of their cocoa raw materials from traceable and sustainably produced sources by 2025. Therefore, players along the supply chain will have to increasingly support activities that SCPP performed previously, such as farmer engagement, training, data collection, and facilitating support services to farmers.

## Chapter 4: Evolution of SCPP

The SCPP has its roots in the design of the PEKA Project Aceh dating back to 2009, which led to the SCPP Phases I and II.

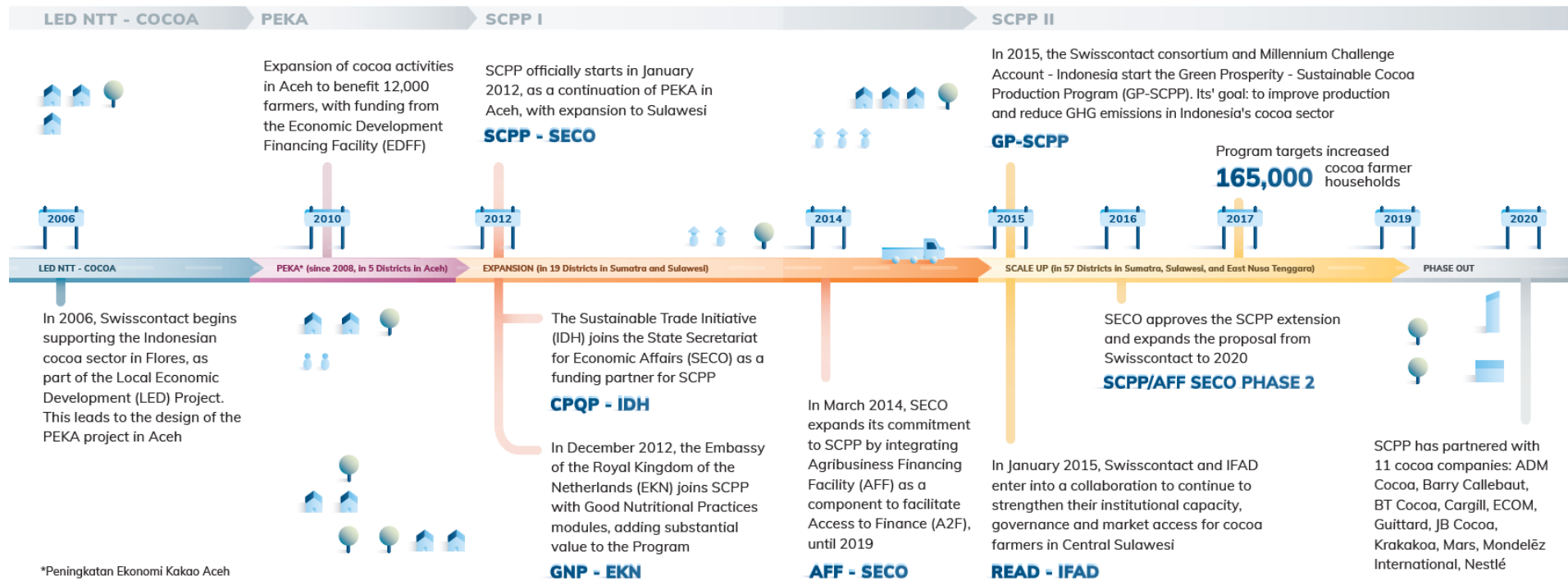


Figure 3 SCPP Timeline

- **Local Economic Development Nusa Tenggara Timur - LED NTT** (2006) in Flores as the initial support to the cocoa sector by Swisscontact
- **PEKA** (2010) was funded by the Multi Donor Fund (MDF) for the Economic Development Financing Facility (EDFF), trained 12,540 farmers in Good Agricultural Practices (GAP) for on-farm production and post-harvest processing.
- **SCPP Phase I** (2012-2015) was funded by a large partnership comprising Swiss State Secretariat for Economic Affairs (SECO), Sustainable Trade Initiative (IDH), and the Embassy of the Kingdom of the Netherlands (EKN), IFAD, Swisscontact, and seven companies, and trained around 60,000 cocoa farmer households in GAP. The SCPP I covered 29 cocoa producing districts in seven provinces.
- **SCPP II included GP-SCPP** (2016-2020) of the Millennium Challenge Corporation that represented a consortium of nine private sector cocoa and chocolate companies (Barry Callebaut, Ecom, Cargill, Guittard, JB Cocoa, Krakakoa, Mars, Mondelēz, and Nestlé), and four NGO implementing partners; Rikolto Indonesia, Yayasan Sahabat Cipta, Wahana Visi Indonesia, and Perkumpulan Migunani with Swisscontact as the consortium leader. During Phase II, SCPP cumulatively trained 165,301 farmers.
- **SCPP Phase-out** (2019-2020). During the period, the Program focused on transferring knowledge, harvesting lessons learned, and providing solutions to partners that would continue delivering services to farmers.

At the onset of the Program, cocoa farmers often struggled to access knowledge on farming practices such as Frequent Harvest, Pruning, Sanitation and Fertilizing (known in Indonesian as *Panen Sering, Pemangkasan, Sanitasi dan Pemupukan*, or 'PSPSP'). There were no standard modules for farmers and institutions that could provide information at scale. SCPP worked with many partners to develop knowledge and skills training materials to remedy this. The Program bridged the knowledge gap and enhanced the transparency and sustainability in the sector.

The Program activities and outcomes directly addressed 11 of the UN's Sustainable Development Goals (SDG), covering three dimensions: Economic, Social, and Environmental (see Figure 4).

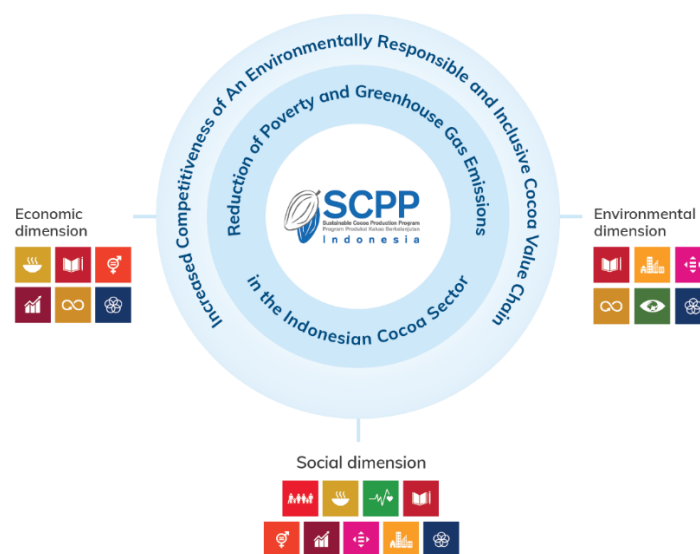


Figure 4 Three core dimensions of SCPP

For the **economic** dimension, the Program worked with the Indonesian Government and private sector partners to improve the productivity and the profitability of cocoa farming. This included promoting a professional farmer package (agri-inputs, planting material, and knowledge), improving access to capital services and products, fostering enterprise development, and supporting platforms for policy dialogue and information exchange.

For the **environmental** dimension, the Indonesian Government and donors addressed the threats of climate change on cocoa production, agricultural encroachment on protected forests and other areas of high conservation value. The Program trained farmers to implement climate-smart agricultural practices, to be more aware of the value of forest conservation, and to practice more environmentally friendly measures on their farms. Among other measures, the Program also assessed and reported the carbon sequestration on cocoa farms and contributed to the implementation of the Code of Conduct for Certification.

For the **social** dimension, the Program introduced training to improve cocoa communities' access to nutritious foods. The Program also included marginalized women and youth groups and sought ways to improve the communities' capacity for social development. For this component, SCPP worked closely with local communities, NGOs, and Private Sector Partners. The Program implemented community development activities with Nestlé and Migunani to work on community based, potable water supplies in West Sulawesi. SCPP also collaborated with World Vision Indonesia in the Cocoa Life program by Mondelēz, to increase participation among women and youths. This included developing the NextGen program with Mars, to build the capacity of youth in cocoa through vocational education programs.

## Chapter 5: SCPP Results

SCPP initially focused on building farmer capacity. Backed by various cocoa value-chain analyses and sector assessments that supported this approach, the consensus among Program stakeholders was to focus on bridging the farmers' knowledge gap on improving cocoa cultivation practices.

By 2018, the Program had reached 99% of its MCAI-mandated training targets - farmers scheduled for direct training in the initial output. After reaching that target, SCPP shifted its focus to ensuring the sustainability of Program interventions in the long term. Therefore, during the last two years the Program made the transition from direct delivery of large-scale training to that of facilitating other market players to providing the requisite support to farmers going forward.

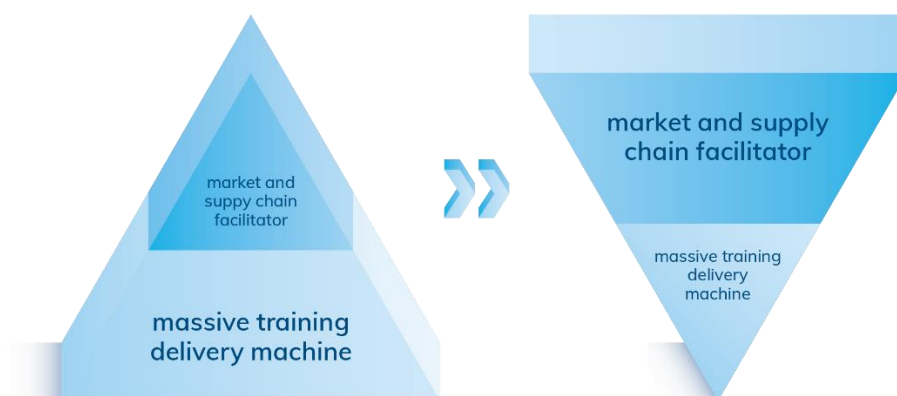


Figure 5 Evolution of SCPP Role

## 2020 Overview

For 2020, SCPP prioritized completing all contracted partnership activities and handing over Program knowledge to the GOI and other stakeholders. In addition, using some innovative new tools, SCPP helped private sector partners to increase farmers' adoption of best practices. These tools were Transformative Coaching, Farmer Network Analytics (FarmNetX), and gender equality mainstreaming using GALS. SCPP also worked to spread the Program's expertise and best practices in smallholder engagement to other smallholder commodity sectors in Indonesia, such as coffee and rubber. Table 1 below summarizes SCPP's main activities and numerical achievements for 2020.

**Table 1. SCPP Activities and its Achievements in 2020**

| Activities   | Achievements   |
|--|--|
| <p><b>Certification Activities with Cargill and Koltiva</b><br/>GAP/CoC training, coaching, and certification by Koltiva, completed by October 2020</p>  | <ul style="list-style-type: none"> <li>• <b>3,532 new farmers</b> trained in GAP in 2020.</li> <li>• <b>8,409 farmers coached</b> and <b>9,040 farmers certified</b>.</li> <li>• Mentored field teams of private company partners.</li> </ul>  |
| <p><b>Gender equality with RA, CSP and Mars (ESCP)</b><br/>Number of farmers coached on GALS tools defining family vision/goals, improving cocoa farms, adding other sources of income, and changing household behaviour</p> | <ul style="list-style-type: none"> <li>• <b>136 farmers coached using GALS tools</b> (56% women) consisting of 21 champion farmers who disseminated GALS to 115 other farmers.</li> <li>• <b>80 monitored households</b> (or <b>88%</b>) managed household and farm finances better.</li> <li>• <b>52 alternative sources of income</b> increased in which 35 of them are commodities beside cocoa.</li> <li>• Supported CSP in preparing knowledge products for lobbying and advocacy to <b>government and cocoa companies to continue ESCP dissemination</b>.</li> </ul>   |
| <p><b>Transformative coaching with Cargill and Koltiva</b><br/>Farmer coaching pilot directed by FarmNetX insights</p>   | <ul style="list-style-type: none"> <li>• Partners coached 17 influential farmers having 226 immediate followers.</li> <li>• 2 farmers-led nurseries developed (farmers self-funded 62% of the costs) with annual capacity of 13,000 seedlings.</li> <li>• Overall network independently increased new planting material by 20,000 trees or 5% of baseline.</li> </ul>  |
| <p><b>Crop Protection Demo Farm</b><br/>Organic biodegradable spray-on coating and environmentally friendly protection for effective cocoa plantation</p>  | <ul style="list-style-type: none"> <li>• The technology, Crop Coat, tested in 30 demo farms and demonstrated to 63 farmers.</li> <li>• Engagement with technology provider, California based <i>Crop Enhancement LLC</i>.</li> </ul>   |
| <p><b>Closure and handover meeting with Local Government</b><br/>Series of meetings arranged in 10 districts and 3 provinces, participated by cocoa stakeholders</p>   | <ul style="list-style-type: none"> <li>• Local government bodies, GOI, CSP, beneficiary farmers, private sector(s) from respective producing areas participated.</li> <li>• Discussed about training results, program's outcomes and impacts, challenges, learnings, and farmer groups to be involved in ongoing and future activities from local government and private partners.</li> </ul>  |
| <p><b>Sustainable Commodity Initiatives / Private Sector Piloting Innovative Practices</b></p>   | <ul style="list-style-type: none"> <li>• Testing FarmNetX tool within Louis Dreyfus Coffee (LDC) network of 220 coffee farmers.</li> <li>• Testing FarmNetX tool within Mondelez network of 500 cocoa farmers.</li> <li>• Testing FarmNetX tool to understand financial and entrepreneurial information sharing of MARS cocoa farmers' network.</li> <li>• Constraint diagnostic of coconut supply chain of PT Sambu Group.</li> <li>• Provided recommendation on best practices of sustainability practices for rubber supply chain of PT Kirana Megatara Group.</li> </ul> |

## Cumulative program impacts

Based on the Logical Framework indicators, SCPP key results are shown in Figure 6 below.

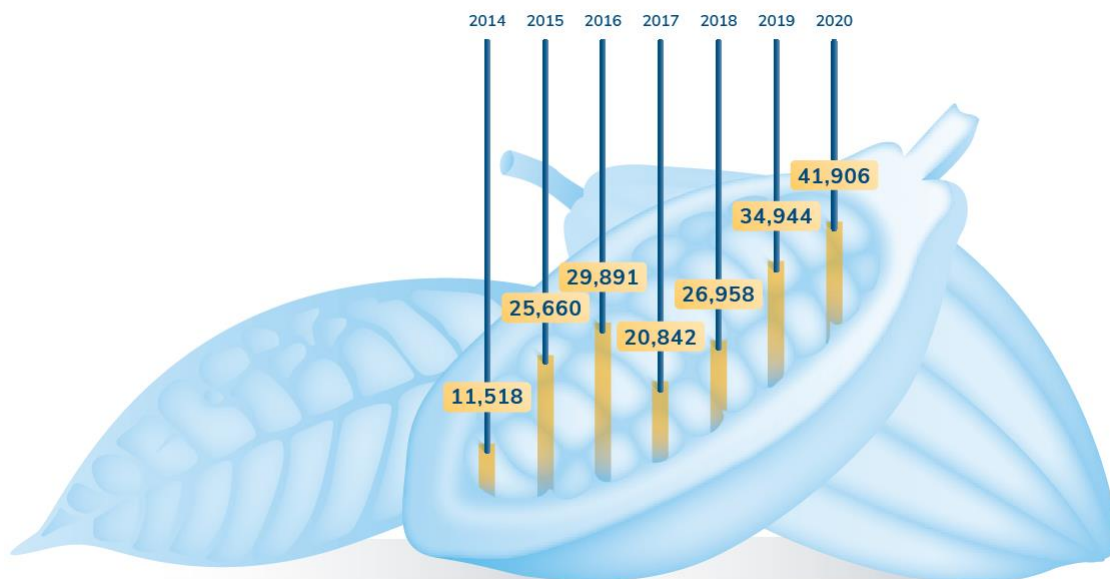


Figure 6 SCPP Logical Framework and its Results

### Poverty reduction

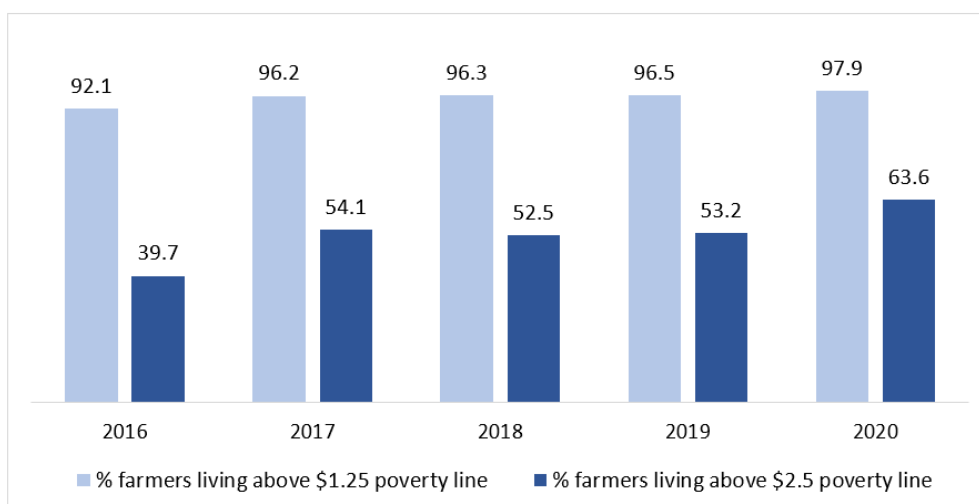
The top impact indicator for SCPP is *I.1.a: Number of cocoa farmers increasing their gross attributable income by 75%*. Around 25% of SCPP beneficiaries experienced at least a 75% increase in income.

Beneficiaries' cocoa incomes dropped in 2017 due to the drop in cocoa bean prices, but has since recovered and increased, along with the total number of farmers reached. (Figure 7)



**Figure 7 Number of Farm Families Increasing their Income by at least 75%**

Not all farmers trained achieved an income increase of at least 75%. However, more than half (52%) reported an increased income from cocoa after joining the Program. Overall, beneficiaries of the program rose out of extreme poverty at a faster rate throughout the program, and in most years, few and fewer farmers were found to be below the poverty line. Families received US\$728 more (US\$2/day) over the course of the year, on average. As a result of the program, 94.2% of the 165,301 farmers trained are now living above the UN Extreme Poverty Line of \$1.25/day PPP, and 50.4% are living above UN's Poverty Line of \$2.50/day PPP. The Program effectively targeted the poor in which 49.6% of the participating families were below the poverty line of \$2.50/day per family member.



**Figure 8 Fewer Farmers Living Below the UN's Poverty Lines**

From 2016 to 2020, the proportion of beneficiary farmers living above the \$1.25 and \$2.50 poverty lines increased by 5.8% and 23.9%, respectively. (Figure 8)

### Greenhouse gas emissions reduction

SCPP's primary environmental impact target was *1.3: to reduce greenhouse gas (GHG) emissions on cocoa farms by 30%*. These targets were achieved and exceeded by a combination of changing farmers'



practices regarding the type and volume of fertilizers and through tree planting activities. Some of the major achievements in making cocoa production more environmentally sustainable included:

- 24% reduction in tCO<sub>2</sub>e emitted per metric ton of cocoa beans produced since 2016 (80% of target).
- SCPP more than doubled its target for carbon sequestration, with an additional 259 tC/ha achieved by planting cocoa and shade trees on farms.
- SCPP contributed 24% towards MCAI’s overall reduction target of 1 million tCO<sub>2</sub>e/year, which as the largest portion of reduction for any of the 63 projects in the MCA-I’s portfolio.

## Program outcomes

### Yield development

The Program’s impact on cocoa productivity was measured by comparing average per hectare yields to the Baseline Year--the 12 months prior to farmers entering the program (Figure 9). Results in these dimensions are also firm indicators of the Program’s success:

- 42% increase in the average to 708kg/ha in Year 10 over the baseline yield for farmers who joined the Program in 2010 (497kg/ha).

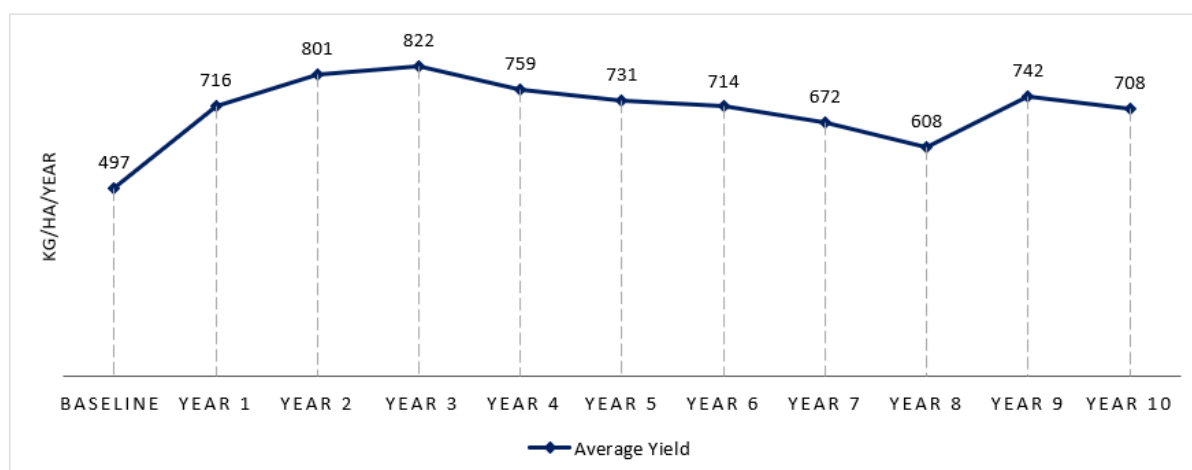


Figure 9 Yield longitudinal trend from baseline (2010) to latest year (2020)

### Intermediate outcomes and outputs

*Intermediate Outcome 1: The cocoa sector adopts measures to enhance transparency, farm profitability and cocoa quality*

#### Adoption of Farming Practices

Whenever a farmer adopts good practices and improves their planting material in line with SCPP support, the resulting yield increase can therefore be attributed to the Program and its training design. With this premise established, the percentage of farmers adopting recommended agriculture practice is a useful metric for gauging the success of the Program implementation and its results.

The Program delivered 1.9 million persons days of trainings to farmers in various thematic topics (Table 2). SCPP used various approaches to encourage the adoption of good farming practices. These included best practices in Farmer Field School participatory training, ICT-enabled video tutorials,

provision of quality inputs, farmer-leader development, farmer cooperative capacity building, and study visits to demonstration farms.

**Table 2. List of Thematic Training Topics Delivered by SCPP**

| For Cocoa Supply Chain Partners          | For Cocoa Farming Families   |
|--|------------------------------|
| Cocoa Sector Training (CST) for banks    | Good Agricultural Practices  |
| Cooperative Training for Coop Managers   | Good Environmental Practices |
| Good Business Practices for cocoa buyers | Good Financial Practices     |
|  | Good Nutrition Practices     |
|  | Good Social Practices        |

Despite these efforts, the Program was not able to achieve its goal of 75% of trained farmers adopting 75% of recommended practices. In retrospect, this was an unrealistic target during a period of depressed cocoa prices. Better agricultural practices would require either additional labor or purchase of inputs such as seedlings or fertilizer. Lower bean prices discouraged greater investments of time and capital. SCPP’s assessments found only 55% of participating farmers were adopting at the targeted level, which was still good progress against the headwinds of low prices.

Since completing the bulk of training outputs in 2018, SCPP turned its attention to helping its private sector partners and their service providers to stimulate further farmer adoption within their system of training and coaching to farmers in their traceable, sustainable supply chains.

SCPP saw an opportunity in those supply chains to use data-driven targeting of farmers and the application of Social Network Analysis to boost adoption rates amongst farmers. For this, SCPP developed a set of tools called Farmer Network Analytics, or *FarmNetX*, which are being applied in three separate private sector supply chains at time of this report writing with the expectation that will continue to guide farmer engagement strategies for years to come.

**The cocoa sector enhances transparency, farm profitability and cocoa quality**

SCPP supported the setup of an agri-tech start-up, called PT Koltiva, that has continued to serve the needs of commodity supply chain companies in cocoa and other commodities. Their cocoa-specific application, CocoaTrace, was first developed to serve SCPP’s monitoring, measuring, and reporting needs. It has since become the preferred digital platform for sustainable cocoa that is used around the world by companies such as Mars, Cargill Cocoa, JB Cocoa, and most recently, Nestle.

Facilitated by the development and growth of CocoaTrace, nearly 80,000 cocoa farmers most of whom are SCPP training alumni, have actively signed up to participate in traceable, sustainable supply chains across Indonesia. This amounts to 89% from the Program’s intermediate outcome target of 90,000 farmers. *(IO.9. A total of 90,000 cocoa sector stakeholders, i.e., smallholder, are included in transparent and traceable supply chains as a result of the SCPP Program.)*

**Better access to agri-inputs, financial practices, and services**

The Program implemented the Agriculture Financing Facility (AFF) to help farmers purchase agricultural inputs, increase productivity, and raise profits. A significant part of this was training in Good Financial Practices (GFP), or financial literacy, for 91,626 farmers. It was found that 49% of GFP participants subsequently adopted the recommended financial practices; the overall adoption target was 50%. The GFP trainings also featured representatives attending from financial institutions, such as Bank Rakyat Indonesia. As a result of GFP, savings account ownership increased by 42% and the proportion of cocoa farmers receiving financing from banks increased from 30% to 52%.

Moreover, the Program worked to improve the supply of financial services for the cocoa sector. The Program introduced Cocoa Sector Training (CST) to banks and agri-inputs suppliers. Over the course of the Program 193 people participated in CST's, comprising 171 bank staff and 22 agri-input supplier staff.

In order to provide better access to high-quality planting materials, the Program also helped farmers establish 626 village-level nurseries and clonal gardens across nine provinces. Cumulatively, SCPP helped establish 104,578 m<sup>2</sup> of nursery area, with the capacity to produce 3.2 million cocoa seedlings over the course of the Program. Of these, 40% continue to supply the local demand on high-quality seedling. The Program also established 242 high-quality demonstration farms that functioned as learning and training venues for GAP.

The Program also advocated for government subsidies on a cocoa-specific fertilizer through the Cocoa Sustainability Partnership (CSP), in a bid to provide farmers with access to agri-inputs. Distribution of a pilot volume of 25,000MT fertilizers began in 2020.

### **CropCoat™ Crop Protection Trials and Demplots**

SCPP supported Cargill in pilot testing the application of CropCoat™, the non-pesticide, organic crop protection product produced by Crop Enhancement, a California-based crop protection company. The pilot took place in Soppeng, South Sulawesi from October 2019 to the end of August 2020. A total of 30 farmers participated in the study. Data showed the largest volume of marketable beans came from pods treated with solution containing 6% of CropCoat™ (832 kg per plot on average). CropCoat™ was found to reduce insect infestation and fungus, while treated trees also yielded 32% more than the farmers' baseline practices. Based on these positive results, Crop Enhancement is currently applying for an import license to bring in this non-toxic crop protection product.

### **Disappointing Results to Develop Certificate Holders (CH) to Provide Services to Farmers**

In the second quarter of 2019, SCPP added two outputs designed to measure the achievement of the new strategy to include local traders that were taking on an expanded role of Certificate Holders (CH) in traceable supply chains. We discovered that they were unable to take on the CH functions and deliver services to farmers as intended.

Based on our learning, as also informed in the additional explanation for Annual Report 2019, where we see three different levels of functions and services CH can deliver and how these functions will probably evolve. Based on those levels, most CHs can handle a small number of services for farmers, such as certification administration. Additional services - like provision of seedlings, fertilizer, training, coaching, and financing - would likely be too demanding for a single market actor like CH, who are mostly small-scale, local bean traders. Hence, putting all services under one CH is not realistic currently.

As a result of this shift in focus from CH to large multi-national companies, the achievement for output of 1.6 has also been updated in response to lessons learned during the Program. Instead of having "the capacity of Certificate Holders to provide CFSP (Certified Farmer Support Package) is strengthened", we aimed to have "better supply chain model for cocoa and commodity companies is facilitated". The Program has promoted ways in which the farm adoption for targeted networks in the cocoa and commodity company's supply chain can be improved. For this output, we have not reached the target in designated KPI, but have devised, tested, and shared knowledge and models for the key commodity companies, so they can better assist their producers.

### *Intermediate Outcome 2: The cocoa sector adopts environmentally friendly measures*

Following SCPP's involvement, cocoa supply chain companies have adopted policies that mitigated the worst environmental risks of cocoa production and sought to make the cocoa supply chain more

resilient to climate change. To promote environmentally friendly and sustainable land practices to farmers and stakeholders, the SCPP achieved the following results:

- Good Environmental Practices (GEP) training module developed and delivered to cocoa farmers, government extension officers, private and NGO field staff, and producer organizations (e.g., cooperatives). The Program trained 705 master trainers on GEP, who in turn trained 110,282 farmers.
- Codes of Conduct (CoC) issued by certification bodies, such as Rainforest Alliance.
- 55% of all SCPP beneficiaries adopted climate-smart agriculture practices (111% of target).
- 116,742 hectares of cocoa farms now under improved management.
- Shade tree planting initiatives implemented, along with composting, and goat rearing integrated into farming systems, to boost availability of organic fertilizer.

At the policy level, the Program organized workshops on environment and land use for the local cocoa forums, the private sector, and regional governments. It linked the activities of regional and local environmental organizations with private sector partners and central government programs, to develop a common action plan.

### *Intermediate Outcome 3: The cocoa sector boosts cocoa communities' living standards*

SCPP worked closely with cocoa-based communities, NGOs, and private sector partners to enhance the resilience of cocoa communities. This comprised training and community development initiatives related to the following aspects:

- **Better access to nutritious food:** The Program trained farming households, extension officers and field staff on Good Nutrition Practices (GNP), establishing community nutrition demonstration plots and fishponds. The Program trained 361 master trainers, including program staff, private sector staff and government staff, when then trained 65,687 farmers on GEP. The program also supported establishment of 2,348,000 m<sup>2</sup> vegetable gardens and 5,287 m<sup>2</sup> of fishponds.
- **Gender Equality:** To increase women's participation in farming activities and the community, the Program implemented its Social Gender Inclusive Plan (SGIP) and collaborated with the CSP on a gender-focused project called Equality for Sustainable Cocoa Production (ESCP).
- **Youth Participation:** An SCPP study of youth and rural labor in 2015 found that the youth from cocoa-based communities often migrated to the city for education or in search of better jobs. This contributed to local labor shortages. In 2017, the Program conducted a national workshop in promoting youth participation in cocoa farming, with participants from government, private sector, universities, NGOs, and the youths themselves.
- **Next Generation (NextGen) pilot project:** Swisscontact and Mars developed a cocoa module and curriculum for vocational schools (SMK) through the NextGen Pilot. The pilot program used a STEM (Science, Technology, Engineering, and Math) based approach in introducing cocoa-related production topics.
- **More support for youth entrepreneurship:** This was implemented by SCPP under its partnership with Mondelez's Cocoa Life program in Southeast Sulawesi. There, SCPP facilitated the establishment of youth-led enterprises to produce compost and seedlings for sale. Three groups were successful in forming and have already started their seedlings and compost businesses. These activities were also supported by a village enterprise support fund (BUMDES), which is a local government initiative.
- **Good Social Practices training should focus more on youth:** The Program included youth in cocoa farming as a topic as part of its Good Social Practices training module. The Program conducted the training in three districts (each) in both South Sulawesi and West Sulawesi

provinces. Through the training, participants gained an understanding about the importance of youth's role in the sustainability of cocoa farming. It also raised their awareness of how youths can participate and contribute to managing a cocoa farm.

- **Community Development:** SCPP collaborated with CSP in the ESCP Pilot Project in South Sulawesi during 2019-2020. These community development interventions contributed to addressing gender and social issues in cocoa communities, which increased women's access to agricultural training and financial services, and their participation in decision-making at the farmer group or community level. Also, the activity raised community members' awareness about the risks of child labor in agricultural communities, and how to prevent labor abuses from occurring.
- **Research:** Lessons learned, studies, and papers developed, shared and/or updated. Through its role in implementing the SCPP, Swisscontact partnered with research institutions and individual researchers to better understand all aspects of the cocoa agroforestry systems and the economics of smallholder cocoa production in Indonesia. This resulted in 66 evaluations, assessments, and supported studies produced and published with research partners and students, or 110% of the target of *Output 1.4.4: 60 lessons learned, studies, and papers developed, shared and/or updated*. The full list can be seen in **Annex 6**.

## Chapter 6: Program Finances

### SCPP Phase II Budget Summary

Cumulatively, SCPP's phase II expenses for the period of January 2016 to December 2020 stood at CHF 28,684,150. This figure constitutes 99.96% of the total cumulative SCPP II budget (Table 4). The largest spending contribution was attributed to the MCA-I with CHF 10,538,232, following by SECO-Switzerland budget leading to CHF 10,065,583 spending and Private Sector budget component with CHF 7,575,958. Meanwhile the spending related to Various which is included the Swisscontact DDP, Banks DDP, NGO Cash and DDP reached the amount of CHF 504,377.

**Table 3. Cumulative Budget Comparison SCPP Phase II, 2016-2020**

| SCPP Funding     | Budget     | Expense    | Balance | Spending |
|------------------|------------|------------|---------|----------|
| MCA-I            | 10,538,232 | 10,538,232 | -       | 100%     |
| SECO Switzerland | 10,065,583 | 10,065,583 | -       | 100%     |
| Private Sector   | 7,588,234  | 7,575,958  | 12,275  | 99.84%   |
| Various          | 504,377    | 504,377    | -       | 100%     |
| SCPP in CHF      | 28,696,425 | 28,684,150 | 12,275  | 99.96%   |

### The Program Spending 2010-2020 (10 Years)

Cumulatively, total expenditures which have been disbursed by SCPP to implement the program leads to CHF 51,472,258. SECO-Switzerland contributed to the largest spending which is amounting CHF 16,429,489.

**Table 4. Cumulative Spending, 2010-2020**

| Funding        | Total             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017              | 2018             | 2019             | 2020             |
|----------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|------------------|
| EDFF/PEKA      | 6,801,387         | 1,567,725        | 3,566,480        | 1,667,182        |                  |                  |                  |                  |                   |                  |                  |                  |
| SECO           | 16,429,489        |                  |                  | 1,158,778        | 1,270,141        | 1,920,752        | 2,014,235        | 2,485,045        | 2,571,679         | 2,423,909        | 1,233,498        | 1,351,451        |
| IDH            | 2,653,071         |                  |                  | 785,677          | 602,665          | 621,226          | 643,504          |                  |                   |                  |                  |                  |
| EKN            | 1,410,645         |                  |                  | 62,704           | 431,410          | 509,713          | 406,819          |                  |                   |                  |                  |                  |
| IFAD           | 485,426           |                  |                  |                  |                  |                  | 296,313          | 189,113          |                   |                  |                  |                  |
| MCA-I          | 11,526,293        |                  |                  |                  |                  |                  | 988,061          | 3,101,276        | 6,434,152         | 1,002,805        |                  |                  |
| NGOs           | 315,264           |                  |                  |                  |                  |                  |                  | 210,225          | 105,039           |                  |                  |                  |
| Private Sector | 11,850,683        |                  |                  | 623,075          | 833,365          | 992,445          | 1,825,839        | 2,228,814        | 2,768,394         | 1,743,063        | 493,573          | 342,114          |
| <b>Total</b>   | <b>51,472,258</b> | <b>1,567,725</b> | <b>3,566,480</b> | <b>4,297,416</b> | <b>3,137,580</b> | <b>4,044,136</b> | <b>6,174,771</b> | <b>8,214,472</b> | <b>11,879,264</b> | <b>5,169,777</b> | <b>1,727,071</b> | <b>1,693,565</b> |

## Chapter 7: Program Team

### Evolution of the team

The complexity of SCPP not only makes Swisscontact obliged to have a variety of experts but also equipped with more troops in the field to meet the needs of trainers. As shown in the table below, SCPP experienced a significant increase in staff in its second year in this SCPP Phase II. Most of them were recruited for training in the field (Field Staffs). On average, the annual composition for the first 3 years of Phase II is 75% compared to 25% for field staffs versus experts, managerial and administrative staffs. In the 4th and 5th year (2019 and 2020), the composition was reversed and there were more experts, managerial and administrative staff than field ones. This was due to the decreasing of training targets and SCPP increased focus on Sustainability and Exit Strategy which required a changing role from training implementor into market facilitator.

**Table 5. SCPP Phase II Staff Composition**

| Year | Field/ Regional  |   | Jakarta / Head Office                               |                        |                               |
|------|--|---|---|------------------------|-------------------------------|
|      | Field Staffs<br>(Trainers-Field Facilitator,<br>Field Coordinator, Admin &<br>Support) | Managerial<br>Staffs<br>(PO, RPM, Area<br>PM) | Technical<br>Experts &<br>Cross cutting<br>Managers | Operational<br>Support | Admin &<br>Finance<br>Support |
| 2016 | 214  | 33  | 17  | 19                     | 8                             |
| 2017 | 342  | 43  | 18  | 21                     | 10                            |
| 2018 | 260  | 42  | 15  | 21                     | 10                            |
| 2019 | 35   | 9   | 7   | 13                     | 4                             |
| 2020 | 6  | 2   | 6   | 13                     | 4                             |

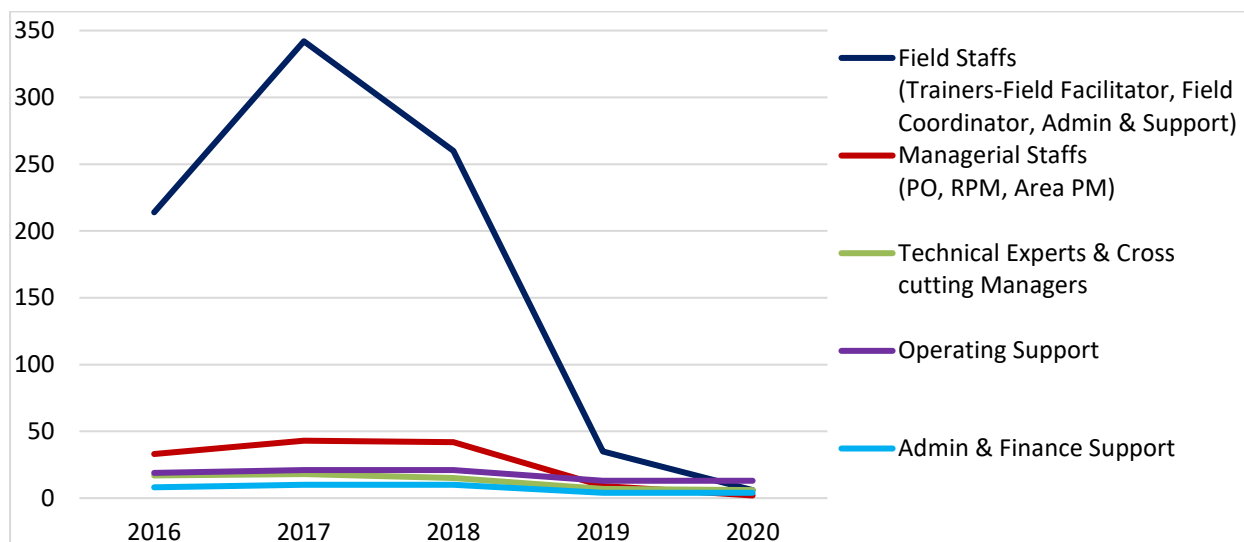


Figure 10. Evolution of The Number of SCPP Phase II Staffs

### Key personnel

SCPP leadership changed in 2017 when the predecessor and the initiator of SCPP, Manfred Borer, stepped down from the program. Mr. Borer left on his own volition to embark on a journey with Koltiva, a data technology start-up as a continuation of the transparency initiative by SCPP. Throughout the years, these are the Program Directors of SCPP:

- 1) Manfred Borer, 2010-2017
- 2) Ross Jaax, 2017-2018
- 3) Christina Rini, 2018-2020

In 2017, Swisscontact formed a Sounding Board (SB) consisting of Peter Bissegger (CEO Swisscontact Services), Prashant Rana (Regional Director), Ruedi Nuetzi (Indonesia Country Director), and Manfred Borer (former SCPP Program Director and current CEO of Koltiva AG). The SB scheduled to discuss with the Program Director and senior SCPP staffs bi-annually and was in close coordination with the Program Director to extend necessary advice and program guidance. This mechanism allows Swisscontact to have standard of operating procedures and quality assurance to address and manage all different donors coming in and out throughout the Program's cycle.

## PART 3: SUSTAINABILITY IN COCOA AND BEYOND TO OTHER SECTORS

### Chapter 8: A Changing Cocoa Sector and SCPP Response

The cocoa sector in Indonesia, and globally, towards the end of the program looks very different from when SCPP was initiated 10 years ago. It is a more challenging sector due to falling global prices, reduced domestic production, increasingly attractive alternative crops, and falling adoption rates of GAP. As such the response of stakeholders including the program had to evolve. Focusing on farmer training alone was insufficient.

SCPP addressed the clear information and knowledge gap for farmers in relation to GAP, skills, and grafting techniques, and by 2018 these training outputs had been delivered. Certification was then required to ensure the adoption of good and sustainable farm practices.

From 2018, supply chain certification has been the sustainability approach by cocoa companies. In order to continue supporting the Indonesian cocoa sector beyond Program completion, Swisscontact looked hard at smallholder commodity sector dynamics in cocoa and also more generally, to see ways to apply the lessons from SCPP to other commodities.

The effort and capability of commodity companies to solve sustainability challenges differ across sectors. Some companies see no real alternative to direct training. Several consumer-facing companies have admitted they do not have a solution for incentivizing and changing the behavior of actors in their smallholder-based supply chains.

**Below are SCPP's response:**

- ✓ **Balance between inputs and incentives is needed at farm level:** Mass training beyond basic good practices has diminishing returns; therefore, more bespoke, needs-specific coaching with individual farmers is more beneficial engagement for farmers and private sector partners.
- ✓ **Coaching approaches need improvement:** Starting in mid-2018, SCPP developed a new coaching approach called *Transformative Coaching*. We believe this will address the key weaknesses in current coaching approaches.
- ✓ **Polyculture models more suitable than monoculture:** Multiple economic and food crops are often grown within a cocoa plantation, and that remains a key strategy to minimize the farmers' vulnerability to global price fluctuations. Mixed cocoa-agroforestry systems can offer many lessons for other commodity sectors also subject to price fluctuations.
- ✓ **More holistic landscape approaches are required:** Beyond sustainable production of single commodities, many sourcing companies recognize they should be more attentive to the environmental and jurisdictional governance where they operate. This is drawing companies into more expansive, complex sustainable landscape approaches.

The observations above are evidence that the cocoa sector and its main actors are evolving towards the sustainable supply chain mechanism. Based on lessons learned and an in-depth analysis of sector dynamics, the approach and tools used for this transition are being adjusted to ensure they are fit for purpose. A bespoke response is being called for moving forward. In the next chapter, we will outline the changes put in motion to meet future challenges.



## Chapter 9: The SCPP Sustainability Strategy and its Elements

To ensure that SCPP's contribution to the cocoa sector becomes sustainable beyond the Program, Swisscontact launched several innovations to better meet the evolving needs of the cocoa supply chain.

Up through 2018, SCPP directly delivered most of the training through its own staff. As part of the phase out strategy, starting in 2019 SCPP supported training was mostly delivered by private sector partners and external service providers such as PT Koltiva. They adopted elements of SCPP's training canon as the basis for their training activities in the companies' sustainability efforts. For instance, Cargill combined GAP, GEP and GFP modules into one module for its Code-of-Conduct (CoC) training. Its service provider, PT Koltiva, then delivered it to over 10,000 farmers through Cargill's traceable, certified supply chain. In another case, Barry Callebaut incorporated GEP training materials into an environmental flipchart for its Rainforest Alliance Certification trainings.

Other examples of farmer support and assistance facilitated by SCPP and being done by other entities entirely with their own financial and human resources include:

### Training services

By mid-2019, SCPP's private sector partners had mostly taken over training and coaching service provision to smallholder farmers. These services are delivered by in-house staff or through other service providers, e.g., PT Koltiva, which expanded their function beyond data services collection. However, most private sector partners were inexperienced in leading farmer capacity building engagements. Therefore, SCPP provided technical assistance to enable these to take on several of the functions previously performed by SCPP.

### Capacity building for private sector staff

Some companies provided training through their own staff, such as Barry Callebaut. For this kind of partner, SCPP delivered the training materials and even conducted training of trainers (TOT) for their field staff. The Program also further trained PT Koltiva as service provider.

### Farmer Coaching: Farm Development Plan (FDP) and Farm Coaching Plan (FCP)

FDP and FCP are integral elements of private sector efforts to improve on-farm productivity. In late 2018 and early 2019, SCPP worked with Cargill and Koltiva on refining the Farm Coaching Plan (FCP) concept and methodology. SCPP also supported MARS in reviewing and improving its coaching program, Farm Development Plan (FDP). These companies will continue FDP, FCP, or some form of one-to-one farmer support as part of their supply chain development going forward.

### Data and traceability services

*Cocoa Trace*, a traceable cocoa data management platform, has been further developed by Koltiva and used by the industrial partners to support their sustainability programs. Cocoa companies such as Cargill, JB Cocoa and Mars still use Cocoa Trace services under commercial relationship with Koltiva.

### Youth in Cocoa: NextGen

NextGen, an outreach program for vocational students, is pivotal to encouraging younger generations to choose the cocoa sector as their future livelihood. This activity is being continued by Mars, who have scaled up the program with SMKs in Luwu regions and with the Ministry of Education.

### Sector promotion: Sustainable commodity platform strengthening

SCPP has been assisting multiple cocoa sector platform organizations at the international, national, and regional levels. These have involved private sector partners, local government agencies, and civil society. SCPP has extensively shared and promoted its approaches and tools through sustainable

commodity platforms such as PISAgro and CSP. Additionally, SCPP has been involved and was a key information source in the development of the CSP Sustainability Roadmap to 2030. This will be continued, as the Cocoa Sustainability Partnership (CSP) is the sector's primary resource for bridging dialogue between key stakeholders and needs to be maintained.

### Closure and handover of SCPP knowledge products to local government

In 2020, SCPP arranged a series of meetings in 10 districts across three provinces amongst cocoa sector stakeholders and central government bodies. Amongst the subjects discussed were achievement of training results, outcomes and impacts of the program, challenges, and learnings. Central government bodies emphasized the smooth handover and continuity of the Program and support to the local government's *Regional Medium Term Development Plan* for cocoa development in the areas. Also, on this occasion, remaining farming equipment and training manuals in SCPP's inventory were distributed to farmers groups, nursery operators, local government agriculture agency, and local NGOs in the area.

### Certification

Certified cocoa supply chain and other traceable supply chains are the primary, market driven vehicle to incentivize farmers and supply chain companies to implement sustainable farm practices. SCPP involved itself in three certification programs run by private sector partners: Mars-Rainforest Alliance (RA), PT Jebe Cocoa/CV Celebes Agri Perkasa-RA, and Cargill-UTZ. SCPP provided technical skill capacity building for field staff through Training of Trainers (ToT) and monitored and guided implementation of CoC training and coaching. By the end of 2020, 91,741 farmers had been certified over the duration of SCPP.

The Program found that working directly with end buyers and name-brand confectionary companies was more effective than work with Intermediary Service Providers, such as local traders in the new role of Certificate Holders (CH). The local traders did not have the resources nor long-term commitment to sustainable initiatives, whereas large brand-name companies could demonstrate such commitment. They put incentives in place before running services based on certification programs.

### Promoting innovation within and beyond the cocoa sector

These have included ICT platforms for traceable commodities (Cocoa Trace), analytical tools to better serve supplier networks (FarmNetX), coaching methods to increase adoption and female participation (Transformative Coaching), increasing farm resilience through diversification (polyculture practices), mainstreaming gender equality in farming management, and boosting access to finance for smallholder farmers. These innovations were promoted within the cocoa sector and to other commodity sectors in Indonesia. They are explained in more detail in the following Chapter.

## Chapter 10: Capitalizing Program Innovations

### Traceability

Greater transparency in sustainable, traceable supply chains requires daily data recording in remote areas, data management, monitoring, and timely reporting. Transparency is the foundation on which all claims of sustainability and traceability are built. SCPP recognized the need for this foundation early in the Program and addressed the issue of inadequate systems on the part of private sector partners and service providers.

In response to this unmet need, SCPP developed the database platform Cocoa Trace. It was initially intended to manage the Program's own data collection, analysis, and reporting needs. It soon became apparent, however, that the Program's private sector partners would benefit from and were willing to pay for this service. Therefore, Cocoa Trace's further development and management was taken on by a start-up company, PT Koltiva, founded by former employees of Swisscontact/SCPP. PT Koltiva has continued to manage and provide Cocoa Trace's database service to cocoa supply chain companies. To date, 80,000 cocoa farmers who participated in the SCPP have been certified, with their beans and method of production traced on Cocoa Trace. PT Koltiva has also begun providing similar services to support sustainable supply chains in other commodity sectors, such as seaweed, palm oil and spices.

### FarmNetX (Farmer Network Analytics)

FarmNetX is a decision-making tool for improving smallholder-based, sustainable supply chains. Using network theory and the existing data collected for private and voluntary sustainability standards, FarmNetX helps sustainability managers to improve their smallholder network performance through:

- Data-driven strategies to transform traceable networks into trusted, innovation networks.
- Identifying the priority farmers for engagement, e.g., the most innovative/influential farmers.
- Facilitating the best network structures for diffusing knowledge and innovations to farmers.

FarmNetX has been used to analyze farmer networks comprising over 20,000 smallholders to date. It is currently being piloted as a decision-making tool in Indonesia in both the cocoa and coffee sectors with three different end-users of these commodities: Mondelez, LDC Coffee, and Mars Inc, at their own cost. Several of these engagements will continue to the end of 2021.

### Transformative coaching

Transformative Coaching for Sustainable Commodities was designed to address the capacity building needs of companies sourcing commodities from smallholders. It mainstreams gender equality in a coaching methodology focused on the family farm unit. By combining the leading method for performance coaching - called the GROW method - with the participatory tools of Gender Action Learning System (GALS), it provides a holistic solution to upgrading sustainable commodity supply chains. Fitting this within the FarmNetX system, it is rapidly scaled to improve entire smallholder producer networks.

Under an agreement with Cargill Cocoa for Cargill's UTZ Certification program, Swisscontact piloted Transformative Coaching in a network of 2,007 farmers in South Sulawesi. The period of this pilot was from mid-November 2019 to September 30, 2020. This timing was chosen because it coincided with the main cocoa production and harvest cycle in the pilot area, from April-June.

In conducting this pilot, Swisscontact worked with PT Koltiva, which was responsible for collecting the relevant data from the internal inspections and providing the coaching staff, titled Field Agents for Training and Coaching (FATC). Swisscontact's role was to train and mentor the FATC's to carry out *Transformative Coaching*. The key findings of the pilot are as follows:

- The Transformative Coaching Approach was successfully piloted; a key indicator was the very positive feedback from coaches and participants alike. The 18 participants in this pilot have 280 immediate first-degree followers, which was 14% of the total network in Bulukumba.
- Through coaching by Koltiva FATC's, and actively facilitating network linkages with farmers and seedlings suppliers in Soppeng. The overall network following the coachee farmers increased their new planting material by 20,000 trees (or nearly 5% of the total trees in the network), more than double the expected replanting rate of 2%.
- Two farmer-led nurseries were established, with 65% co-investment by the participants. Both nurseries combine for a capacity of 6,000 seedlings and can produce 13,000 seedlings/year.
- Farmer loyalty (volume sold to the Certificate Holder) was better in networks where we conducted Transformative Coaching, compared to the rest of the network.

### Gender equality in the cocoa sector

Women typically have less access to land, financing, markets, education, agricultural training, and suitable working conditions than men. Greater gender equality would provide practical and concrete benefits to the family farm business as it would optimize human resources for better farm management and productivity.

SCPP collaborated with the Cocoa Sustainability Partnership to integrate the Inclusive Market (IM) approach with the Gender Action Learning Systems (GALS), pioneered by Oxfam/Uganda, in a pilot activity of 14 months, called Equality for Sustainable Cocoa Production (ESCP). The ESCP focused on equal participation between men and women in economic and non-economic activities to improve the decision making and labor utilization on the family cocoa farm. The pilot was implemented in partnership with MARS in Luwu Timur district, South Sulawesi.

Twenty-one farmer champions, of whom 48% were women, were assisted by two Swisscontact field staff to voluntarily disseminate the GALS approach to another 268 farmers. Participants showed significant changes in both household and farm management. All champion farmers adopted the top seven Good Agriculture Practices (GAP) recommended by the GALS, and 71% of the participants planted cocoa in a polyculture system.

The ESCP assessed the program's impact in Luwu Timur, and found that:

- **Economic dimension.** 88% of the 90 households monitored were observed to improve their cash-flow management in line with their plans. Productivity was expected to increase in response to the allocation of funds towards farm development. In addition, a third of champions had enhanced their farms' production potential by replanting and cocoa expansion. These investments were partially funded from their savings; they reduced discretionary expenditures, such as electricity and phone bills (84 farmers), and smoking (26). The Program also supported income diversification beside cocoa bean production like cocoa tree nurseries, composting, vegetables farming, and livestock raising. Around 30% of farmers increased their income from these activities. For composting, the Program provided technical support to farmers to develop a commercial brand for their compost product to help with product differentiation.
- **Social dimension.** The impact assessment showed that the champions and their first layer of trainees practiced equitable decision-making processes among family members. In the control group, 13% of female respondents said that parents or husbands controlled the decision making, while only 6% of champions and first layers said the same. In addition, the annual review demonstrated that GALS methodology promoted female empowerment, described as

better teamwork (78 farmers), group knowledge sharing on cocoa and agriculture in general (65), and community action (21).

- **Environmental dimension.** At the outcome level, 80% of the households of Champions and first layers planted shade trees. Four groups produced organic fertilizers (compost and liquid organic fertilizer). Based on the testimony of a beneficiary named Mr. Masrul, the application of organic fertilizer had reduced the consumption of chemical fertilizers by about half.

In the last two months of the ESCP, SCPP supported CSP in preparing knowledge products for advocacy to government and cocoa companies to adapt and continue ESCP pilots. This included the GALS Mainstreaming Protocol, an introduction on how a program could use the approach to enhance its intervention. Also, a Policy Brief on the approach that will be disseminated to policy makers, at different levels, to influence the path of gender equality in the cocoa sector.

### Polyculture (crop diversification)

Smallholder producers are directly affected by global commodity price changes. For example, from a high of \$3.00/kg in early 2016, cocoa farm-gate prices in Indonesia have persisted below \$2.00/kg throughout 2017 and have only recovered partially to \$2.20/kg more recently. As a result, farmers diverted their investment from cocoa and in the most extreme cases, cut down their cocoa trees and planted other commodities such as maize. In the long term, this can jeopardize the sustainability of cocoa supplies and its downstream industries.

Understanding the vagaries of global commodity markets, SCPP promoted crop diversification from its inception. This included planting cover trees (e.g., coconut, fruit trees, timber crops) and rearing small livestock (e.g., goats) following local market demands. Over time, industry players recognized the importance of shifting from a productivity maximizing, monoculture model towards a more balanced and diverse polyculture model to dilute the downside risk of cocoa price fluctuations.

In-depth studies confirmed that crop diversification increased tree productivity by up to four times under best management practices. This means that, despite lower cocoa tree density, cocoa garden yield could be maintained and even enhanced. In addition, the complementary commodities generate additional income by 15-50% of cocoa income.

Since farmers and rural traders are traditionally working with multiple commodities, they were receptive towards polyculture models. The polyculture approach implementation needed to be designed carefully, so that it complements the cocoa production whilst also not being too correlated on price moves. To date, 43% of all participating cocoa farmers planted more than 10% shade trees, and about half of them attained a productivity level above the national average of 400kg/ha.

### Access to finance for smallholder farmers

Indonesian farmers are largely excluded from formal financial services - only 5% of lending goes to a sector that contributes 15% of GDP - and most of this goes to larger, commercial plantations. In response to this situation, SCPP implemented the Agribusiness Financing Facility (AFF) with an objective to increase access to finance for cocoa farmers in Indonesia. With better access to finance, it is expected that farmers can buy better agri-inputs that are required for applying GAP.

On supporting implementation of and promoting the AFF, SCPP produced learning materials and training modules as listed in Table 5.

**Table 6. Cocoa Agri-Finance - Learning Materials and Studies**

|          | Title   | Language        | Date       |
|----------|---|-----------------|------------|
| <b>A</b> | <b>Training Module</b>  |                 |            |
| 1        | Financial Literacy Training for Cocoa Farmers Trainer manual  | English, Bahasa | 2017       |
| 2        | Cocoa Sector Training for Financial Institutions manual <ul style="list-style-type: none"> <li>Part 1 - Cocoa Sector Training</li> <li>Part 2 – Cocoa Financials</li> </ul> | English, Bahasa | 2017       |
| <b>B</b> | <b>Learning Materials</b>   |                 |            |
| 1        | Collateral in Cocoa Farmer Financing  | English, Bahasa | 2016       |
| 2        | Cocoa Bean Trader as Saving Agents  | English, Bahasa | 2015       |
| 3        | Land Financing for Cocoa Farmers  | English, Bahasa | 2015       |
| 4        | Micro-insurance for Cocoa Farmers   | English, Bahasa | 2017       |
| 5        | 13 Business Models for Cocoa Farmer Cooperatives  | English, Bahasa | 2015       |
| 6        | Could an Overdraft Facility Work for Cocoa Farmers  | English, Bahasa | 2016       |
| <b>C</b> | <b>Study Report</b>   |                 |            |
| 1        | AFF Baseline Report on Access to Finance for Cocoa Farmers in Indonesia   | English         | 2015, 2016 |
| 2        | Savings Intervention Report   | English         | 2017       |

### Sustainable Commodities Initiative

This initiative (2019-2020) came out of the realization that corporate engagement with farmers was integral to maintaining progress in farmer performance beyond SCPP. More efficient and more effective agricultural practices are directly correlated with the commercial viability of cocoa in Indonesia. Therefore, a shift to a whole-of-value-chain approach is required, in which private, public, local, and international actors work together to catalyze change in commodity systems.

#### Private Sector Buy-In

In 2020, SCPP engaged several non-cocoa commodity companies to diagnose their constraints, design solutions or test innovations derived from SCPP. The companies involved were Louis Dreyfus Company (LDC) coffee, PT Kirana Megatara and PT Sambu Group. In the cocoa sector, SCPP continued to test FarmNetX tools with Cargill, MARS, and Mondelez. A complete list of company engagement is presented in Table 6.

**Table 7. Progress Update of Commodity Initiative, as of 2020**

| Company          | Type of Collaboration  |
|------------------|--|
| Cargill (cocoa)  | Application of FarmNetX within a network of 600 farmers in South Sulawesi, and piloting Transformative Coaching to 17 farmers in the same network.   |
| Mars (cocoa)     | Piloting the Gender Action Learning for Sustainability (GALS) method in a collaborative action with Rainforest Alliance and CSP for cocoa farmers in Mars supply chain area in Sulawesi. In addition, together with Koltiva, SCPP and Mars conducted SNA survey for 5,500 in Luwu Raya and Kolaka Utara. |
| Mondelez (cocoa) | Application of FarmNetX in a network of 500 farmers in West Sumatra. Assessment of cocoa supply chain actors' incentives and constraints, polyculture practices, and gender roles of cocoa smallholder farmers to recommend intervention improvement.  |
| LDC (coffee)     | Application of FarmNetX in a network of 200-300 farmers in Lampung.  |

| Company                  | Type of Collaboration  |
|--------------------------|--|
|                          | Assessment of coffee supply chain actors' incentives and challenges to implement sustainability standards, particularly local traders/buying station.  |
| Sambu Group (coconut)    | Diagnostic of coconut supply chain constraints in Riau, particularly regarding farm embankment infrastructure, rejuvenation, and polyculture/income diversification issues.  |
| Kirana Megatara (rubber) | Provide recommendation and best-case practices on buyer-supplier engagement, polyculture, replanting and sustainability standards to be used as benchmark/references for Kirana to improve their rubber supply chain sustainability practices. |

## Chapter 11: Swisscontact Perspective

This report demonstrates the scope and breadth of SCPP's impact on the cocoa sector and many aspects of rural development in Indonesia. This experience and knowledge have all been captured and capitalized via various reports, forums, and knowledge briefs. However, the most dynamic and enduring impact of the Program will be through the people that worked on the Program, the stakeholders, partners, and beneficiaries. Their continued work and presence in the cocoa sector will continue to push the sustainability agenda forward, and that will be attributed in part to SCPP.

Swisscontact is grateful to SECO for its contributions to SCPP and playing the role of an anchor donor for mobilizing the substantial resources from the public and private sector in Indonesia and Switzerland. It would also like to share its gratitude to all program partners and stakeholders who made this program such as success.

Swisscontact itself will work with other donors, supply chain companies and stakeholders related to the commodity sector to build on and scale up the tools and approaches from this program.

## ANNEXES

### Annex 1. Key Performance Indicators

| Key Performance Indicators |  | Cumulative Target | Cumulative Result | Cumulative Progress |
|----------------------------|--|-------------------|-------------------|---------------------|
| <b>I</b>                   | <b>Program IMPACT: Reduction of poverty and greenhouse gas emissions in the Indonesian cocoa sector</b>  |                   |                   |                     |
| I.1a                       | Nr of cocoa farmers increase their gross attributable income by 75%  | 121,000           | 41,906            | 35%                 |
| I.1b                       | Net attributable annual income (thousand USD) increase   | 43,423            | 30,526            | 70%                 |
| I.2a                       | Cocoa farmers (%) living <b>above</b> \$1.25 poverty line  | 95                | 94.2              | 99%                 |
| I.2b                       | Cocoa farmers (%) living <b>above</b> \$2.5 poverty line   | 65                | 50.4              | 77%                 |
| I.3                        | Reduction (%) in tCO <sub>2</sub> e emission on cocoa farms  | 30                | 24                | 80%                 |
| <b>O</b>                   | <b>Program OUTCOME: Increased competitiveness of an environmentally responsible and inclusive cocoa value chain</b>  |                   |                   |                     |
| O.1                        | Sustainable intensification of production (kg_cocoa/\$_input per hectare)  | 1.09              | 0.68              | 62%                 |
| O.2                        | Average yield (kg/ha/year)   | 1,000             | 647               | 65%                 |
| O.3                        | Annual volume (MT) of cocoa produced and traded  | 122,160           | 98,685            | 81%                 |
| O.4                        | Share (%) of world market price represented by farm gate cocoa price   | 95                | 91                | 96%                 |
| O.5                        | Cocoa farmers, MSME, and farmer organizations receive credits a/o saving   | 65,000            | 53,196            | 82%                 |
| O.5a                       | - only savings   | 39,000            | 14,034            | 36%                 |
| O.5b                       | - saving and loans   | 13,000            | 4,204             | 32%                 |
| O.5c                       | - only loans   | 13,000            | 34,958            | 269%                |
| O.6                        | Value (thousand USD) of financial products provided to cocoa farmers, MSME, and farmer organizations   | 20,000            | 29,943            | 150%                |
| O.6a                       | - only savings   | 5,850             | 7,385             | 126%                |
| O.6b                       | - saving and loans   | 8,050             | 10,644            | 132%                |
| O.6c                       | - only loans   | 6,100             | 11,914            | 195%                |
| O.7                        | Nr of studies leading to policy papers/academic briefs new/improved regulations/policies/management practices  | 30                | 24                | 80%                 |
| O.8                        | GHG emissions (tCO <sub>2</sub> e/MT) from use of agri-inputs  | 0.74              | 0.51              | -                   |
| O.9                        | Carbon sequestration (tC/ha) in cocoa farms by appropriate shade management systems  | 101.50            | 259.00            | 255%                |
| O.10                       | Women (%) with increased dietary diversity   | 40                | 41                | 103%                |
| O.11                       | Communities (%) that have capacity to plan and advocate for their own social development   | 50                | 71                | 142%                |
| O.12                       | Nr of additional jobs created in cocoa sector value chain  | 2,600             | 3,458             | 133%                |
| O.13                       | Children (%) living in cocoa farmers' households participating in child labor  | 0                 | 1                 | 100%                |
| O.14                       | Women participation (%) in decision-making positions in community groups   | 30                | 21                | 70%                 |
| <b>IO.1</b>                | <b>Intermediate OUTCOME 1: The cocoa sector adopts measures to enhance transparency, farm profitability and cocoa quality</b>  |                   |                   |                     |
| 1.01                       | Cocoa farmers (%) adopt recommended agriculture practices, replanting and regeneration techniques  | 75                | 55                | 74%                 |
| 1.02                       | Nr of financial institutions integrate financial best practices and offering financial products and services to MSME, farmer organisations, a/o cocoa farmers  | 12                | 3                 | 25%                 |
| 1.03                       | Cocoa farmers (%) adopt recommended financial practices  | 50                | 49                | 98%                 |
| 1.04                       | Business Development Service Provider (BDSP, in %) and <b>cocoa industry partners interested to offer business management services including new approaches of delivery model</b> to MSME, farmer organisations, a/o cocoa farmers | 85                | 150               | 176%                |



| Key Performance Indicators |   | Cumulative Target | Cumulative Result | Cumulative Progress |
|----------------------------|---|-------------------|-------------------|---------------------|
| 1.05                       | MSME and/or farmer organizations (%) professionalized and make products and services available to cocoa farmers                 | 75                | 40                | 53%                 |
| 1.06                       | Nr of seedlings (thousands) produced, ordered, distributed, a/o sold, and planted   | 14,241            | 3,237             | 23%                 |
| 1.07                       | Volume of chemical fertilizer (kg/ha/year) applied by cocoa farmers to improve the yields                                       | 400               | 212               | 53%                 |
| 1.08                       | Cocoa farmers (%) applying organic material to improve the soil quality and yields  | 30                | 8.1               | 27%                 |
| 1.09                       | Nr of cocoa sector stakeholders that are included in transparent and traceable supply chains                                    | 90,000            | 79,973            | 89%                 |
| <b>10.2</b>                | <b>Intermediate OUTCOME 2: The cocoa sector adopts climate-smart agriculture and environmentally friendly measures</b>          |                   |                   |                     |
| 2.01                       | Cocoa farmers (%) adopt climate-smart agriculture practices   | 50                | 55                | 111%                |
| 2.02                       | Area (ha) of cocoa farm land professionally managed with adopted climate-smart agriculture practices                            | 90,758            | 116,742           | 129%                |
| <b>10.3</b>                | <b>Intermediate OUTCOME 3: The cocoa sector supports local communities to enhance their living standards</b>                    |                   |                   |                     |
| 3.01                       | Young farmers (%) engaging in the cocoa sector  | 25                | 22                | 88%                 |
| 3.02                       | Community action plans implemented by the communities (%)   | 40                | 60                | 150%                |
| 3.03                       | Increased level of awareness (%) of the communities on child labor and/or gender issues   | 35                | 8                 | 23%                 |
| 3.04                       | Increased women dietary diversity score (WDDS)  | 6.3               | 5.3               | 84%                 |
| 3.05                       | Cocoa farmers (%) maintaining their own nutrition gardens and/or fish ponds   | 60                | 42                | 69%                 |
| 3.06                       | Area (thousands sqm) of professionally managed and maintained nutrition gardens and fish ponds                                  | 1,800.0           | 329.4             | 18%                 |
| 3.07                       | Increment (%) of resources that local governments, the communities, a/o other stakeholders contribute to community action plans | 40                | 31                | 78%                 |
| <b>1.1</b>                 | <b>OUTPUT 1.1: Good farm management practices promoted</b>  |                   |                   |                     |
| 1.1.1                      | Nr of Master Trainers trained in Good Agricultural Practices (GAP), Post-Harvest, and certification facilitation                | 1,368             | 1,659             | 121%                |
| 1.1.1.a                    | - Program staff   | 460               | 533               | 116%                |
| 1.1.1.b                    | - Private sector staff  | 172               | 181               | 105%                |
| 1.1.1.c                    | - Government staff  | 736               | 945               | 128%                |
| 1.1.2                      | Nr of farmer groups (FG) supported  | 4,836             | 6,612             | 137%                |
| 1.1.3                      | Nr of professional demonstration farms developed and supported  | 243               | 242               | 100%                |
| 1.1.4                      | Nr of cocoa farmers trained in basic GAP, certification code of conduct and/or traceability standards                           | 165,000           | 165,301           | 100%                |
| 1.1.4.a                    | - Lead farmers  | 5,426             | 6,050             | 112%                |
| 1.1.4.b                    | - FFS participants  | 159,574           | 159,251           | 100%                |
| 1.1.5                      | Nr of cocoa farmers trained in professional farming package (GAP advanced)  | 19,680            | 5,328             | 27%                 |
| 1.1.6                      | Nr of cocoa farmers certified with third party sustainability standards   | 94,730            | 91,741            | 97%                 |
| 1.1.7                      | Area of cocoa farms (ha) managed by program supported cocoa farmers   | 179,557           | 210,349           | 117%                |
| 1.1.7.a                    | - Certified area  | 103,088           | 123,177           | 119%                |
| 1.1.7.b                    | - Not-certified area  | 76,470            | 87,172            | 114%                |
| <b>1.2</b>                 | <b>OUTPUT 1.2: Better access to agri-inputs, financial products and services promoted</b>                                       |                   |                   |                     |
| 1.2.1                      | Nr of Master Trainers trained in Good Financial Practices (GFP) training facilitation   | 500               | 445               | 89%                 |
| 1.2.1.a                    | - Program staff   | 280               | 373               | 133%                |
| 1.2.1.b                    | - Private sector staff  | 69                | 60                | 87%                 |
| 1.2.1.c                    | - Government staff  | 151               | 12                | 8%                  |

| Key Performance Indicators |  | Cumulative Target | Cumulative Result | Cumulative Progress |
|----------------------------|--|-------------------|-------------------|---------------------|
| 1.2.2                      | Nr of cocoa farmers trained in GFP   | 100,000           | 91,626            | 92%                 |
| 1.2.2.a                    | - Lead farmers   | 3,381             | 3,359             | 99%                 |
| 1.2.2.b                    | - FFS participants   | 96,619            | 88,267            | 91%                 |
| 1.2.3                      | Nr of financial institutions selected and supported  | 16                | 9                 | 56%                 |
| 1.2.4                      | Nurseries (sqm) for seedlings supported in establishment and maintenance   | 100,000           | 104,578           | 105%                |
| 1.2.5                      | Area of clonal and budwood gardens (ha) supported in establishment and maintenance   | 100.0             | 194.0             | 194%                |
| 1.2.6                      | Nr of staff of financial institutions and agri-input suppliers trained on cocoa sector specific knowledge                                  | 490               | 193               | 39%                 |
| <b>1.3</b>                 | <b>OUTPUT 1.3: Micro Small Medium Enterprises (MSME) and farmer Organizations professionalized</b>   |                   |                   |                     |
| 1.3.1                      | Nr of Master Trainers trained in Good Business Practices (GBP) a/o Internal Management System (IMS) training facilitation                  | 450               | 742               | 165%                |
| 1.3.1.a                    | - Program staff  | 217               | 491               | 226%                |
| 1.3.1.b                    | - Private sector staff   | 126               | 107               | 85%                 |
| 1.3.1.c                    | - Government staff   | 107               | 144               | 135%                |
| 1.3.2                      | Nr of MSME and/or farmer organizations staff trained in GBP and IMS  | 3,000             | 2,693             | 90%                 |
| 1.3.3                      | Nr of MSME, farmer organizations, and/or centres of excellence established and/or supported  | 1,000             | 972               | 97%                 |
| 1.3.3.a                    | - Farmer organizations and/or centres of excellence  | 50                | 41                | 82%                 |
| 1.3.3.b                    | - MSME   | 950               | 931               | 98%                 |
| 1.3.4                      | Nr of Business Development Service Provider (BDSP) strengthened and facilitated to provide services to farmers, farmer organizations, MSME | 10                | 15                | 150%                |
| <b>1.4</b>                 | <b>OUTPUT 1.4: National and international stakeholder exchange and learning strengthened</b>   |                   |                   |                     |
| 1.4.1                      | Nr of national and regional cocoa forums established and/or strengthened   | 15                | 8                 | 53%                 |
| 1.4.2                      | Nr of program related global, national and/or regional forum stakeholder exchange platforms supported and/or participated                  | 250               | 217               | 87%                 |
| 1.4.3                      | Nr of training modules/manuals developed, shared, and/or updated   | 18                | 37                | 206%                |
| 1.4.4                      | Nr of lessons learned, studies, and papers developed, shared and/or updated  | 60                | 66                | 110%                |
| <b>1.5</b>                 | <b>OUTPUT 1.5: A model for embedded services including tools and approach developed and tested</b>   |                   |                   |                     |
| 1.5.1                      | Result of tested model is documented including the lesson learned for future application   | 2                 | 4                 | 200%                |
| 1.5.2                      | Number of program partners involved and collaborated to develop and test a model   | 5                 | 7                 | 140%                |
| <b>1.6</b>                 | <b>OUTPUT 1.6: The capacity of Certificate Holders to provide CFSP (Certified Farmer Support Package) is strengthened</b>                  |                   |                   |                     |
| 1.6.1                      | Number of CH exposed to deliver the CFSP services  | 20                | 2                 | 10%                 |
| 1.6.2                      | Number of CH provide the recommended farmer support packages   | 3                 | 1                 | 33%                 |
| 1.6.3                      | Number of farmers potentially assisted by the CH   | 7,000             | 4,899             | 70%                 |
| <b>2.1</b>                 | <b>OUTPUT 2.1: Environmentally friendly farm and sustainable land use practices promoted</b>   |                   |                   |                     |
| 2.1.1                      | Nr of Master Trainers trained in Good Environmental Practices (GEP) training facilitation  | 675               | 705               | 104%                |
| 2.1.1.a                    | - Program staff  | 346               | 345               | 100%                |
| 2.1.1.b                    | - Private sector staff   | 73                | 113               | 155%                |
| 2.1.1.c                    | - Government staff   | 256               | 137               | 54%                 |
| 2.1.2                      | Nr of cocoa farmers trained in GEP   | 100,000           | 110,282           | 110%                |
| 2.1.2.a                    | - Lead farmers   | 3,514             | 3,425             | 97%                 |

| Key Performance Indicators |  | Cumulative Target | Cumulative Result | Cumulative Progress |
|----------------------------|--|-------------------|-------------------|---------------------|
| 2.1.2.b                    | - FFS participants   | 96,486            | 106,857           | 111%                |
| <b>2.2</b>                 | <b>OUTPUT 2.2: Cocoa sectors' awareness on environmental issues raised</b>   |                   |                   |                     |
| 2.2.1                      | Nr of workshops on environment and land use conservation awareness organized   | 30                | 29                | 97%                 |
| 2.2.2                      | Nr of local a/o regional environmental organization linked to the private sector partners and government bodies/agencies | 12                | 19                | 158%                |
| <b>3.1</b>                 | <b>OUTPUT 3.1: Good nutrition practices and better access to nutritious food facilitated</b>                             |                   |                   |                     |
| 3.1.1                      | Nr of individuals trained in Good Nutrition Practices (GNP) training facilitation (Master Training)                      | 500               | 361               | 72%                 |
| 3.1.1.a                    | - Program staff  | 215               | 178               | 83%                 |
| 3.1.1.b                    | - Private sector staff   | 51                | 15                | 29%                 |
| 3.1.1.c                    | - Government staff   | 234               | 168               | 72%                 |
| 3.1.2                      | Nr of cocoa farmers trained in GNP   | 90,000            | 65,687            | 73%                 |
| 3.1.2.a                    | - Lead farmers   | 2,871             | 2,280             | 79%                 |
| 3.1.2.b                    | - FFS participants   | 87,129            | 63,407            | 73%                 |
| 3.1.3                      | Nutrition garden (thousand sqm) establishment supported  | 3,000             | 2,348             | 78%                 |
| 3.1.4                      | Fish pond (sqm) establishment supported  | 25,000            | 5,287             | 21%                 |
| <b>3.2</b>                 | <b>OUTPUT 3.2: Gender equality, access to education and youth participation in the communities facilitated</b>           |                   |                   |                     |
| 3.2.1                      | Nr of individuals trained in Good Social Practices (GSP) training facilitation (Master Training)                         | 300               | 412               | 137%                |
| 3.2.1.a                    | - Program staff  | 236               | 407               | 172%                |
| 3.2.1.b                    | - Private sector staff   | 64                | 5                 | 8%                  |
| 3.2.1.c                    | - Government staff   | 0                 | 0                 | -                   |
| 3.2.2                      | Nr of cocoa farmers trained in Good Social Practice (GSP)  | 4,000             | 4,946             | 124%                |
| 3.2.3                      | Nr of workshops on gender equality and education organized   | 50                | 95                | 190%                |
| 3.2.4                      | Nr of events to promote youth engage in the cocoa sector organized   | 50                | 10                | 20%                 |
| <b>3.3</b>                 | <b>OUTPUT 3.3: Capacity of the community to plan and advocate their own social development strengthened</b>              |                   |                   |                     |
| 3.3.1                      | Nr of workshops on community action plans facilitated  | 80                | 62                | 78%                 |
| 3.3.2                      | Nr of local government agencies and NGOs support community program activities  | 15                | 20                | 133%                |

## Annex 2. Program Financial Report

### 2020 Budget Summary

SCPP's expenses as of December 2020 stood at CHF 1,693,565. This figure constitutes 99% of the annual budget (Table 3). The largest spending contribution was attributed to the SECO-Switzerland budget component, leading to CHF 1,351,451 spending (or 100% budget absorption of the SECO-Switzerland funding). Meanwhile, spending related to the private sector component reached 97% budget absorption.

| SCPP Funding            | Budget           | Expense          | Balance       | Spending    |
|-------------------------|------------------|------------------|---------------|-------------|
| <b>SECO Switzerland</b> | <b>1,351,451</b> | <b>1,351,451</b> | -             | <b>100%</b> |
| <b>Private Sector</b>   | <b>354,389</b>   | <b>342,114</b>   | <b>12,275</b> | <b>97%</b>  |
| <b>SCPP in CHF</b>      | <b>1,705,841</b> | <b>1,693,565</b> | <b>12,275</b> | <b>99%</b>  |

### Cumulative Spending Phase I

| Funding        | Total             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             |
|----------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| EDFF/PEKA      | 6,801,387         | 1,567,725        | 3,566,480        | 1,667,182        |                  |                  |                  |
| SECO           | 6,363,906         |                  |                  | 1,158,778        | 1,270,141        | 1,920,752        | 2,014,235        |
| IDH            | 2,653,071         |                  |                  | 785,677          | 602,665          | 621,226          | 643,504          |
| EKN            | 1,410,645         |                  |                  | 62,704           | 431,410          | 509,713          | 406,819          |
| IFAD           | 296,313           |                  |                  |                  |                  |                  | 296,313          |
| MCA-I          | 988,061           |                  |                  |                  |                  |                  | 988,061          |
| Private Sector | 4,274,724         |                  |                  | 623,075          | 833,365          | 992,445          | 1,825,839        |
| <b>Total</b>   | <b>22,788,108</b> | <b>1,567,725</b> | <b>3,566,480</b> | <b>4,297,416</b> | <b>3,137,580</b> | <b>4,044,136</b> | <b>6,174,771</b> |

### Cumulative Budget Comparison SCPP Phase II, 2016-2020

| SCPP Funding            | Budget            | Expense           | Balance       | Spending      |
|-------------------------|-------------------|-------------------|---------------|---------------|
| <b>MCA-I</b>            | <b>10,538,232</b> | <b>10,538,232</b> | -             | <b>100%</b>   |
| <b>SECO Switzerland</b> | <b>10,065,583</b> | <b>10,065,583</b> | -             | <b>100%</b>   |
| <b>Private Sector</b>   | <b>7,588,234</b>  | <b>7,575,958</b>  | <b>12,275</b> | <b>99.84%</b> |
| <b>Various</b>          | <b>504,377</b>    | <b>504,377</b>    | -             | <b>100%</b>   |
| <b>SCPP in CHF</b>      | <b>28,696,425</b> | <b>28,684,150</b> | <b>12,275</b> | <b>99.96%</b> |

## Annex 3. List of Activities

### January - December 2016

| No | Date            | Location              | Event                                      | SCPP Activity   |
|----|-----------------|-----------------------|--|---|
| 1  | Jan 4-15, 2016  | Jakarta               | SCPP Wider Leadership Team Meeting         | SCPP Reporting, KPI, Annual Work plan, Manual Seminar   |
| 2  | Jan 19, 2016    | Jakarta               | Cocoa Life Steering Committee Meeting      | Annual planning Meeting for Mondeléz Cocoa Life Program   |
| 3  | Jan 22, 2016    | Zurich, CH            | Swiss Development Cooperation Annual Event | Manfred Borer presented SCPP as successful Public Private Partnership Model   |
| 4  | Jan 27, 2016    | Jakarta               | SECO Strategy Consultation 2017 - 2020     | SC contribution the SECO strategy consultation  |
| 5  | Jan 27, 2016    | Polman, West Sulawesi | Premium Distribution Event with BC         | Facilitate event in order to raising interest from the farmers to join the certification program  |
| 6  | Feb 2, 2016     | Pidie Jaya, Aceh      | Premium Distribution Event Aceh            | Facilitate event in order to raising interest from the farmers to join the certification program  |
| 7  | Feb 4, 2016     | Makassar              | GP-SCPP Steering Committee                 | Steering Committee Meeting of the partners implementing the GP MCA-I SCPP component   |
| 8  | Feb 10-12, 2016 | Zurich, CH            | Financial Service Seminar                  | Stocktaking and strategy seminar from Swisscontact worldwide to share knowledge and about the future strategy of SC. SCPP/AFF presented about the approach and progress |
| 9  | Feb 14-19, 2016 | Chur, CH              | MTR Swisscontact                           | Manfred Borer participation in Swisscontact global event for Country Directors  |
| 10 | Feb 20, 2016    | Aceh Tenggara         | Premium Distribution Event Aceh            | Facilitate event in order to raising interest from the farmers to join the certification program  |
| 11 | Mar 3-4, 2016   | Cambodia              | ROSEA Seminar                              | Manfred Borer participation in Swisscontact Regional Seminar  |
| 12 | Mar 15-16, 2016 | Jakarta               | Financial Inclusion Workshop OJK           | Official opening of the research center OJK-PROKSI  |
| 13 | Mar 17, 2016    | Jakarta               | SCPP ABM                                   | Advisory Board Meeting with SCPP Public funding and coordination Partners   |
| 14 | Mar 29, 2016    |                       | Premium Distribution Event Soppeng         | Facilitate event in order to raising interest from the farmers to join the certification program  |

| No | Date            | Location           | Event  | SCPP Activity  |
|----|-----------------|--------------------|--|--|
| 15 | Mar 29, 2016    | Webinar            | SEEP Network webinar                                 | AFF presented together with ideas42 the saving pilot in Soppeng to an audience of 80 people in a SEEP Network webinar. SEEP is a global learning network dedicated to promoting inclusive markets and financial systems. |
| 16 | Mar 31, 2016    | Luwu               | Premium Distribution Event Luwu                      | Facilitate event in order to raising interest from the farmers to join the certification program   |
| 17 | Apr 4-5, 2016   | Makassar           | CSP GA   | General Assembly of the Cocoa Sustainability Partnership   |
| 18 | Apr 20-21, 2016 | Jakarta            | Cooperative Strategy and KPI implementation Workshop | Review and revision of the SCPP Cooperative support  |
| 19 | Apr 25-26, 2016 | Jakarta            | Responsible Business Forum                           | Manfred Borer and Dirk Lebe participation in working groups  |
| 20 | May 22-25, 2016 | Dominican Republic | World Cocoa Conference                               | Manfred Borer and Barbora Tumova attended the conference, supported the Swiss booth, and presented SCPP to the audience  |
| 21 | May 26, 2016    | Dominican Republic | Consultative Board on the World Cocoa Economy        | Manfred Borer participated at the ICCO board meeting to follow up on the WCC3  |
| 22 | May 23, 2016    | Jakarta            | PISAgro "Innovation"                                 | Cocoa farmers explained to the vice president Yusuf Kalla about their progress and challenges. SCPP prepared on behalf of the cocoa working group a booth. A MoU was signed between SCPP, KADIN, PISAgro and IMEI        |
| 23 | May 27, 2016    | Jakarta            | Policy Forum Pilot Project Phase 2 IFAD              | Dirk Lebe attended the IFAD meeting in Bank Indonesia  |
| 24 | May 31, 2016    | Kuala Lumpur       | GrowAsia   | Regional Director Prashant Rana participated at the GrowAsia regional Meeting, presenting SCPP achievements as PPP within PISAgro  |
| 25 | Jun 6, 2016     | Zurich, CH         | Seco M&E Workshop                                    | Manfred Borer presented the SCPP Monitoring System and CocoaTrace  |
| 26 | Jun 7-9, 2016   | Davos, CH          | Choco Vision   | Manfred Borer participated as speaker at the ChocoVision, organized by Barry Callebaut   |
| 27 | Jun 14, 2016    |                    | IFAD CPM   | Dirk Lebe attended the IFAD meeting on Government of Indonesia and IFAD cooperation  |

| No | Date            | Location   | Event   | SCPP Activity  |
|----|-----------------|------------|---|--|
| 28 | Jun 16, 2016    | Jakarta    | GP-SCPP Steering Committee                          | Steering Committee Meeting of the partners implementing the GP MCA-I SCPP component  |
| 29 | Jun 23-24, 2016 | Jakarta    | Smallholder Conference                              | Manfred Borer participated as speaker on the farmer certification panel  |
| 30 | Jul 20-21, 2016 | Jakarta    | CSP Fertilizer Workshop                             | National seminar from CSP to discuss the sustainable management of soil fertility and fertilizer for Indonesian Cocoa  |
| 31 | Jul 21, 2016    | Jakarta    | IFAD Country Meeting Bappenas                       | The meeting was to introduce new programs of IFAD in Indonesia.  |
| 32 | Jul 22, 2016    | Jakarta    | CSP Supervisory Board meeting                       | The GP-SCPP Program Director shared the knowledge and views on cocoa sector progress related with the CSP roadmap  |
| 33 | Jul 25, 2016    | Jember     | CocoaSafe Project (ICCO/ICCRI)                      | GP-SCPP Senior Program Manager joined and contributed to the event at the ICCRI Office in Jember   |
| 34 | Aug 8, 2016     | Jakarta    | CSP General Assembly (GA) meeting                   | Assembly meeting to discuss the roadmap of sustainable Indonesian cocoa  |
| 35 | Aug 17, 2016    | Zurich, CH | Swiss Cocoa Sector Platform launching and M&E Works | Swisscontact supports SECO and Economy Suisse in the establishment of a Swiss Cocoa Platform as required by ICCO. Manfred Borer presented CocoaTrace as an example for M&E Systems                               |
| 36 | Aug 23, 2016    | Mamuju     | SCPP Provincial Environmental Workshop              | The workshop gathered relevant stakeholders (NGOs, government, private sector, MCA-I, CSP, farmers, farmer organization) to discuss various environmental issues and to design a district plan to overcome those |
| 37 | Aug 24, 2016    | Jakarta    | PISAgro CEO meeting                                 | Regular PISAgro meeting to inform about the progress of the working groups. SCPP updated the board on Cocoa and Access to Finance.   |
| 38 | Sep 8, 2016     | Jakarta    | SCPP ABM  | A dissemination event on SCPP progress up to the 1 <sup>st</sup> Semester 2016 to its advisory board members   |
| 39 | Sep 19, 2016    | Jakarta    | PISAgro GA  | PISAgro focuses this year on cooperatives and land registration pilots. The PISAgro board takes both up to the government, what might  |

| No | Date            | Location | Event  | SCPP Activity  |
|----|-----------------|----------|--|--|
|    |                 |          |  | lead to policy change. Both topics were promoted by GP-SCPP through different channels and finally it is taken up on such a high level   |
| 40 | Sep 26, 2016    | London   | ICCO Consultative Board on the World Cocoa Economy           | Semiannual board meeting, attended by Swisscontact HO staff due to unavailability of SCPP Director traveling to London   |
| 41 | Oct 13, 2016    | Jakarta  | Breakfast with IFAD on climate-smart, tree-based agriculture | Presentation of one of IFAD's partners on climate-smart, tree-based agriculture in Gorontalo   |
| 42 | Oct 19, 2016    | Makassar | MCA-I GP Coordination event Makassar                         | The Head of Program updated MCA-I and other grantees on the progress of GP-SCPP and coordinated on alignment between programs  |
| 43 | Nov 1, 2016     | Jakarta  | Mondeléz Child Labor and Youth Vulnerability Workshop        | The event discussed youth and child labour research conducted by Mondeléz. Experience was shared among various stakeholders (partners of Cocoa Life – NGOs, private sector, university)                              |
| 44 | Nov 3, 2016     | Kendari  | SCPP Provincial Environmental Workshop                       | Various stakeholders met to discuss cocoa related environmental issues and design together an action plan how to resolve those.  |
| 45 | Nov 15-17, 2016 | Bali     | UTZ Certification Bodies Workshop                            | Swisscontact participated actively in the workshop to improve capacity and credibility of certification bodies related to UTZ certification  |
| 46 | Nov 18, 2016    | Makassar | SCPP Provincial Environmental Workshop                       | Various stakeholders met to discuss cocoa related environmental issues and design together an action plan how to resolve those.  |
| 47 | Nov 19, 2016    | Jakarta  | Youth Farmer on Top!   | The selection of young agripreneurs ambassador in order to attract the young generation to work in the agricultural sector   |
| 48 | Nov 22, 2016    | Jakarta  | PISAgro Coordination Meeting on KUR                          | PISAgro Working Groups were working together on a proposal to the government on adjusting the Kredit Usaha Rakyat (KUR) for 2017 to make KUR more suitable for different types of farmers and their financing needs. |
| 49 | Nov 23-25, 2016 | Bali     | Child Rights - Ford Asian Forum                              | The event presented an opportunity for SCPP to access research, assessment, study results and good   |



| No | Date         | Location | Event   | SCPP Activity   |
|----|--------------|----------|---|---|
|    |              |          |   | practices in the children's rights in Asian region in addition to identify emerging challenges in child right and child protection issues in Asia region.                         |
| 50 | Nov 28, 2016 | Jakarta  | PISAgro: National Food Security through Intensification and Extensification – Spatial Planning for Food Sovereignty | PISAgro annual meeting, combined with KADIN's annual meeting, to inform 3 ministers of RI, other government staff, KADIN and PISAgro members about progress and new developments. |
| 51 | Nov 28, 2016 | Makassar | CSP Supervisory Board   | Last Supervisory Board in 2016 to approve 2017 work plans and budgets   |
| 52 | Dec 14, 2016 | Makassar | CSP GA  | Several senior SCPP managers participated and shared learnings in the General Assembly. Final results of the task forces were presented   |

#### January - December 2017

| No | Dates           | Location  | Event   | SCPP Activity   |
|----|-----------------|-----------|---|---|
| 1  | Jan 10, 2017    | Jakarta   | CSP Supervisory Board Meeting                                 | First CSP Board meeting in 2017 to discuss the CSP Working Groups   |
| 2  | Jan 16-21, 2017 | Sulawesi  | SECO Management visit to Swisscontact programs                | Visit with Seco and Nestle visitors from Switzerland West Sulawesi and the Mars program in South Sulawesi                           |
| 3  | Jan 26, 2017    | Jakarta   | Cocoa Life Steering Committee Annual Meeting                  | Presentation on previous year's achievement   |
| 4  | Jan 30-31, 2017 | Jakarta   | Annual Planning and Work Plan Meeting                         | Review of annual workplans and collecting 2016 annual report information  |
| 5  | Feb 8, 2017     | Jakarta   | PISAgro Working Group Updates to the Board                    | Cocoa Working Group update to the PISAgro board and discuss challenges and required Government support                              |
| 6  | Mar 1-2, 2017   | Vevey, CH | Sustainable Food Lab (SFL) meeting on Performance Measurement | SFL Meeting at the Nestle office. GP-SCPP presented the GNP activities and results to a global sustainability professional audience |
| 7  | Mar 2, 2017     | Jakarta   | Louis Dreyfus Annual Event                                    | Partnership building event related to cocoa, coffee and palm oil  |

| No | Dates             | Location     | Event  | SCPP Activity  |
|----|-------------------|--------------|--|--|
| 8  | Mar 14 – 15, 2017 | Jakarta      | Responsible Business Forum                             | Participating in the Cocoa Panel and discuss challenges and solutions in cocoa   |
| 9  | Mar 21, 2017      | Medan        | UTZ Certification Regional Meeting                     | Presentation of program certification activities and suggestions to improve credibility of certification systems with proper data collection and audits  |
| 10 | Mar 23, 2017      | Jakarta      | SCPP Advisory Board and Steering Committee Meeting     | Bi-annual donor and partner meeting  |
| 11 | Mar 24, 2017      | Jakarta      | CSP and World Cocoa Foundation (WCF) Alignment Meeting | Update of CSP towards WCF management on progress of the platform in Indonesia and potential collaborations   |
| 12 | Mar 30, 2017      | Makassar     | CSP Supervisory Board Meeting                          | New Head of Program attended the 2nd CSP board meeting to get an impression of the need to be member in the platform   |
| 13 | April 5, 2017     | Jakarta      | PISAgro GA   | Swisscontact is leading the Cocoa Working Group and presented an update of its activities in SCPP  |
| 14 | April 9, 2017     | Kola         | Field day  | Senior Program Manager Sulawesi attended the event as Swisscontact's representative.   |
| 15 | April 11, 2017    | Jakarta      | CSP General Assembly Meeting                           | Swisscontact attended as a member  |
| 16 | April 12, 2017    | Makassar     | Youth National Workshop                                | Specialist from GP-SCPP provided facilitation in three working group discussions on following topics: (i) Program and Information Technology; (ii) Role of stakeholder in supporting and improving young farmers' motivation; (iii) access to finance and land |
| 17 | April 22, 2017    | Kolaka Timur | Field day  | Senior Program Manager Sulawesi attended the event as Swisscontact's representative.   |
| 18 | April 24, 2017    | Abidjan, CI  | Consultative Board on the World Cocoa Economy          | The Program Director is a member of this board and combined the meeting with a study visit to cocoa growing areas of GP-SCPP program partners in the Ivory Coast   |
| 19 | April 27, 2017    | Luwu Utara   | CDC Launching event                                    | Senior Program Manager Sulawesi was invited and attended the launching of Cocoa Development  |

| No | Dates             | Location   | Event  | SCPP Activity  |
|----|-------------------|------------|--|--|
|    |                   |            |  | Center inaugurated by Bupati of Luwu Utara.  |
| 20 | May 3, 2017       | Jakarta    | ISEAL Global Sustainability Standards Symposium                                      | The event discussed sustainable value chains and common challenges faced by multiple sectors including cocoa sector.   |
| 21 | May 22 – 24, 2017 | Cambodia   | ASIA Seminar   | The event was attended by Head of Program Implementation and Head of Business Administration.<br>Issues discussed: Risk Mitigation, Improving Human Resources Capacity, How to harvest knowledge, Global Content Management.   |
| 22 | Jun 27 – 28, 2017 | Zurich, CH | 2017 ISEAL Global Sustainability Standards Conference                                | The event discussed sustainable value chains and common challenges faced by multiple sectors including cocoa sector. The Program Director participated in a panel discussion on: Low bar or high bar: Scaling up while maintaining credibility and regional dynamics.  |
| 23 | Aug 8, 2017       | Jakarta    | CSP Workshop   | Workshop on Planting Material  |
| 24 | Aug 9, 2017       | Jakarta    | CSP General Assembly Meeting   | Review of current strategy   |
| 25 | Sep 13, 2017      | Jakarta    | SCPP Advisory Board and Steering Committee Meeting                                   | Bi-annual donor and partner meeting  |
| 26 | Sep 22, 2017      | Jakarta    | Meeting with Fiscal Policy Agency, The Ministry of Finance                           | The Ministry of Finance is considering a proposal from the Indonesian Cocoa Processors Association (AIKI) to increase the export tax on cocoa beans. As part of their deliberations, they invited the SCPP Program Director present to the Fiscal Tax Policy Unit of the Ministry of Finance on the well-being of Indonesian cocoa farmers, the challenges they face to increase production, and the impact of low prices on their livelihood and motivation |
| 27 | Sep 25-27, 2017   | Bogor      | Workshop on Indonesian National Working Competency Standards Ministry of Agriculture | Badan Penyuluhan dan Pengembangan Sumber Daya Manusia Pertanian, The Ministry of Agriculture, working with CSP is planning to develop curriculum in Cocoa farming which will be included   |

| No | Dates           | Location  | Event  | SCPP Activity  |
|----|-----------------|-----------|--|--|
|    |                 |           |  | in the draft of Indonesian National Working Competency Standards.  |
| 28 | 3-4 Oct, 2017   | Singapore | Cocoa Association of Asia Conference   | Program Director lead a discussion panel titled the "Promoting Smallholder Farmer Resilience in Cocoa Farming Systems". Event attended by 200 people.  |
| 29 | 18-20 Oct, 2017 | Jakarta   | INCOSYS: Climate Change and Soil Degradation: Impact on Cocoa Farming - ICCRI Enviro Symposium | Swisscontact was one of the participating organization for this International exchange platform that gathered expertise and stakeholders not only from cocoa but also other commodities such as palm oil and coffee. Deputy of the Program, Dirk Lebe, shared the Financial intervention conducted in GP-SCPP in front of around 200 participants in Cocoa Group Discussion. |
| 30 | 20-Oct, 2017    | Jakarta   | Making Green Finance Count: Impact Investments for Indonesia's Agricultural Sector             | Presenting GP-SCPP experiences on Financial Intervention "Smallholders empowerment through providing access to micro-finance"  |
| 31 | 31-Oct, 2017    | Makassar  | MCAI Cocoa Portfolio Coordination Meeting  | GP-SCPP hosted this meeting on behalf of MCAI to review progress made and sustainability plans for the sector.   |
| 32 | 25-26 Nov, 2017 | Bogor     | CSP: Evaluation of Regional Cocoa Forum and Planning 2018                                      | <ol style="list-style-type: none"> <li>1. Reflection of Regional Cocoa Forum activities</li> <li>2. Sharing information and lesson learns among the regional cocoa forums</li> <li>3. Preparation of work plan 2018 of each regional cocoa forum</li> </ol>  |
| 33 | 29 Nov, 2017    | Jakarta   | PISAgro meeting with Minister of Villages, Disadvantaged Areas and Transmigration              | To provide input on poverty reduction acceleration through village business model by utilizing village fund.   |
| 34 | 07 Dec, 2017    | Beijing   | WSBI-ESBG event  | Presenting GP-SCPP experiences on Financial Intervention "Smallholders empowerment through providing access to micro-finance"  |

| No | Dates        | Location | Event                                  | SCPP Activity   |
|----|--------------|----------|--|---|
| 35 | 12 Dec, 2017 | Makassar | CSP Quarterly General Assembly Meeting | Program Director, Deputy Director, and Senior Program Manager attended to discuss the CSP Roadmap Review and input partnerships |

### January - December 2018

| No | Dates           | Location                     | Event   | SCPP Activity  |
|----|-----------------|------------------------------|---|--|
| 1  | 15 Jan, 2018    | Pohuwato, Gorontalo Province | Environmental Workshop on Cocoa Sustainability  | Organizing, Facilitating and Workshop Speaker  |
| 2  | 23 Jan, 2018    | Thamrin, Jakarta             | Mondelez Cocoa Life Strategic Meeting   | Participant  |
| 3  | 1 Feb, 2018     | West Sulawesi                | Audience to Governor of West Sulawesi   | Meeting with Governor of West Sulawesi   |
| 4  | 27 Feb, 2018    | Kemendes, Kalibata Jakarta   | Meeting with Economy Adviser of the Ministry of Villages, Development of Disadvantaged Areas and Transmigration | Participant  |
| 5  | 3–11 Mar, 2018  | Switzerland                  | Swisscontact Global Strategy Seminar  | SCPP Program Director was an invited participant to attend and share experience of SCPP with representatives from Swisscontact's global operations |
| 6  | 6-9 Mar, 2018   | Jakarta                      | JFSS (Jakarta Food Security Summit)   | Booth participant  |
| 7  | 21 Mar, 2018    | Jakarta                      | The 12 <sup>th</sup> of the Advisory Board Meeting/ ABM   | Presenting the latest program development  |
| 8  | 3 Apr, 2018     | Polman, West Sulawesi        | Audience UTZ/Cargill Certification Program to the Polewali Mandar Regent of West Sulawesi government            | Participant with Koltiva   |
| 9  | 4 Apr, 2018     | Mamuju                       | Sosialisasi/audiencsi program UTZ Cargill Certification Program to Mamuju Regent of West Sulawesi               | Participant with Koltiva   |
| 10 | 6 – 8 Apr, 2018 | Karo, North Sumatera         | Karo District Exhibition  | Participant at Bappeda's Booth   |
| 11 | April 18, 2018  | Jakarta                      | SCPP Program_ GP Close Out Event  | Program presentation and results updates   |
| 12 | May 16, 2018    | Jakarta                      | RPJMD and Election 2019 - 2023 consolidation meeting  | Meeting and SCPP booth participant   |

| No | Dates              | Location                   | Event  | SCPP Activity  |
|----|--------------------|----------------------------|--|--|
| 13 | May 17-19, 2018    | Singapore                  | The 5th Singapore Dialogue on Sustainable World Resources (SDSWR)  | Speaker  |
| 14 | June 25-26, 2018   | Arya Duta, Jakarta         | Cocoa Life - Women Empowerment Workshop  | Presenter  |
| 15 | June 28-30, 2018   | Jakarta                    | ASAFF event (Asian Agriculture and Food Forum)   | Join Participant at the Pisagro booth  |
| 16 | July 2, 2018       | Jakarta                    | CSP meeting on fertilizer access   | Participant  |
| 17 | July 17, 2018      | Donggala, Central Sulawesi | The visit of the Philippine Ambassador for Indonesia Mr, Lee Hiong Tan Wee to SCPP farmer in Central Sulawesi                        | Hosting  |
| 18 | July 25-29, 2018   | Mamuju                     | Cocoa Life – Cocoa Goat Integration Field Visit (farmers from South East Sulawesi) to Sampaga Sub district (West Sulawesi)           | <a href="https://goo.gl/wgiWoH">https://goo.gl/wgiWoH</a>                            |
| 19 | July 31, 2018      | Gorontalo                  | Stakeholder meeting and Lesson learnt workshop of SCPP in Gorontalo Province   | Event organizing, review and program result sharing                                  |
| 20 | August 7, 2018     | Jakarta                    | Practitioners' Workshop – Tackling the Bottlenecks of Scaling Up   | Facilitator in one of Panel Discussion   |
| 21 | August 9-11, 2018  | Mariowiwawo, Soppeng       | Farmer Coaching ToT  | Organizing and training<br><a href="https://goo.gl/5XbUAJ">https://goo.gl/5XbUAJ</a> |
| 22 | August 26-30, 2018 | West Sumatra               | Governments Audiences Roadshow meeting in West Sumatera  | SCPP result presenting as part of stakeholder meeting                                |
| 23 | Sept 26-27, 2018   | Palu                       | Workshop on Certificate Holder Engagement  | Organizing and facilitating  |
| 24 | Oct 4, 2018        | Jakarta                    | 13 <sup>th</sup> SCPP Advisory Board & Steering Committee Meeting -<br><a href="https://goo.gl/6Ldgin">https://goo.gl/6Ldgin</a>     | SCPP team organized the event, presenting  |
| 25 | Oct 11, 2018       | West Sumatera              | Program Monitoring and Evaluation by relevant coordinating ministries -<br><a href="https://goo.gl/CLcnum">https://goo.gl/CLcnum</a> | SCPP team organized the event  |
| 26 | Nov 6-8, 2018      | London, UK                 | World Innovation Forum Conference on   | SCPP Senior Technical Advisor attending to increase awareness of                     |

| No | Dates          | Location                               | Event  | SCPP Activity   |
|----|----------------|--|--|---|
|    |                |  | Sustainable Landscapes in the Tropics  | SCPP scope and results as it relates to landscape investment opportunities,   |
| 27 | Nov 7, 2018    | Mamuju, west Sulawesi                  | Two Farmer Field Day/ FFD Workshops - <a href="https://goo.gl/2LPagH">https://goo.gl/2LPagH</a>  | SCPP team organized the event   |
| 28 | Nov 7-9, 2018  | Bandung, West Java                     | World Food Indonesia Day as part of PISAGRO's cocoa working group  | Contribute the exhibition materials   |
| 29 | Nov 19, 2018   | Mamuju, West Sulawesi                  | Farmer Field Day - <a href="https://goo.gl/CydHjF">https://goo.gl/CydHjF</a>   | SCPP team organized the event   |
| 26 | Nov 27, 2018   | Jakarta                                | CSP Supervisory Board Meeting  | Participant   |
| 27 | Nov 30, 2018   | Bogor                                  | Pisagro meeting on plan of Partnership between Pisagro and Polbangtan  | Participant   |
| 28 | Dec 7, 2018    | Jakarta                                | Cocoa National Curriculum agreement between PISAGRO (SCPP) and Ministry of Agriculture Republic of Indonesia   | Attended and provide related cocoa training or curriculum manuals for reference   |
| 29 | Dec 7, 2018    | West Sumatera                          | Workshop On Nutritional Good Practices with Universitas Andalas and Government of West Sumatera as part of Nutrition Study conducted by postgraduate student who had been intern in SCPP - <a href="https://goo.gl/DKtfmc">https://goo.gl/DKtfmc</a> | Develop FAD Community Guideline book, FAD Poster and Policy Brief, Ex SCPP Staffs were recruited during the study and event |
| 30 | Dec 8-10, 2018 | Bandung, West Java                     | 61 Hari Perkebunan 2018 as part of CSP member  | Contribute the exhibition materials   |
| 31 | Dec 9, 2018    | Padang Gelugur, Pasaman, West Sumatera | Workshop and Traditional food competition #1 as part of Nutrition Study conducted by postgraduate student who had been intern in SCPP - <a href="https://goo.gl/5LuuKn">https://goo.gl/5LuuKn</a>  | Develop FAD Community Guideline book, FAD Poster and Policy Brief, Ex SCPP Staffs were recruited during the study and event |
| 32 | Dec 10, 2018   | Pasaman District,                      | Workshop and Traditional Food Competition #2 as part of Nutrition Study  | Develop FAD Community Guideline book, FAD Poster and Policy Brief,  |

| No | Dates           | Location                   | Event   | SCPP Activity  |
|----|-----------------|----------------------------|---|--|
|    |                 | West Sumatera,             | conducted by postgraduate student who had been intern in SCPP–<br><a href="https://goo.gl/6GYxUx">https://goo.gl/6GYxUx</a> | Ex SCPP Staffs were recruited during the study and event |
| 33 | Dec 10, 2018    | Makassar                   | CSP General Assembly Meeting  | Participant  |
| 34 | Dec 19-20, 2018 | Luwu Utara, South Sulawesi | Rural Youth Fair  | SCPP top farmers part of the cocoa shows                 |

### January - December 2019

| No | Dates                | Location           | Event  | SCPP Activity            |
|----|----------------------|--------------------|--|--------------------------|
| 1  | Feb 26, 2019         | West Sulawesi      | Lesson learn and Stakeholder meeting                   | Facilitation             |
| 2  | Feb 28, 2019         | Jakarta            | Stakeholder consultation workshop for RA new standards | Participants             |
| 3  | Apr 11, 2019         | Makassar           | Small Exhibition at MUSRENBANNG RKPD 2020              | Participant              |
| 4  | Apr 24, 2019         | Makassar           | Coordination Meeting of Bappeda South Sulawesi         | Participant              |
| 5  | 29 Apr – 3 Mey, 2019 | Sydney             | SNA discussion with Sydney University Australia        | Invited to participated  |
| 6  | May 2, 2019          | Singapore          | Sustainable Resource Dialogue                          | Participant              |
| 7  | May 2, 2019          | Jakarta            | PISAgro Working Group Meeting                          | Participant              |
| 8  | Jun 25-28, 2019      | Southeast Sulawesi | Monitoring evaluation of SCPP with Government          | Hosting and facilitation |
| 9  | Jul 23, 2019         | Jakarta            | CSP Supervisory Board Meeting                          | Participant              |
| 10 | Jul 29-31, 2019      | Jogja              | Community Development Livelihood                       | Participant              |
| 11 | Aug 6, 2019          | Jakarta            | Sustainable Land Use Management                        | Participant              |
| 12 | Aug 13, 2019         | Jakarta            | Stakeholder final consultation for RA new standard     | Participant              |
| 13 | Aug 21, 2019         | Jakarta            | CSP General Assembly Meeting                           | Participant              |



| No | Dates           | Location       | Event   | SCPP Activity                                     |
|----|-----------------|----------------|---|---|
| 14 | Sep 5, 2019     | Mamuju         | Learning & Completion Sharing Meeting Sustainable Cocoa Production Program / SCPP | Program presentation and results updates          |
| 15 | Sep 30, 2019    | Jakarta        | The Board and Working Group Meeting PISAgro                                       | Participant                                       |
| 16 | Oct 25, 2019    | Jakarta        | MOHA coordination meeting with Agriculture INGOs and NGOs                         | Participant                                       |
| 17 | November, 2019  | Bogor          | Stakeholder meeting in Kementan   | Panelist  |
| 18 | Nov 6, 2019     | Jakarta        | The Responsible Business Forum on Food & Agriculture on SDG 2                     | Participant                                       |
| 19 | Nov 6, 2019     | East Luwu      | SCPP Workshop with Government of East Luwu  | Program presentation and results updates          |
| 20 | Nov 6, 2019     | Jakarta        | CSP Supervisory Board Meeting   | Participant                                       |
| 21 | Nov 14-15, 2019 | Nusa Dua, Bali | the 7 <sup>th</sup> of Indonesian International Cocoa Conference and Dinner       | Join exhibition with CSP                          |
| 22 | Nov 27, 2019    | Jakarta        | Meeting with Minister of Agriculture Republic Indonesia, Syahrul Yasin Limpo      | Program presentation and results updates with CSP |
| 23 | Nov 29, 2019    | Jakarta        | Sustainable Lowland Agriculture for Development in Indonesia (SLADI) by ICRAF     | Participant                                       |
| 24 | Dec 5, 2019     | Jakarta        | CSP General Assembly Meeting  | Participant                                       |
| 25 | Dec 5, 2019     | Soppeng        | Training of Crop Protection with Farmers, Cargill, and Crop Enhancement           | Facilitate the training                           |

### January - December 2020

| No | Dates     | Location       | Event   | SCPP Activity                                   |
|----|-----------|----------------|---|---|
| 1  | 13-Jan    | South Sulawesi | Briefing session regarding Gender Action Learning Sustainability (GALS) | Facilitation                                    |
| 2  | 14-16 Jan | South Sulawesi | Piloting Farmer Networks Analytics (FarmNetX)                           | Hosting and Facilitation                        |
| 3  | 07-Feb    | Makassar       | Discussion with Head of Forum Kakao Sulawesi Barat                      | Hosting   |
| 4  | 10-Feb    | South Sulawesi | Facilitating activity for GALS  | Hosting and Facilitation with PT MARS Indonesia |

| No | Dates           | Location             | Event  | SCPP Activity                            |
|----|-----------------|----------------------|--|--|
| 5  | 16-19 Feb       | South Sulawesi       | Boot Camp activity Training of Trainers Master UTZ-Cargill wave III                                    | Hosting and Facilitation                 |
| 6  | 17-Feb          | Central Sulawesi     | SCPP Quiz for Farmers (Folding knife distribution)   | Hosting                                  |
| 7  | 20-22 Feb       | Bogor                | Alignment Meeting  | Hosting                                  |
| 8  | 10-Mar          | South Sulawesi       | Individual coaching trial for farmers regarding GALS   | Facilitation                             |
| 9  | 14-15 Mar       | South Sulawesi       | Benchmark Study to Cocoa farm in Bone and Soppeng Regency  | Participant with PT Koltiva              |
| 10 | 22 Jun – 4 Jul  | Jakarta and Makassar | SCPP Quiz for Farmers (Ayo Selfie! Tunjukkan Kebun and Buah Kakao Terbaikmu!)                          | Hosting                                  |
| 11 | 07-Jul          | Jakarta and Makassar | The Winners of SCPP Quiz “Ayo Selfie Tunjukkan Kebun and Buah Kakao Terbaikmu” (#worldchocolateday)    | Hosting                                  |
| 12 | 09-Jul          | Jakarta (online)     | Sector Partnership Final Evaluation Validation Workshop organized by RA                                | Participation                            |
| 13 | 9-17 Jul        | Jakarta and Makassar | The Winners of SCPP Quiz “Ayo Selfie Tunjukkan Kebun and Buah Kakao Terbaikmu”                         | Hosting                                  |
| 14 | 20-Jul          | South Sulawesi       | Implementation Testing of GALS   | Results updates                          |
| 15 | 27-Jul          | South Sulawesi       | FarmNetX program testing   | Facilitation                             |
| 16 | 28 Jul – 31 Aug | Jakarta and Makassar | The Winners of SCPP Quiz “Ayo Selfie Tunjukkan Kebun and Buah Kakao Terbaikmu”                         | Hosting                                  |
| 17 | 25-Aug          | Jakarta              | Meeting with Ministry of Home Affairs Indonesia  | Program presentation and results updates |
| 18 | 26-Aug          | Jakarta (online)     | Grow Asia Webinar on Sustainable Rubber  | Participation                            |
| 19 | 27-Aug          | Jakarta (online)     | CSP General Assembly Meeting   | Participation                            |
| 20 | 2-14 Sep        | Jakarta and Makassar | The Winners of SCPP Quiz “Ayo Selfie Tunjukkan Kebun and Buah Kakao Terbaikmu”                         | Hosting                                  |
| 21 | 17-Sep          | South Sulawesi       | FarmNetX transformative coaching   | Results updates                          |
| 22 | 22-28 Sep       | South Sulawesi       | Closing event SCPP (Bone, Bulukumba, Sinjai, Wajo)   | Program presentation and results updates |
| 23 | 30-Sep          | Southeast Sulawesi   | Closing event SCPP (Kolaka Utara)  | Program presentation and results updates |
| 24 | 01-Oct          | South Sulawesi       | Closing event SCPP (Luwu Timur)  | Program presentation and results updates |
| 25 | 23-Oct          | Makassar             | Meeting with Head of Program Study Agriculture Politeknik Pertanian Negeri Pangkajene Kepulauan (PPNP) | Participant and Facilitation             |

| No | Dates     | Location             | Event  | SCPP Activity                                     |
|----|-----------|----------------------|--|---|
| 26 | 26-27 Oct | Bandung              | Equality for Sustainable Cocoa Production (ESCP) program meeting                       | Program presentation                              |
| 27 | 09-Nov    | Southeast Sulawesi   | Meeting with Bappeda Southeast Sulawesi Regency  | Program presentation and results updates          |
| 28 | 11–13 Nov | Jakarta (online)     | Sector Partnership ToC Reflection Workshop organized by RA                             | Participation and presentation                    |
| 29 | 17-18 Nov | West Sulawesi        | Cacao Plant Nursery Management Coaching at SMKN Sulawesi Barat, Mamuju                 | Facilitation                                      |
| 30 | 18-Nov    | Central Sulawesi     | Meeting with Dinas Pertanian Tanaman Pangan Hortikultura dan Perkebunan Kabupaten Sigi | Program presentation and results updates          |
| 31 | 24-27 Nov | South Sulawesi       | Annual Monitoring and Evaluation SCPP Program  | Program presentation and results updates          |
| 32 | 25-Nov    | South Sulawesi       | ESCP: Workshop branding and marketing strategy for Champions farmers                   | Facilitation                                      |
| 33 | 10-Dec    | Jakarta (online)     | CSP General Assembly Meeting   | Participation                                     |
| 34 | 16-Dec    | Jakarta and Makassar | Program Closing Event: A Decade of Partnership to Strengthen Cocoa Sustainability      | Hosting, Program presentation and results updates |
| 35 | 21-Dec    | Jakarta (online)     | Meeting with BPSKL Sulawesi and Koltiva: IT for Sustainable Landscape                  | Participation                                     |

## Annex 4. Publications (Print, Digital, Online)

### Publication 2016

|     |  |
|-----|--|
| 1.  | SCPP Annual Report 2015 in English and Bahasa Indonesia  |
| 2.  | SCPP Success Story 4 <sup>th</sup> edition in English and Bahasa Indonesia   |
| 3.  | Kabar Kakao 2 <sup>nd</sup> edition: <i>'Petani Kakao SCPP-Aceh Menerima Tahapan Pertama Premi untuk Penjualan Biji Kakao Bersertifikat'</i> for Pidie Jaya & Aceh Tenggara      |
| 4.  | SCPP Program Introduction updates in English and Bahasa Indonesia  |
| 5.  | AFF's Cocoa Finance Series: 13 Business Models in English and Bahasa Indonesia   |
| 6.  | AFF's Cocoa Finance Series: Cocoa Bean Trader as Saving Agents in English and Bahasa Indonesia   |
| 7.  | AFF's Cocoa Finance Series: Collateral in Cocoa Farmer Financing in English and Bahasa Indonesia   |
| 8.  | AFF's Cocoa Finance Series: Land Financing for Cocoa Farmers in English and Bahasa Indonesia   |
| 9.  | Access to Finance for Cocoa Farmers in Indonesia in English and Bahasa Indonesia   |
| 10. | Swisscontact Website: "Rejuvenation of Indonesian Cocoa Farm: Boosting Productivity and Sustainability by Raising Superior Cacao Seedlings in Commercial Farmer – led Nurseries" |
| 11. | Grow Asia: "Carbon Study and Carbon Footprint in the Indonesian Cocoa Sector"  |
| 12. | PISAgro Newsletter Edition April 2016, Issue 12: "Innovative Financing in Agriculture for A Better Yield"  |
| 13. | Program Cluster Factsheet for Padang, Kolaka and Kolaka Timur  |
| 14. | Semi-Annual Management Update Sustainable Cocoa Production Program, 1 <sup>st</sup> Semester 2016  |
| 15. | Brochure 1 <sup>st</sup> Semester Achievement Highlights Report for the 9 <sup>th</sup> ABM in Jakarta, 8 <sup>th</sup> September 2016   |
| 16. | Swisscontact website: "Financial Inclusion for smallholder Cocoa Farmer from ten commodities"  |
| 17. | Event Success Story: "Voluntary Cocoa Production Certification Draws Together Cocoa Stakeholders" in English and Bahasa Indonesia  |
| 18. | AFF's Cocoa Finance Series in English: Could A Flexible Overdraft Loan Facility Work for Cocoa Farmers?  |
| 19. | Good Nutrition Practices Impact Study Sustainable Cocoa Production program (SCPP)  |
| 20. | SCCP Training Manual Series: Good Training Practices (GTP) Manual  |
| 21. | Access to Finance: The Cocoa Case "Cocoa Sector Training for Financial Institution"  |
| 22. | PISAgro Newsletter Edition August 2016, Issue 13: PISAgro Signs MoU with Government, NGOs, and Associations"   |
| 23. | PISAgro Newsletter Edition August 2016, Issue 13: "Cocoa Trees Survive Disease Gain Better Yields"   |
| 24. | PISAgro Newsletter Edition August 2016, Issue 13: "Why Saving?"  |
| 25. | PISAgro Newsletter Edition November 2016, Issue 14: "Understanding Agri-Finance Part.1"  |
| 26. | PISAgro Newsletter Edition November 2016, Issue 14: 13 Business Models for Cocoa Farmer Cooperative"   |
| 27. | Selection Guidelines SCPP Farmers in English and Bahasa Indonesia  |
| 28. | Program Factsheets for districts of Bireuen, Pidie Jaya, Soppeng, Polman, Parigi, Mamuju, Bone as well as for Sumatra regions, Aceh and West Sumatra                             |
| 29. | Internal Newsletter 1 <sup>st</sup> Edition June 2016  |
| 30. | Internal Newsletter 2 <sup>nd</sup> Edition October 2016   |

|     |   |
|-----|---|
| 31. | International Youth Day Postcard  |
| 32. | Indonesian Cocoa day Postcard   |
| 33. | Zero Emission Postcard  |
| 34. | Brochure of : <i>'Stok Karbon SCPP dan Jejak Karbon di Sektor Kakao Indonesia</i> |

## Publication 2017

|     |   |
|-----|---|
| 1.  | SCPP Annual Report 2016 in English  |
| 2.  | SCPP Annual Report 2016 in booklet format in Bahasa Indonesia   |
| 3.  | SCPP 1 <sup>st</sup> Semester Highlights 2016 in English  |
| 4.  | Biannual Report 2017 (1 <sup>st</sup> Semester Highlights 2017) 2017 in English and Bahasa Indonesia  |
| 5.  | Nestle Highlights Report 2017 in English  |
| 6.  | West Sulawesi Highlights Report 2017 in Bahasa Indonesia  |
| 7.  | SCPP Success Stories 2016 in English and Bahasa Indonesia   |
| 8.  | Standing Banner Success Stories   |
| 9.  | Event Journal: Voluntary Cocoa Production Certification Draws Together Cocoa Stakeholder  |
| 10. | AFF: Could A Flexible Overdraft Loan Facility Work for Cocoa Farmers  |
| 11. | AFF: Micro-Insurance for Cocoa Farmers  |
| 12. | AFF: 13 Business Model for Cocoa farmer Cooperative   |
| 13. | AFF: Cocoa Bean Trader as Saving Agent  |
| 14. | AFF: Land Financing for Cocoa Farmers   |
| 15. | AFF: Collateral in Cocoa Farmer Financing   |
| 16. | SCPP Training Module – Good Agricultural Practices (GAP): Modul Persiapan dan Evaluasi Sekolah Lapangan Tanaman Kakao                               |
| 17. | SCPP Training Module – Good Agricultural Practices (GAP): Modul Dasar Praktik Budidaya Tanaman Kakao  |
| 18. | SCPP Training Module – Good Nutritional Practices (GNP): Modul Gizi Keluarga  |
| 19. | SCPP Training Module – Good Business Practices (GBP): Modul Pengelolaan Bisnis  |
| 20. | SCPP Training Module – Good Training Practices (GTP): Modul Teknik Fasilitasi Dasar   |
| 21. | SCPP Training Module – Good Environmental Practices (GEP): Modul Pengelolaan Lingkungan   |
| 22. | SCPP Training Module – Good Social Practices (GSP): Modul Perilaku Sosial Masyarakat  |
| 23. | SCPP Training Module – Good Financial Practices (GFP): Modul Pengelolaan Keuangan   |
| 24. | Access to Finance: The Cocoa Case – Cocoa Sector Training for Financial Institutions Part 1 (Cocoa Sector Training) in English and Bahasa Indonesia |
| 25. | Access to Finance: The Cocoa Case – Cocoa Sector Training for Financial Institutions Part 2 (Cocoa Financials) in English and Bahasa Indonesia      |
| 26. | SCPP Training Flipchart – Good Environment Practices (GEP)  |
| 27. | SCPP Training Flipchart – Good Social Practices (GSP)   |
| 28. | SCPP Training Flipchart – Good Agricultural Practices (GAP) SCPP Training Flipchart – Certification   |
| 29. | SCPP Training Kit: Rain Coat  |
| 30. | SCPP Training Kit: Block notes  |
| 31. | SCPP Training Kit: Hat  |
| 32. | SCPP Training Banners   |
| 33. | SCPP Farmers Selection Guidelines   |
| 34. | Facilitator Guideline: Seri Media Panduan Pelatihan Sertifikasi Untuk Fasilitator   |

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| 35. | Program Cluster Factsheet for Sumatra Region   |
| 36. | SCPP Internship Poster   |
| 37. | SCPP Hotline Poster  |
| 38. | SCPP Training Poster: Good Environmental Practices (GEP)   |
| 39. | SCPP SOP Poster Good Social Practices (GSP) – Meningkatkan Partisipasi Perempuan dalam Pelatihan GP-SCPP                 |
| 40. | Poster: Cocoa Farm More Than Just Cocoa  |
| 41. | Aplikatif GAP Brosur Musuh Alami dan Hama Utama Tanaman Kakao  |
| 42. | Aplikatif GAP Penyakit Utama Tanaman Kakao dan Cara Pengendaliannya  |
| 43. | Aplikatif GAP Poster Kahat Unsur   |
| 44. | Aplikatif GAP Poster Teknik Pemupukan  |
| 45. | SCPP Katalog Seri Modul Pelatihan Program Produksi Kakao Berkelanjutan (SCPP) 2017                                       |
| 46. | Program Cluster Factsheet for Sumatra Region   |
| 47. | Program Cluster Factsheet Semester 1 2016 South Sulawesi   |
| 48. | Program Cluster Factsheet Semester 1 2016 South Sulawesi – District Soppeng  |
| 49. | Program Cluster Factsheet Semester 1 2016 West Sulawesi – District Mamuju  |
| 50. | Program Cluster Factsheet Semester 1 2016 South Sulawesi – District East Luwu  |
| 51. | Program Cluster Factsheet Semester 1 2016 South Sulawesi – District Luwu   |
| 52. | Program Cluster Factsheet Semester 1 2016 Southeast Sulawesi – District Kolaka   |
| 53. | Program Cluster Factsheet Semester 1 2016 Central Sulawesi - District Banggai  |
| 54. | Program Cluster Factsheet Semester 1 2016 Central Sulawesi – District Parigi Moutong                                     |
| 55. | Program Cluster Factsheet Semester 1 2017 Southeast Sulawesi - District North Kolaka                                     |
| 56. | Program Cluster Factsheet Semester 1 2017 Southeast Sulawesi - District Kolaka   |
| 57. | Program Cluster Factsheet Semester 1 2017 Southeast Sulawesi - District East Kolaka                                      |
| 58. | Program Cluster Factsheet Semester 1 2017 West Sulawesi – District Mamuju  |
| 59. | Program Cluster Factsheet Semester 1 2017 South Sulawesi – District Bone   |
| 60. | Factsheet Semester 1 2017 South Sulawesi – Luwu, Luwu Timur, Luwu Utara  |
| 61. | Factsheet Semester 1 2017 West Sulawesi – Nestle Cluster   |
| 62. | Factsheet Regional Sumatra 2016  |
| 63. | Factsheet Province Aceh 2016   |
| 64. | Factsheet Province Aceh 2016 - District Abdya  |
| 65. | Factsheet Province Aceh 2016 - District Pidie Jaya   |
| 66. | Factsheet Province Aceh 2016 - District Bireuen  |
| 67. | Factsheet Province Lampung 2017  |
| 68. | Factsheet Province Sumatera Barat 2017 & 2018  |
| 69. | Factsheet Province Sumatera Utara 2017 - District Karo   |
| 70. | SCPP Environment Brochure – Stok Karbon SCPP dan Jejak Karbon di Sekitar Kakao Indonesia                                 |
| 71. | SCPP Program Studies: Good Nutritional Practices Impact Study (Cover)  |
| 72. | SCPP Program Studies: Access to Finance for Cocoa Farmers in Indonesia (Infographic)                                     |
| 73. | SCPP Program Studies: Savings Intervention Report (Infographic)  |
| 74. | SCPP Program Studies: Komponen GNP dalam Sustainable Cocoa Production Program  |
| 75. | SCPP Program Studies: Pesticide Baseline Report (Infographic)  |
| 76. | Swisscontact Profile Brochure (Bahasa Indonesia)   |
| 77. | Swisscontact Profile Video (Bahasa Indonesia)  |
| 78. | SCPP Video Guide: Praktek Memfasilitasi <a href="https://goo.gl/V4piUM">https://goo.gl/V4piUM</a>                        |
| 79. | SCPP Video Guide: 4 Tips Pengelolaan Lingkungan Saat Pelatihan <a href="https://goo.gl/Bg979C">https://goo.gl/Bg979C</a> |
| 80. | SCPP Video Guide : AESA atau Analisa Agro-ekosistem <a href="https://goo.gl/roGLbi">https://goo.gl/roGLbi</a>            |
| 81. | SCPP Logo Branding and Arrangement (Panduan Penggunaan Logo)   |

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| 82. | SCPP Social Media Postcard: 1000 Followers (Facebook)   |
| 83. | SCPP Social Media Postcard: 1000 Likes (Facebook)   |
| 84. | SCPP Social Media Postcard: New Year (Facebook)   |
| 85. | SCPP Social Media Postcard: :1000 Family Farms Have a Better Future in Cocoa (LinkedIn)         |
| 86. | SCPP Social Media Postcard: International Saving Day (LinkedIn)                                 |
| 87. | SCPP Social Media Postcard: International Zero Emission   |
| 88. | SCPP Postcard Greeting: Season Greeting and Happy New Year (Printed and Email Interface format) |

## Publication 2018

|     |   |
|-----|---|
| 1.  | Training Modules Catalog SCPP 2017 (English)  |
| 2.  | SCPP Annual Report 2017 (Booklet version) English   |
| 3.  | Semester Highlights 2017 (Brochure version) English   |
| 4.  | Semester Highlights 2017 (Brochure version) Bahasa  |
| 5.  | Nestle Highlight Report 2017  |
| 6.  | West Sulawesi Highlight Report 2017 <a href="https://goo.gl/NwPZ2N">https://goo.gl/NwPZ2N</a>   |
| 7.  | Display Posters booth JFSS (2018) PISAGRO   |
| 8.  | Certification Poster 'Kecelakaan Saat Berkebun'   |
| 9.  | Kabar Kakao   |
| 10. | "Menyemai Masa Depan di Kebun Kakao" Comic for Mar's NextGen  |
| 11. | Swisscontact's SCPP is part of the Cocoa Working Group published in the pack of 'Partnership for Indonesia's Sustainable Agriculture-PISagro' <a href="https://goo.gl/YmYzAW">https://goo.gl/YmYzAW</a> |
| 12. | 'Cocoa Farmers Overestimate their Farm Size: Implication For Yield Estimates And Certification Volumes' Published In The Csp's 'Cokelat' Magazine (Edition 15, January-April 2018)                      |
| 13. | Various media social postings on Facebook Swisscontact worldwide & Indonesia and LinkedIn Swisscontact worldwide  |
| 14. | SCPP Training modules catalogue   |
| 15. | Indonesian Children Day – July 23 <sup>rd</sup> 2018 social media posting - <a href="https://goo.gl/VJKcBH">https://goo.gl/VJKcBH</a>   |
| 16. | 'First Aid' in Farm poster  |
| 17. | 'World Zero Emission Day' – September 21 <sup>st</sup> social media posting - <a href="https://goo.gl/u9FJ3o">https://goo.gl/u9FJ3o</a>   |
| 18. | Success Story of Aceh's Koperasi Perkebunan Kakao Bireueun/ KPB, December 8 <sup>th</sup> - <a href="https://goo.gl/anazw9">https://goo.gl/anazw9</a>   |
| 19. | Success Story of Astuti's Cocoa Family in Aceh - <a href="https://goo.gl/txa4uF">https://goo.gl/txa4uF</a>  |
| 20. | Factsheet SCPP in Aceh Province – 14 December - <a href="https://goo.gl/xotjgb">https://goo.gl/xotjgb</a>   |
| 21. | SCPP Semester 1 Report – 2018   |
| 22. | Success story of Mutmainnah of Kolaka, Southeast Sulawesi – November 12 <sup>th</sup> - <a href="https://goo.gl/wXRTYd">https://goo.gl/wXRTYd</a>   |
| 23. | Success Story video of Amir from Mamuju – October 27 <sup>th</sup> - <a href="https://goo.gl/KKd2RR">https://goo.gl/KKd2RR</a>  |



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|-----|--|
| 24. | <p>The Next Generation Project, Agricultural Curriculum Unit - A. Students working manuals:</p> <ol style="list-style-type: none"> <li>1. Unit 1 - Sejarah Kakao</li> <li>2. Unit 2 - Taksonomi Kakao</li> <li>3. Unit 3 – Kakao: Kanopi dan struktur akar</li> <li>4. Unit 4 – Botani Kakao: Bunga dan Penyerbukan</li> <li>5. Unit 5 – Kondisi Lingkungan Ideal dan Kesesuaian Tanah</li> <li>6. Unit 6 – Kesuburan Tanah: Tanah yang Hidup</li> <li>7. Unit 7 – Kesuburan Tanah: Humus: Kompos</li> <li>8. Unit 9 – Kebutuhan Nutrisi Tanaman: Tekstur Tanah</li> <li>9. Unit 10 - Kebutuhan Nutrisi Tanaman: Nilai pH Tanah</li> <li>10. Unit 11 – Pemangkasan</li> <li>11. Unit 12 – Panen</li> <li>12. Unit 17 - Model Keuangan Bisnis (Entrepreneurship)</li> </ol>                                       |
| 25. | <p>The Next Generation Project, Agricultural Curriculum Unit - B. Teachers working manuals:</p> <ol style="list-style-type: none"> <li>1. Unit 1 - Sejarah Kakao</li> <li>2. Unit 2 - Taksonomi Kakao</li> <li>3. Unit 3 - Kakao: Kanopi dan Struktur Akar</li> <li>4. Unit 4 - Botani Kakao: Bunga dan Penyerbukan</li> <li>5. Unit 5 - Kondisi Lingkungan Ideal dan Kesesuaian Tanah</li> <li>6. Unit 6 - Kesuburan Tanah: Tanah yang Hidup</li> <li>7. Unit 7 - Kesuburan Tanah: Humus</li> <li>8. Unit 8 - Kesuburan Tanah: Kompos</li> <li>9. Unit 9 - Kebutuhan Nutrisi Tanaman: Tekstur Tanah</li> <li>10. Unit 10 - Kebutuhan Nutrisi Tanaman: Nilai pH Tanah</li> <li>11. Unit 11 – Pemangkasan</li> <li>12. Unit 12 – Panen</li> <li>13. Unit 17 - Model Keuangan Bisnis (Entrepreneurship)</li> </ol> |

**Publication 2019**

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| 1   | Case Study-Sustainable Cocoa Production Program (English). Grow Asia – PISAGRO   |
| 2.  | Panduan Farmer Coaching Plan (FCP)   |
| 3.  | Buku Panduan untuk Masyarakat Keanekaragaman hayati local  |
| 4.  | Tanaman Pangan Lokal untuk Gizi dan Kesehatan Masyarakat poster  |
| 5.  | Bulukumba project result Factsheet   |
| 6.  | Lesson learn and Stakeholder meeting Majene Factsheet  |
| 7.  | Kolaka Timur project result factsheet  |
| 8.  | Kolaka Utara project result factsheet <a href="https://bit.ly/36Btrzr">https://bit.ly/36Btrzr</a>  |
| 9.  | East Nusa Tenggara project result factsheet <a href="https://bit.ly/2sOWbq1">https://bit.ly/2sOWbq1</a>  |
| 10. | Sulawesi Tenggara dan data kambing   |
| 11. | Sulawesi Barat project result factsheet <a href="https://bit.ly/36Gpsla">https://bit.ly/36Gpsla</a>  |
| 12. | SCPP 2018 Semester Highlights  |
| 13. | SCPP 2019 Semester Highlights  |
| 14  | Training modules ads in ‘600 Teknologi Inovativ Pertanian’ book – published by Ministry of Agriculture <a href="http://bit.ly/2G0nEYO">http://bit.ly/2G0nEYO</a> |





## Publication 2020

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| 1.  | Factsheet Nusa Tenggara Timur <a href="https://qrgo.page.link/jJTVJ">https://qrgo.page.link/jJTVJ</a>                            |
| 2.  | Factsheet Bulukumba <a href="https://qrgo.page.link/483ao">https://qrgo.page.link/483ao</a>                                      |
| 3.  | Factsheet Sulawesi Tenggara <a href="https://qrgo.page.link/ipBB2">https://qrgo.page.link/ipBB2</a>                              |
| 4.  | Factsheet Sulawesi Tengah <a href="https://qrgo.page.link/nxBnu">https://qrgo.page.link/nxBnu</a>                                |
| 5.  | Factsheet Sulawesi Barat <a href="https://qrgo.page.link/G7UWn">https://qrgo.page.link/G7UWn</a>                                 |
| 6.  | Factsheet Sikka <a href="https://qrgo.page.link/4zw3Q">https://qrgo.page.link/4zw3Q</a>  |
| 7.  | Factsheet Sigi <a href="https://qrgo.page.link/SRNwR">https://qrgo.page.link/SRNwR</a>   |
| 8.  | Factsheet Parigi Moutong <a href="https://qrgo.page.link/pl8as">https://qrgo.page.link/pl8as</a>                                 |
| 9.  | Factsheet Mamuju <a href="https://qrgo.page.link/k8h4W">https://qrgo.page.link/k8h4W</a>   |
| 10. | Factsheet Kolaka <a href="https://qrgo.page.link/UFVzk">https://qrgo.page.link/UFVzk</a>   |
| 11. | Factsheet Kolaka Timur <a href="https://qrgo.page.link/Zz4GK">https://qrgo.page.link/Zz4GK</a>                                   |
| 12. | Factsheet Ende <a href="https://qrgo.page.link/TmSxz">https://qrgo.page.link/TmSxz</a>   |
| 15. | SCPP Pedoman Kerja di Lapangan ESCP selama COVID-19 <a href="https://qrgo.page.link/uFeHg">https://qrgo.page.link/uFeHg</a>      |
| 16. | SCPP Annual Report 2019 <a href="https://qrgo.page.link/Tn5F2">https://qrgo.page.link/Tn5F2</a>                                  |
| 17. | Panduan Bootcamp Wirakakao_Cerdas Mendampingi Petani <a href="https://bit.ly/3rHhu5o">https://bit.ly/3rHhu5o</a>                 |
| 18. | Panduan Pendampingan Transformatif <a href="https://bit.ly/36YZfkg">https://bit.ly/36YZfkg</a>                                   |
| 19. | Protokol Penerapan Metode GALS dalam rangkai nilai kakao <a href="https://bit.ly/3726gAK">https://bit.ly/3726gAK</a>             |
| 20. | Video: Panen Buah Kakao (Harvesting) <a href="https://fb.watch/32PN4px-6-/">https://fb.watch/32PN4px-6-/</a>                     |
| 21. | Video: Sanitasi (Sanitation) <a href="https://fb.watch/32PEoU1mmS/">https://fb.watch/32PEoU1mmS/</a>                             |
| 22. | Video: Pembuatan Kompos (Composting) <a href="https://fb.watch/32PBtZzx31/">https://fb.watch/32PBtZzx31/</a>                     |
| 23. | Video: Pembibitan (Nursery) <a href="https://fb.watch/6l0bLmlryY/">https://fb.watch/6l0bLmlryY/</a>                              |
| 24. | Video: Integrasi Kakao Ternak (Cocoa Cattle Integration) <a href="https://fb.watch/6l0oQQVWIX/">https://fb.watch/6l0oQQVWIX/</a> |
| 25. | Video: Pelapis Buah (Crop Coating) <a href="https://fb.watch/6l1hQaiouV/">https://fb.watch/6l1hQaiouV/</a>                       |
| 26. | Video: Replanting (Penanaman Ulang) <a href="https://fb.watch/6l1m9h2c2N/">https://fb.watch/6l1m9h2c2N/</a>                      |
| 27. | Video: Pangkas Peremajaan (Rehabilitation Pruning) <a href="https://fb.watch/6l1swB8OXo/">https://fb.watch/6l1swB8OXo/</a>       |
| 28. | Short movie: Land and Mind - Our Treasure <a href="https://youtu.be/PNit7QVvM_M">https://youtu.be/PNit7QVvM_M</a>                |

## Annex 5. Media Coverages

### Media Coverage 2016

| Semester I/ 2016 |   |
|------------------|---|
| 1.               | <p>Visit to Government Office in Pinrang district, 26 January 2016 :</p> <ol style="list-style-type: none"> <li>Tribun Timur : Swisscontact Akan Latih Petani Kakao di Pinrang : <a href="http://makassar.tribunnews.com/2016/01/18/swisscontact-akan-latih-petani-kakao-di-pinrang">http://makassar.tribunnews.com/2016/01/18/swisscontact-akan-latih-petani-kakao-di-pinrang</a></li> <li>Infopublik.id : Swisscontact Temui Bupati Pinrang untuk Kerjasama Pelatihan Petani Kakao : <a href="http://infopublik.id/read/142956/swisscontact-temui-bupati-pinrang-untuk-kerjasama-pelatihan-petani-kakao.html">http://infopublik.id/read/142956/swisscontact-temui-bupati-pinrang-untuk-kerjasama-pelatihan-petani-kakao.html</a></li> </ol>   |
| 2.               | <p>First Premium Distribution for North East Aceh Farmers in Pidie Jaya, Aceh, 2<sup>nd</sup> February 2016.</p> <ol style="list-style-type: none"> <li>Jebe KOKO &amp; Swisscontact Distribute Premiums to Aceh Farmers, 2<sup>nd</sup> February : <a href="http://kabarmedan.com/jebe-koko-swisscontact-bagikan-premi-untuk-petani-kakao-di-aceh/">http://kabarmedan.com/jebe-koko-swisscontact-bagikan-premi-untuk-petani-kakao-di-aceh/</a></li> <li>Swisscontact Assist Farmers Achieving International-Based Certification, 2<sup>nd</sup> February : <a href="http://www.beritasatu.com/ekonomi/346673-swisscontact-bantu-petani-aceh-raih-sertifikat-internasional.html">http://www.beritasatu.com/ekonomi/346673-swisscontact-bantu-petani-aceh-raih-sertifikat-internasional.html</a></li> <li>Jebe KOKO and Swisscontact Provide Assistance for Aceh Cocoa Farmers, 2<sup>nd</sup> February : <a href="http://www.tobasatu.com/2016/02/02/jebe-koko-dan-swisscontact-salurkan-bantuan-untuk-petani-kakao-di-aceh/">http://www.tobasatu.com/2016/02/02/jebe-koko-dan-swisscontact-salurkan-bantuan-untuk-petani-kakao-di-aceh/</a></li> <li>Swisscontact Assist Farmers Achieving International-Based Certification, 2<sup>nd</sup> February: <a href="http://www.gosumbar.com/berita/baca/2016/02/02/swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional#sthash.ImftK0lw.dpbs">http://www.gosumbar.com/berita/baca/2016/02/02/swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional#sthash.ImftK0lw.dpbs</a></li> <li>Swisscontact Assist Farmers Achieving International-Based Certification, 2<sup>nd</sup> February: <a href="http://www.goriau.com/berita/ekonomi/swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional.html">http://www.goriau.com/berita/ekonomi/swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional.html</a></li> <li>Swisscontact Assist Farmers Achieving International-Based Certification: <a href="http://www.forumkakaosaceh.or.id/index.php/newsletter/618-swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional">http://www.forumkakaosaceh.or.id/index.php/newsletter/618-swisscontact-bantu-petani-kakao-aceh-raih-sertifikat-internasional</a></li> </ol> |
| 3.               | <p>Swisscontact and Ideas42 Press Release on Financial access for farmer, 14 February 2016</p> <ol style="list-style-type: none"> <li>KabarMedan.com : Swisscontact dan ideas42 Rayakan Valentine dengan Menyoroti Kesejahteraan Petani Kakao : <a href="http://kabarmedan.com/swisscontact-dan-ideas42-rayakan-valentine-dengan-menyoroti-kesejahteraan-petani-kakao/">http://kabarmedan.com/swisscontact-dan-ideas42-rayakan-valentine-dengan-menyoroti-kesejahteraan-petani-kakao/</a></li> <li>Ideas42: Your Valentine's day chocolate is a great reminder to focus on the hard working farmers who make it happen : <a href="http://www.ideas42.org/valentines-day-chocolate-great-reminder-focus-hard-working-farmers-make-happen-can-improve-lives-says-ideas42/">http://www.ideas42.org/valentines-day-chocolate-great-reminder-focus-hard-working-farmers-make-happen-can-improve-lives-says-ideas42/</a></li> </ol>   |
| 4.               | <p>Event First Premium Distribution for South West Aceh Farmers in Aceh Tenggara, Aceh, 20<sup>th</sup> February 2016.</p> <ol style="list-style-type: none"> <li>Swisscontact Assist Farmers Achieving International-Based Certification, 21<sup>st</sup> February: <a href="http://kabarmedan.com/jebe-koko-swisscontact-bagikan-premi-untuk-petani-kakao-di-aceh-2/">http://kabarmedan.com/jebe-koko-swisscontact-bagikan-premi-untuk-petani-kakao-di-aceh-2/</a></li> </ol>   |



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| 5.  | <p>Event KGG Annual Member Meeting in East Kolaka, Southeast Sulawesi, 20<sup>th</sup> February 2016.</p> <p>a. Kolaka Cocoa Farmer Cooperative Targets 5 Billion Premiums This Year, 21<sup>st</sup> February</p>   |
| 6.  | <p><u>Event KOKA JAYA Annual Member Meeting in Pidie Jaya, Aceh, 24<sup>th</sup> March 2016.</u></p> <p>a. <u>Koka Jaya Cooperative Asset Increased 30-Fold, 24<sup>th</sup> March :</u><br/><a href="http://www.tobasatu.com/2016/03/24/aset-koperasi-koka-jaya-meningkat-30-kali-lipat/">http://www.tobasatu.com/2016/03/24/aset-koperasi-koka-jaya-meningkat-30-kali-lipat/</a></p> <p>b. <u>Koka Jaya Cooperative Improve Community Wealth, 25<sup>th</sup> March:</u></p> <p>c. <u>Koka Jaya Cooperative Improve Community Wealth Through Cocoa, 27<sup>th</sup> March:</u><br/><a href="http://kabarmedan.com/koperasi-koka-jaya-tingkatkan-kesejahteraan-masyarakat-lewat-kakao/">http://kabarmedan.com/koperasi-koka-jaya-tingkatkan-kesejahteraan-masyarakat-lewat-kakao/</a></p> |
| 7.  | <p><u>Event Premium distribution in South Sulawesi in Soppeng and Luwu district (March 2016)</u></p> <p>a. 29 Maret 2016 : radarbone.co.id : Pedagang dan Petani Kakao Terima Bonus Rp 462 Jt</p>  |
| 8.  | <p>Indonesian Ministry of Internal Affairs : Cover Swisscontact Bi annual report presentation, 7 April 2016 :</p> <p>a. Bangda.kemendagri.go.id : Kualitas Koko di Indonesia Berdaya Saing Tinggi</p>  |
| 9.  | <p>Sulawesi Barat Governor visit to Swiss, 24 April 2016</p> <p>a. Tempo.co : Swiss Hanya Akui Jepang dan Australia sebagai Pemasok Kakao :<br/><a href="https://bisnis.tempo.co/read/news/2016/04/27/090766259/swiss-hanya-akui-jepang-dan-australia-sebagai-pemasok-kakao">https://bisnis.tempo.co/read/news/2016/04/27/090766259/swiss-hanya-akui-jepang-dan-australia-sebagai-pemasok-kakao</a></p> <p>b. 27 April 2016 : Gubernur Kecewa Kakao Indonesia tidak diakui Swiss</p> <p>c. Gubernur Sulbar anwar Adnan Saleh Melakukan Kunjungan ke Swiss</p>  |
| 10. | <p>A Documentary video titled '<i>Fakta Unik Coklat</i>' or Cocoa Unique Facts publicly published by Trans 7, an Indonesian TV station, on 19<sup>th</sup> May 2016, partly exposed an SCPP video success story of a female farmer Astuty from Aceh Tenggara, Aceh. Shared on YouTube Channels:</p> <p>a. Whats on TV, 19<sup>th</sup> May: <a href="https://www.youtube.com/watch?v=Ag8lg1Ux3UI">https://www.youtube.com/watch?v=Ag8lg1Ux3UI</a></p> <p>b. Dunia Dalam Berita, 14<sup>th</sup> July 2016</p>  |
| 11. | <p>Event 3<sup>rd</sup> World Cocoa Conference in the Dominican Republic, 22<sup>nd</sup> – 25<sup>th</sup> May 2016:</p> <p>a. Worldcocoaconference.org:<br/><a href="http://www.worldcocoaconference.org/exhibitors.php">http://www.worldcocoaconference.org/exhibitors.php</a></p> <p>b. Switzerland High Presence at the 3<sup>rd</sup> World Cocoa Conference, 30<sup>th</sup> May</p> <p>c. 1,300 Participants Address Sector Issues at the Third World Cocoa Conference, 26<sup>th</sup> July</p> <p>d. Swisscontact Worldwide Facebook Page:<br/><a href="https://www.facebook.com/media/set/?set=a.1139996339397374.1073741840.119495648114120&amp;type=3">https://www.facebook.com/media/set/?set=a.1139996339397374.1073741840.119495648114120&amp;type=3</a></p>               |



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| 12.                      | <p>Event Aceh Cocoa Forum Workshop in Sigli, Aceh, 1<sup>st</sup> June 2016.</p> <p>a. 2016 Aceh Cocoa Workshop in Pidie Result Several Formulas, 15<sup>th</sup> June:<br/><a href="http://www.forumkakaوaceh.or.id/index.php/newsletter/649-lokakarya-kakao-aceh-2016-di-pidie-hasilkan-sejumlah-rumusan">http://www.forumkakaوaceh.or.id/index.php/newsletter/649-lokakarya-kakao-aceh-2016-di-pidie-hasilkan-sejumlah-rumusan</a></p>   |
| 13.                      | <p>Event Chocovision 2016 in Davos, Switzerland, 7th-9<sup>th</sup> June 2016.</p> <p>a. Chocovision.ch, 9<sup>th</sup> March : <a href="http://www.chocovision.ch/chocovision-2016">http://www.chocovision.ch/chocovision-2016</a></p> <p>b. International Business Leaders and Stakeholders to meet in Davos for Chocovision 2016, 9<sup>th</sup> March : <a href="http://www.chocovision.ch/blog/international-business-leaders-and-stakeholders-to-meet-in-davos-for-chocovision-2016">http://www.chocovision.ch/blog/international-business-leaders-and-stakeholders-to-meet-in-davos-for-chocovision-2016</a></p> <p>c. Chocovision1.rssing.com, 14<sup>th</sup> March: <a href="http://chocovision1.rssing.com/chan-58016823/all_p2.html">http://chocovision1.rssing.com/chan-58016823/all_p2.html</a></p>   |
| 14.                      | <p>Event Monitoring and Evaluation on Aceh Cocoa by Coordinating Ministry for Economic Affairs in Banda Aceh and Pidie Jaya, Aceh, 15<sup>th</sup> June 2016.</p> <p>a. Indonesian Coordinating Ministry for Economic Affairs Do Monitor and Evaluate Aceh Cocoa, 20<sup>th</sup> June:<br/><a href="http://nad.litbang.pertanian.go.id/ind/index.php/berita/info-aktual/971-kemenko-perekonomian-lakukan-monev-kakao-aceh">http://nad.litbang.pertanian.go.id/ind/index.php/berita/info-aktual/971-kemenko-perekonomian-lakukan-monev-kakao-aceh</a></p> <p>b. Indonesian Coordinating Ministry for Economic Affairs Do Monitor and Evaluate Aceh Cocoa, 20<sup>th</sup> June : <a href="http://www.forumkakaوaceh.or.id/index.php?start=5">http://www.forumkakaوaceh.or.id/index.php?start=5</a></p>  |
| <b>Semester II/ 2016</b> |   |
| 15.                      | <p>Event Premiums Distribution in East Kolaka, Southeast Sulawesi, 26<sup>th</sup> July 2016.</p> <p>a. Ribuan Petani Kakao Menerima Premi Penjualan Senilai 5,8 Milyar Rupiah.</p> <p>b. Rp. 5,8 Billions as Premium of Certified Cocoa Beans Sale for Cocoa Farmers in Southeast Sulawesi.</p>  |
| 16.                      | <p>Event Premiums Distribution for Northeast and Southwest Aceh Farmers in Bireuen, Aceh, 4<sup>th</sup> August 2016.</p> <p>a. Petani Kakao Aceh Raih Premium Fee.</p> <p>b. Swisscontact Serahkan Cek Premium Fee Rp1,2 Miliar Kepada Petani Kakao Bersertifikat.</p> <p>c. Petani Coklat Aceh Terima Premium Fee Sebesar Rp1,2 Miliar.</p> <p>d. Setiap Orang Swiss Makan Coklat 11 Kg Per Tahun.</p> <p>e. Dishutbun Bireuen Bentuk Kampung Kakao di 3 Kecamatan.</p> <p>f. Kelompok Tani dari Juli Juara Lomba kakao Swisscontact</p> <p>g. Premium Fee Petani Kakao Aceh Meningkatkan hingga Rp1,2 M.</p> <p>h. Petani Kakao Aceh Tingkatkan Premi Penjualan Biji Sertifikasi hingga Rp1,2 M.<br/><a href="http://www.tobasatu.com/2016/08/04/petani-kakao-aceh-tingatkan-premi-penjualan-biji-sertifikasi-hingga-rp12-m/">http://www.tobasatu.com/2016/08/04/petani-kakao-aceh-tingatkan-premi-penjualan-biji-sertifikasi-hingga-rp12-m/</a></p> <p>i. Swisscontact Berikan Fee Premium kepada Petani.<br/><a href="http://harian.analisadaily.com/aceh/news/swisscontact-berikan-fee-premium-kepada-petani/255157/2016/08/08">http://harian.analisadaily.com/aceh/news/swisscontact-berikan-fee-premium-kepada-petani/255157/2016/08/08</a></p> <p>j. Aceh Cocoa Farmers Reap Rp. 1,2 Billions in Premium Fees from Certified Cocoa Beans Sale.</p> |



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| 17. | <p>Mondelēz International Announced to Expand its Cocoa Life in Indonesia, 30<sup>th</sup> August 2016.</p> <ol style="list-style-type: none"> <li>a. Mondelez International Expands Cocoa Life in Indonesia.</li> <li>b. Mondelēz International Expands Cocoa Life in Indonesia.<br/><a href="https://globenewswire.com/news-release/2016/08/30/867862/0/en/Mondelez-International-Expands-Cocoa-Life-in-Indonesia.html">https://globenewswire.com/news-release/2016/08/30/867862/0/en/Mondelez-International-Expands-Cocoa-Life-in-Indonesia.html</a></li> <li>c. Mondelēz International Expands Cocoa Life in Indonesia.<br/><a href="https://www.cocoalife.org/progress/mondelez-international-expands-cocoa-life-in-indonesia">https://www.cocoalife.org/progress/mondelez-international-expands-cocoa-life-in-indonesia</a></li> <li>d. Mondelēz expands Cocoa Life in Indonesia.</li> <li>e. BRIEF – Mondelēz International Expands Cocoa Life in Indonesia.<br/><a href="http://www.reuters.com/article/idUSFWN1BB04G">http://www.reuters.com/article/idUSFWN1BB04G</a></li> <li>f. Mondelēz International Expands Cocoa Life in Indonesia.</li> <li>g. Mondelez International Expands Cocoa Life in Indonesia.</li> </ol> |
| 18. | <p>Event Coordination Meeting for GP-SCPP in Mamuju, West Sulawesi, 29<sup>th</sup> September 2016.</p> <ol style="list-style-type: none"> <li>a. Pertemuan Koordinasi Program GP-SCPP di Mamuju “Pembahasan Capaian Program dan RKT 2017 Kabupaten Mamuju.</li> </ol>   |
| 19. | <p>Event Aceh Cocoa Forum – Duek Pakat Kakao Aceh IV in Pidie Jaya, Aceh, 4<sup>th</sup> October 2016.</p> <ol style="list-style-type: none"> <li>a. Problem Kakao Teratasi, Potensi Ekonomi Menanti.<br/><a href="http://aceh.tribunnews.com/2016/10/13/problem-kakao-teratasi-potensi-ekonomi-menanti">http://aceh.tribunnews.com/2016/10/13/problem-kakao-teratasi-potensi-ekonomi-menanti</a></li> <li>b. Problem Kakao Teratasi, Potensi Ekonomi Menanti.<br/><a href="http://www.forumkakaoaceh.or.id/index.php/newsletter/668-problem-kakao-teratasi-potensi-ekonomi-menanti">http://www.forumkakaoaceh.or.id/index.php/newsletter/668-problem-kakao-teratasi-potensi-ekonomi-menanti</a></li> </ol>  |
| 20. | <p>Swisscontact Trains Cocoa Farmers in Mamasa, West Sulawesi, 24<sup>th</sup> October 2016.</p> <p>Petani Mamasa Dilatih Tingkatkan Mutu Kakao.<br/><a href="http://www.fokusmetrosulbar.com/2016/10/petani-mamasa-dilatih-tingkatkan-mutu.html">http://www.fokusmetrosulbar.com/2016/10/petani-mamasa-dilatih-tingkatkan-mutu.html</a></p>   |
| 21. | <p>Event Synergy Meeting of Central Sulawesi Forum Komunikasi Kakao (For Kakao) in Palu, Central Sulawesi, 26<sup>th</sup> October 2016.</p> <p>For Kakao Bahas Produksi Kakao Bermutu dan Berkelanjutan.</p>  |
| 22. | <p>Annual Coordination Meeting of West Sumatra Cocoa Stakeholders in Lima Puluh Kota, West Sumatra, 2<sup>nd</sup> November 2016.</p> <p>Pemprov Sumbar Tingkatkan Pengembangan Budidaya Kakao.<br/><a href="http://harianhaluan.com/news/detail/61621/pemprov-sumbar-tingkatkan-pengembangan-budidaya-kakao">http://harianhaluan.com/news/detail/61621/pemprov-sumbar-tingkatkan-pengembangan-budidaya-kakao</a></p>  |
| 23. | <p>SCPP Empowers Farmer Cooperative Koka Jaya in Pidie Jaya.</p> <ol style="list-style-type: none"> <li>a. Mengenal Koperasi Koka Jaya dan Masalah Modal yang Dihadapi.</li> </ol>   |
| 24. | <p>Event Environmental Workshop “Lingkungan Lestari, Produksi kakao Meningkatkan dan Petani Sejahtera” in Kendari, Southeast Sulawesi, 3<sup>rd</sup> November 2016.</p> <ol style="list-style-type: none"> <li>a. “SCPP Swisscontact” Berdayakan Petani Kakao di Sultra.<br/><a href="http://www.antarasultra.com/berita/285767/scpp-swisscontact-berdayakan-petani-kakao-di-sultra">http://www.antarasultra.com/berita/285767/scpp-swisscontact-berdayakan-petani-kakao-di-sultra</a></li> </ol>   |



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| 25. | Event Workshop Youth Engagement in Indonesia's Sustainable Agriculture, Jakarta, 15 <sup>th</sup> November 2016.<br><br>a. Mondelez Dorong Kemitraan untuk Tingkatkan Produktivitas Kakao.<br><a href="http://www.beritasatu.com/ekonomi/399848-mondelez-dorong-kemitraan-untuk-tingkatkan-produktivitas-kakao.html">http://www.beritasatu.com/ekonomi/399848-mondelez-dorong-kemitraan-untuk-tingkatkan-produktivitas-kakao.html</a><br>b. Mondelez Dorong Kemitraan untuk Tingkatkan Produktivitas Kakao. |
| 26. | Event Indonesian Cocoa Day 2016 in Jakarta, 22 <sup>nd</sup> – 25 <sup>th</sup> November 2016.<br><br>Biji Kakao Terbaik Pemenang Kontes Hari Kakao. <a href="http://www.kakao-indonesia.com/index.php/web-links/349-biji-kakao-terbaik-pemenang-kontes-hari-kakao">http://www.kakao-indonesia.com/index.php/web-links/349-biji-kakao-terbaik-pemenang-kontes-hari-kakao</a>  |
| 27. | SECO Officials Visit West Sumatra, 12 <sup>th</sup> November 2016.<br><br>Program Swisscontact Dilanjutkan, Donatur dan Ambassador Kakao Berkunjung ke Tanah Datar. <a href="http://serambinangnews.blogspot.co.id/2016/12/program-swiss-contak-dilanjutkan.html">http://serambinangnews.blogspot.co.id/2016/12/program-swiss-contak-dilanjutkan.html</a>   |

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| 1 | SECO Visit West Sumatra:<br><br>c. Kerjasama Pemprov Sumbar dan Swisscontact Tingkatkan SDM Petani Kakao Melalui SL: <a href="http://harianhaluan.com/news/detail/62992/tingkatkan-sdm-petani-kakao-melalui-sl">http://harianhaluan.com/news/detail/62992/tingkatkan-sdm-petani-kakao-melalui-sl</a><br>d. Program Swiss Contak Dilanjutkan, Donatur dan Ambassador Berkunjung ke Tanah Datar:<br>e. <a href="http://serambinangnews.blogspot.co.id/2016/12/program-swiss-contak-dilanjutkan.html">http://serambinangnews.blogspot.co.id/2016/12/program-swiss-contak-dilanjutkan.html</a> |
| 2 | Coordination Meeting with Pinrang District Government in South Sulawesi, 27 <sup>th</sup> January 2017:<br>a. Swisscontact Latih 3,500 Petani Kakao Pinrang:   |
| 3 | Swisscontact Latih 3,500 Petani Kakao Pinrang  |
| 4 | Swisscontact Latih 3,500 Petani Kakao Pinrang, South Sulawesi, 31 <sup>st</sup> January 2017<br><a href="http://www.forumkakoaceh.or.id/index.php/newsletter/678-swisscontact-latih-3500-petani-kakao-pinrang">http://www.forumkakoaceh.or.id/index.php/newsletter/678-swisscontact-latih-3500-petani-kakao-pinrang</a>  |
| 5 | Swisscontact's SCPP to Train 3,500 Farmers in Pinrang, South Sulawesi, February 1 <sup>st</sup> 2017   |
| 6 | MoU Signing between SCPP and Local Government in South Konawe District, 15 <sup>th</sup> February 2017<br><br>a. SCPP Perluas Kerjasama ke Konawe Selatan<br>b. SCPP Perluas Kerjasama ke Konawe Selatan<br><a href="http://sultra.antaranews.com/berita/287087/scpp-perluas-kerja-sama-ke-konawe-selatan">http://sultra.antaranews.com/berita/287087/scpp-perluas-kerja-sama-ke-konawe-selatan</a>  |

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| 7  | <p>SCPP Training of Trainers in Pinrang, South Sulawesi, 16<sup>th</sup> February 2017:</p> <p>a. Swisscontact Edukasi Petani Kakao Pinrang: <a href="http://penarakyat.com/swiss-contact-edukasi-petani-kakao-pinrang/">http://penarakyat.com/swiss-contact-edukasi-petani-kakao-pinrang/</a></p>  |
| 8  | <p>Coordination Meeting with Luwu Utara District Government, South Sulawesi, 18<sup>th</sup> February 2017:</p> <p>b. Bupati Lutra Indah: Program Cacao Doctor Untungkan Petani</p>   |
| 9  | <p>Coordination Meeting with Sigi District Government, Central Sulawesi, 20<sup>th</sup> February 2017:</p> <p>a. Swisscontact SCPP Perluas Kerjasama Hingga Sigi Sulawesi Tengah<br/>b. Swisscontact SCPP Perluas Kerjasama Hingga Sigi</p>  |
| 10 | <p>Sinergitas Menjadi Kunci Keberhasilan dalam Proye Kemakmuran Hijau MCA-I di Sulawesi Barat, 22<sup>nd</sup> February 2017</p>  |
| 11 | <p>Swisscontact in Asia Food Journal, 1<sup>st</sup> March 2017:<br/>Solving the Chocolate Deficit</p>  |
| 12 | <p>Swisscontact – SCPP and Its Nutrition Component:</p> <p>b. Good Nutritional Practices Integration in Cocoa Value Chain, 2<sup>nd</sup> March 2017:<br/><a href="http://www.sustainablefoodlab.org/wp-content/uploads/2017/03/2.-Good-Nutrition-Value-Chain-Integration-in-SCPP-SFL-2017-1.pdf">http://www.sustainablefoodlab.org/wp-content/uploads/2017/03/2.-Good-Nutrition-Value-Chain-Integration-in-SCPP-SFL-2017-1.pdf</a><br/>c. Nutrition: <a href="https://sustainablefoodlab.org/nutrition/">https://sustainablefoodlab.org/nutrition/</a></p> |
| 13 | <p>International Women’s Day 2017: Women In Cocoa Farming, 8<sup>th</sup> March 2017:<br/><a href="http://www.foodingredientsfirst.com/News/International-Womens-Day-2017-Women-In-Cocoa-Farming.html">http://www.foodingredientsfirst.com/News/International-Womens-Day-2017-Women-In-Cocoa-Farming.html</a></p>   |
| 14 | <p>SCPP Internship Program, 13<sup>th</sup> March 2017:</p> <p>a. Swisscontact Butuh 40 Peserta pemagangan</p>  |
| 15 | <p>Urgensi petani memiliki hak finansial dan teknologi untuk pembangunan Asia di SDGs<br/><a href="http://waspada.co.id/warta/urgensi-para-petani-memiliki-hak-finansial-dan-teknologi-untuk-peningkatan-asia-di-sdgs/">http://waspada.co.id/warta/urgensi-para-petani-memiliki-hak-finansial-dan-teknologi-untuk-peningkatan-asia-di-sdgs/</a></p>   |



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| 16 | <p>10<sup>th</sup> Advisory Board Meeting &amp; Steering Committee S CPP, 23<sup>rd</sup> March 2017:</p> <ol style="list-style-type: none"> <li>Pemerintah Indonesia, Swiss, dan AS Fokus Untuk Keberlanjutan Sektor Kakao: <a href="http://kabarmedan.com/pemerintah-indonesia-swiss-dan-as-fokus-untuk-keberlanjutan-sektor-kakao/">http://kabarmedan.com/pemerintah-indonesia-swiss-dan-as-fokus-untuk-keberlanjutan-sektor-kakao/</a></li> <li>Governments of Indonesia, Switzerland and the US Focus on Indonesian Cocoa Sector Sustainability</li> <li>Green Prosperity Ajak 130 Ribu Rumah Tangga Petani Kakao</li> <li>Industri Kakao Bisa Berkembang Dengan Dukungan Pemerintah dan Swasta</li> <li>Indonesia, Swiss, dan AS Fokus Keberlanjutan Sektor Kakao: <a href="http://www.forumkakaosaceh.or.id/index.php/newsletter/695-indonesia-swiss-dan-as-fokus-keberlanjutan-sektor-kakao">http://www.forumkakaosaceh.or.id/index.php/newsletter/695-indonesia-swiss-dan-as-fokus-keberlanjutan-sektor-kakao</a></li> </ol> |
| 17 | <p>SCPP Socialization in Pidie, Aceh, 23<sup>rd</sup> March 2017:</p> <ol style="list-style-type: none"> <li>Swisscontact Temui Petani Kakao : <a href="http://gampongcotbaroh.desa.id/2017/03/25/swiss-contact-temui-petani-kakao/">http://gampongcotbaroh.desa.id/2017/03/25/swiss-contact-temui-petani-kakao/</a></li> </ol>   |
| 18 | <p>Collaboration Between Swisswontact and Koltiva, 27<sup>th</sup> March 2017:</p> <ol style="list-style-type: none"> <li>Tech Startup Koltiva expands assistance to coffee, oil palm farmers: <a href="http://www.thejakartapost.com/news/2017/03/27/tech-startup-koltiva-expands-assistance-to-coffee-oil-palm-farmers.html">http://www.thejakartapost.com/news/2017/03/27/tech-startup-koltiva-expands-assistance-to-coffee-oil-palm-farmers.html</a></li> <li>Tech Startup Koltiva Memperluas Bantuan Kepada Kopi, Petani Sawit</li> </ol>  |
| 19 | <p>GAP in Mattampawalie Village, Bone, 31 March 2017<br/><a href="http://www.bugiswarta.com/2017/03/petani-di-bulu-tanah-pelajari-perawatan.html">http://www.bugiswarta.com/2017/03/petani-di-bulu-tanah-pelajari-perawatan.html</a></p>  |
| 20 | <p>SECO Visits Indonesia's Largest Cocoa Producing Island – Sulawesi, 29<sup>th</sup> March 2017</p>  |
| 21 | <p>Ribuan Petani Bakal Ikuti Sekolah Lapang di Soppeng, 2<sup>nd</sup> April 2017: <a href="http://kabar60.blogspot.co.id/2017/04/ribuan-petani-bakal-ikuti-sekolah.html">http://kabar60.blogspot.co.id/2017/04/ribuan-petani-bakal-ikuti-sekolah.html</a></p>  |
| 22 | <p>Petani Cocolife Gelar Sekolah Lapang di timusu, Soppeng, 6<sup>th</sup> April 2017: <a href="http://www.bugiswarta.com/2017/04/petani-cocolife-gelar-sekolah-lapang.html">http://www.bugiswarta.com/2017/04/petani-cocolife-gelar-sekolah-lapang.html</a></p>  |
| 23 | <p>SCPP Farmers Profile in National Magazine Tempo, 16<sup>th</sup> April 2017:</p> <ol style="list-style-type: none"> <li>"Turning Chocolate Into Golds"</li> </ol>  |
| 24 | <p>PISAGRO News #14 – November 2016 <a href="http://www.pisagro.org/images/uploadsfiles/FA-PISAGRO-Newsletter%2314-Nov'16.pdf">http://www.pisagro.org/images/uploadsfiles/FA-PISAGRO-Newsletter%2314-Nov'16.pdf</a></p> <ol style="list-style-type: none"> <li>Understanding Agri finance (Part 1)</li> <li>13 Business Models for Cocoa Farmer Cooperatives</li> </ol>   |
| 25 | <p>PISAGRO News #15 – May 2017 <a href="http://www.pisagro.org/images/uploadsfiles/FA-PISAGRO-Newsletter%2315-May'16.pdf">http://www.pisagro.org/images/uploadsfiles/FA-PISAGRO-Newsletter%2315-May'16.pdf</a></p> <p>- The Sustainable Cocoa Production Program Encourages Cooperatives to Increase Access to Finance for Its Members</p>  |
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| 29 | Chocolate Industry Makes Pact to Improve Conditions:<br><a href="https://www.swissinfo.ch/eng/multimedia/sweet-sustainability_chocolate-industry-makes-pact-to-improve-conditions/43298214">https://www.swissinfo.ch/eng/multimedia/sweet-sustainability_chocolate-industry-makes-pact-to-improve-conditions/43298214</a>   |
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| 31 | SMKAI Kakao & highlights on Swisscontact Internship program, 29 <sup>th</sup> September 2017  |
| 32 | Komoditas Perkebunan: Kakao kian lezat:, 5 <sup>th</sup> October 2017:<br><a href="http://kalimantan.bisnis.com/read/20171005/443/696009/komoditas-perkebunan-kakao-kian-lezat">http://kalimantan.bisnis.com/read/20171005/443/696009/komoditas-perkebunan-kakao-kian-lezat</a>   |
| 33 | Health and Nutrition: Improving The Nutrition of Cocoa Farming Families in Indonesia, 13 <sup>th</sup> October 2017: <a href="https://www.cargill.com/story/health-and-nutrition">https://www.cargill.com/story/health-and-nutrition</a>  |
| 34 | CSP Cokelat Edisi 14 September – Desember 2017:   |
| 35 | Profil Petani – Muhammad Iqbal Sosok Petani Muda Memimpin Masa Depan  |
| 36 | “Indonesian International Cocoa Symposium / INCOSY 2017”, as part of the World Plantation Conference and Exhibition – WPLACE 2017, 18 <sup>th</sup> – 20 <sup>th</sup> October 2017, Grand Sahid Jaya Hotel, Jakarta  |
| 37 | “Making Green Finance Count: Impact Investing for Indonesia’s Agricultural Sector, Friday, 20 October 2017, The Ritz-Carlton Jakarta, Mega Kuningan   |
| 38 | MCA-I Monitoring their grant projects in North Sulawesi, 21 <sup>st</sup> October 2017<br><a href="https://sultrakini.com/berita/mca-i-monitoring-proyek-hibah-di-tiga-kabupaten-di-sultra">https://sultrakini.com/berita/mca-i-monitoring-proyek-hibah-di-tiga-kabupaten-di-sultra</a>   |
| 39 | FKA Gelar Duek Pakat Kakao Aceh V di Bireuen, 25 <sup>th</sup> October 2017:<br><a href="http://nad.litbang.pertanian.go.id/ind/index.php/info-aktual/1217-forum-kakao-aceh-gelar-duek-pakat-kakao-aceh-v-di-bireuen">http://nad.litbang.pertanian.go.id/ind/index.php/info-aktual/1217-forum-kakao-aceh-gelar-duek-pakat-kakao-aceh-v-di-bireuen</a>   |

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| 40 | Mars CDC Groundbreaking (largest one so far) in Pangkep, SCPP Director signed the MoU on NexGen Project, November 20 <sup>th</sup> 2017<br><ul style="list-style-type: none"> <li>a. <a href="http://www.thejakartapost.com/news/2017/11/20/mars-kicks-construction-second-ri-research-center.html">http://www.thejakartapost.com/news/2017/11/20/mars-kicks-construction-second-ri-research-center.html</a></li> <li>b. <a href="https://makassar.antaranews.com/berita/87023/pt-mars-bangun-pusat-pengembangan-kakao-pangkep">https://makassar.antaranews.com/berita/87023/pt-mars-bangun-pusat-pengembangan-kakao-pangkep</a></li> <li>c. <a href="https://www.wartaekonomi.co.id/read161099/wapres-jk-bakal-hadiri-groundbreaking-pengembangan-kakao-di-pangkep.html">https://www.wartaekonomi.co.id/read161099/wapres-jk-bakal-hadiri-groundbreaking-pengembangan-kakao-di-pangkep.html</a></li> </ul> |
| 41 | SCPP Training of Trainers in Tapanuli Utara, 30 <sup>th</sup> November 2017 (printed)   |
| 42 | “Pelatihan Tentang Budidaya KKO oleh Swisscontact”.   |
| 43 | Triswandi, Salah Satu Youth Champions Dari Desa Soga, 12 <sup>th</sup> December 2017:<br><a href="https://www.stc.or.id/news/triswandi,-salah-satu-youth-champions-dari-desa-so">https://www.stc.or.id/news/triswandi,-salah-satu-youth-champions-dari-desa-so</a>  |
| 44 | Green Prosperity Anthology  |
| 45 | Ekspose Sustainable Cocoa Production Program (SCPP) Kerjasama Antara Bappeda Pringsewu dan Swisscontact Serta Pemangku Kepentingan Di Kabupaten Pringsewu Tahun 2017, 7 <sup>th</sup> December 2017   |
| 46 | Perjalanan Menuju Perubahan, Millenium Challenge Account Indonesia:<br><a href="http://www.mca-indonesia.go.id/assets/uploads/pubs/SuccessStory_BHS_LOW.pdf">http://www.mca-indonesia.go.id/assets/uploads/pubs/SuccessStory_BHS_LOW.pdf</a>  |
| 47 | Strengthening the Competitiveness of Cocoa Production and Improving the Income of Cocoa producers in West and Central Africa:   |

### Media Coverage 2018

|    |   |
|----|---|
| 1. | Project NextGen:<br><ul style="list-style-type: none"> <li>a. Menenal Cara Budidaya Kakao Melalui Komik</li> </ul>  |
| 2. | Jakarta Food Security Summit (JFSS) PISAgro 2018<br><ul style="list-style-type: none"> <li>a. Sistem Integrasi oleh Petani Kakao</li> </ul>   |
| 3. | Compact Completion MCA-I<br><ul style="list-style-type: none"> <li>a. Program Kemakmuran Hijau Tingkatkan Produktivitas Kakao Petani</li> <li>b. Program Kemakmuran Hijau Tingkatkan Produktivitas Kakao Petani<br/><a href="http://www.desamodern.com/web/berita/detail/3816/Program-kemakmuran-hijau-tingkatkan-produktivitas-kakao-petani">http://www.desamodern.com/web/berita/detail/3816/Program-kemakmuran-hijau-tingkatkan-produktivitas-kakao-petani</a></li> <li>c. Program Kemakmuran Hijau Tingkatkan Productivitas Kakao Petani<br/><a href="https://www.antaranews.com/berita/694555/program-kemakmuran-hijau-tingkatkan-produktivitas-kakao-petani">https://www.antaranews.com/berita/694555/program-kemakmuran-hijau-tingkatkan-produktivitas-kakao-petani</a></li> </ul> |

### Media Coverage 2019

|    |   |
|----|---|
| 1. | Kemenperin Gandeng Pemda dan Industri Ciptakan SDM Kompeten <a href="http://bit.ly/2z4xoOc">http://bit.ly/2z4xoOc</a> |
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| 2. | Lokakarya & Temu Stakeholder Menutup Kegiatan Swisscontact di Majene<br><a href="http://bit.ly/2P4HysS">http://bit.ly/2P4HysS</a>      |
| 3. | Dinas Perkebunan Wajo dan PT Cargil Distribusikan Premium ke Petani Kakao<br><a href="http://bit.ly/2z6TSxT">http://bit.ly/2z6TSxT</a> |

## Media Coverage 2020

|     |   |
|-----|---|
| 1.  | Youtube MRC VLORR: Tantangan Program Revitalisasi Kakao di Kolut <a href="https://bit.ly/38N7bWS">https://bit.ly/38N7bWS</a>  |
| 2.  | Kendarinews.com: 10.171 Petani Kakao di Kolut Tuntas Praktik Budi Daya <a href="https://bit.ly/2XLIG6e">https://bit.ly/2XLIG6e</a>  |
| 3.  | KATADATA: Indonesia Bisa Jadi Kekuatan Baru Di Dunia <a href="https://bit.ly/3nPjC8U">https://bit.ly/3nPjC8U</a>  |
| 4.  | LIPUTAN6.com: Indonesia Bisa Jadi Kekuatan Baru Di Dunia <a href="https://bit.ly/3oRmCmG">https://bit.ly/3oRmCmG</a>  |
| 5.  | BERITA SATU.com: Indonesia Bisa Jadi Kekuatan Baru Di Dunia <a href="https://bit.ly/3svjkaK">https://bit.ly/3svjkaK</a>   |
| 6.  | VIVA.co.id: Indonesia Bisa Jadi Pusat Produksi Kakao Di Dunia. Asalkan ... <a href="https://bit.ly/3ilGVpC">https://bit.ly/3ilGVpC</a>                                      |
| 7.  | Kontan.co.id: Strategi Pemerintah Menjadikan Indonesia Raja Kakao di dunia <a href="https://bit.ly/3sw5vZJ">https://bit.ly/3sw5vZJ</a>                                      |
| 8.  | Okezone.com: Indonesian Bisa Jadi Pusat Produksi Kakao Di Dunia <a href="https://bit.ly/35NK4JT">https://bit.ly/35NK4JT</a>   |
| 9.  | Suara.com: Mentan Sebut Indonesia Bisa Jadi Kekuatan Kakao Baru Di Dunia <a href="https://bit.ly/3bMnIMS">https://bit.ly/3bMnIMS</a>  |
| 10. | Sindonews.com: Indonesia Bisa Menjadi Kekuatan Kakao Baru Di Dunia <a href="https://bit.ly/3ik8DTJ">https://bit.ly/3ik8DTJ</a>  |
| 11. | Gatra.com: Indonesia Bisa Jadi Kekuatan Kakao Baru di dunia <a href="https://bit.ly/3bLVn99">https://bit.ly/3bLVn99</a>   |
| 12. | SWA.co.id: Agar kakao Indonesia Berjaya di pasar dunia <a href="https://bit.ly/3qjcsLU">https://bit.ly/3qjcsLU</a>  |
| 13. | KRJogja.com: Pemerintah terus genjot produksi kakao <a href="https://bit.ly/3bKImNp">https://bit.ly/3bKImNp</a>   |
| 14. | Yahoo.com: Indonesia Bisa Jadi Pusat Produksi <a href="https://bit.ly/3qqRxGF">https://bit.ly/3qqRxGF</a>   |
| 15. | IJN.co.id: Indonesia Bisa Jadi Kekuatan Baru Kakao Di Dunia   |
| 16. | Theworldnews.net: <a href="https://bit.ly/3nNF6mv">https://bit.ly/3nNF6mv</a>   |
| 17. | Idnpos.com: Indonesia Bisa Menjadi Kekuatan Kakao Baru Di Dunia <a href="https://bit.ly/35NKEax">https://bit.ly/35NKEax</a>   |
| 18. | Matain.id: Indonesia Bisa Menjadi Kekuatan Kakao Baru Di Dunia <a href="https://bit.ly/3ikMSTY">https://bit.ly/3ikMSTY</a>  |
| 19. | Headtopics.com: Indonesia Bisa Jadi Pusat Produksi Kakao Di Dunia asalkan <a href="https://bit.ly/3blxe3l">https://bit.ly/3blxe3l</a>                                       |
| 20. | Pertanian.go.id: Indonesia Bisa Jadi Pusat Produksi Kakao Di Dunia <a href="https://bit.ly/3nQ2UGr">https://bit.ly/3nQ2UGr</a>  |
| 21. | Line.Today: Mau jadikan Indonesia Raja Kakao Di Dunia ini strategi pemerintah <a href="https://bit.ly/3bP2Zb5">https://bit.ly/3bP2Zb5</a>                                   |
| 22. | Line.Today: Indonesia Bisa Jadi Kekuatan Kakao Baru di Dunia <a href="https://bit.ly/3qlHUcc">https://bit.ly/3qlHUcc</a>  |
| 23. | Borneo24.com: Mentan Ungkap rencana yang matang untuk edukasi produksi kakao meningkat <a href="https://bit.ly/35K4TG0">https://bit.ly/35K4TG0</a>                          |
| 24. | Mediaperkebunan.id: Manajemen korporasi petani diharapkan tingkatkan produksi kakao <a href="https://bit.ly/38Pzq7v">https://bit.ly/38Pzq7v</a>                             |
| 25. | Jalurinfo.com: Mentan Ungkap Strategi Tingkatkan Produksi kakao di Indonesia <a href="https://bit.ly/39H6AFo">https://bit.ly/39H6AFo</a>                                    |
| 26. | Kabar.news: Mentan Sebut Indonesia Berpeluang Jadi Kekuatan Kakao Baru di dunia <a href="https://bit.ly/2XLqLfX">https://bit.ly/2XLqLfX</a>                                 |
| 27. | PEMPROV Sulawesi Selatan Siapkan Bantuan 850 Ribu Bibit Kakao <a href="https://qr.go.page.link/hP4ua">https://qr.go.page.link/hP4ua</a>                                     |
| 28. | Sulsel Siapkan 850 Ribu Bibit Kakao bagi Petani Terdampak Bencana <a href="https://qr.go.page.link/MbU2W">https://qr.go.page.link/MbU2W</a>                                 |
| 29. | Sustainable Cocoa Production Program: A Decade of Partnerships to Strengthen Cocoa Sustainability <a href="https://qr.go.page.link/ZDEcg">https://qr.go.page.link/ZDEcg</a> |

30 | The FarmNetX – Farmer Network Analytic <https://qrqo.page.link/urdva>

## Annex 6. List of Evaluations, Assessments, and Studies

| No. | Year | Name of Evaluation/Assessment  | Type                  | Topic                | Implementer                  |
|-----|------|--|-----------------------|----------------------|------------------------------|
| 1   | 2014 | Emission Reduction Measurement Methodology in Cocoa Supply Chains, Indonesia   | Internal – Evaluation | Cocoa Sustainability | SC, South Pole               |
| 2   | 2014 | Agripreneur Profiles: A Study of Selected Cocoa Farmers in Mamuju and Majene, West Sulawesi, Indonesia   | Internal – Assessment | Agribusiness         | Mei-Mei van Dorth tot Medler |
| 3   | 2015 | Need Assessment in Cocoa-producing Communities in Indonesia targeted by Cocoa Life Program, Kolaka and East Kolaka   | External – Assessment | Cocoa Sustainability | Care International, UNHAS    |
| 4   | 2015 | Access to Finance for Cocoa Farmer in Indonesia: Report and first conclusions of the Agribusiness Financing Facility (AFF) integrated in SCPP                    | Internal – Assessment | Agribusiness         | SC                           |
| 5   | 2015 | AFF: 13 Business Model for Cocoa farmer Cooperative  | Internal – Assessment | Agribusiness         | SC                           |
| 6   | 2015 | AFF: Land Financing for Cocoa Farmers  | Internal – Assessment | Agribusiness         | SC                           |
| 7   | 2015 | Landscape and Lifescape Analysis for the MCA-I match funded GP-SCPP  | Internal – Assessment | Agroforestry         | Consultant                   |
| 8   | 2015 | A Rejuvenation of the Indonesian Cocoa Orchards: Boosting Productivity and Sustainability by raising Superior Cacao Seedlings in Commercial Farmer-led Nurseries | Internal – Evaluation | Cocoa Sustainability | SC                           |
| 9   | 2015 | Mid-term evaluation for the AFF in Aceh and Sulawesi by SECO WEIF  | Donor                 | Agrifinance          | Consultant                   |
| 10  | 2016 | Carbon Study and Carbon Footprint in the Indonesian Cocoa Sector   | Internal – Study      | Cocoa Sustainability | SC, Grow Asia                |
| 11  | 2016 | Studi Keterlibatan Generasi Muda pada Pertanian Kakao di Indonesia: Tantangan dan Prospek  | External – Study      | Youth                | Mondelez, UGM, SurveyMeter   |
| 12  | 2016 | Is Certification a Viable Tool for the Indonesian Cocoa Sector?  | Independent Study     | Cocoa Sustainability | Romina Jermann               |
| 13  | 2016 | Landscape-Lifescape Analysis on Gorontalo  | Internal – Assessment | Agroforestry         | SC                           |
| 14  | 2016 | Landscape-Lifescape Analysis on West Sumatra   | Internal – Assessment | Agroforestry         | CDM Smith and Hatfield       |
| 15  | 2016 | Access to Finance for Cocoa Farmers in Indonesia: An updated report and first conclusions of AFF   | Internal – Assessment | Agribusiness         | SC                           |
| 16  | 2016 | AFF: Cocoa Bean Trader as Saving Agent   | Internal – Assessment | Agribusiness         | SC                           |
| 17  | 2016 | AFF: Collateral in Cocoa Farmer Financing  | Internal – Assessment | Agribusiness         | SC                           |

| No. | Year | Name of Evaluation/Assessment  | Type                  | Topic                         | Implementer                       |
|-----|------|--|-----------------------|-------------------------------|-----------------------------------|
| 18  | 2016 | AFF: Could A Flexible Overdraft Loan Facility Work for Cocoa Farmers   | Internal – Assessment | Agribusiness                  | SC                                |
| 19  | 2016 | Cooperatives Assessment in Sumatra and Sulawesi: See Their Potentials and Capacities                               | Internal – Assessment | Farmer Organization           | SC                                |
| 20  | 2016 | Good Nutrition Practices Impact Study Sustainable Cocoa Production program (SCPP)                                  | Internal – Evaluation | Livelihood, Social, Nutrition | SC                                |
| 21  | 2016 | Indonesia Cocoa Planting Material Mapping  | External – Assessment | Agriculture                   | CSP                               |
| 22  | 2017 | Environmental and Social Management Plan (ESMP) Development and Good Environmental Practices (GEP) approach Design | Internal – Assessment | Cocoa Sustainability          | Dianna Gillespie                  |
| 23  | 2017 | AFF: Micro-Insurance for Cocoa Farmers   | Internal – Assessment | Agribusiness                  | SC                                |
| 24  | 2017 | GNP Component in Sustainable Cocoa Production Program: Lessons from Sulawesi                                       | Internal – Evaluation | Livelihood, Social, Nutrition | SC                                |
| 25  | 2017 | Stakeholder Engagement Plan  | Internal – Assessment | PPP                           |                                   |
| 26  | 2017 | Pesticide Baseline Report  | Internal – Evaluation | Cocoa Sustainability          | SC                                |
| 27  | 2017 | Savings Intervention Report  | Internal – Evaluation | Agribusiness                  | IDEAS24 team                      |
| 28  | 2017 | Social and Gender Integration Plan – Green Prosperity Sustainable Cocoa Production Plan                            | Internal – Evaluation | Gender                        | SC                                |
| 29  | 2017 | The Nursery Business Model: Overview and Lessons Learned   | Internal – Evaluation | Agribusiness                  | SC                                |
| 30  | 2017 | Job Creation study, Case North Luwu  | Internal – Study      | Cocoa Sustainability          | Heryanus Jesayas                  |
| 31  | 2017 | Estimating Greenhouse Gas Emission   | Donor                 | Cocoa Sustainability          | MCC/ MCA-I                        |
| 32  | 2017 | NextGen Pilot Comprehensive Update   | External – Evaluation | Youth                         | Mars, SC                          |
| 33  | 2017 | Outcome Study Measuring the Program Achievement: Using FGD with various stakeholders                               | Internal – Evaluation | Cocoa Sustainability          | Consultant                        |
| 34  | 2018 | NextGen - Youth Engagement in Cocoa Sector   | External – Evaluation | Youth                         | Institute for Development Impact  |
| 35  | 2018 | GSP Baseline Report and Endline Report   | Internal – Evaluation | Livelihood, Social, Nutrition | SC, Migunani                      |
| 36  | 2018 | Cocoa Household livelihood study   | External – Study      | Cocoa Sustainability          | Thomas Cherico Wanger             |
| 37  | 2018 | Economic Botany of Small-scale Cocoa Farms in Indonesia  | Independent Study     | Agroforestry                  | Czech University of Life Sciences |

| No. | Year | Name of Evaluation/Assessment   | Type                  | Topic                | Implementer  |
|-----|------|---|-----------------------|----------------------|--|
| 38  | 2018 | Gender Action Research - Gender Equality for More Resilient Cocoa Community   | Internal – Assessment | Gender               | SC   |
| 39  | 2018 | Study on Smallholder Horticulture and the Guideline for Farmers in Pasaman, West Sumatra (Nutritional Community Guideline)  | Independent Study     | Agroforestry         | SC, Lukas Pawera                                   |
| 40  | 2018 | Cocoa Farmers Overestimate their Farm Size: Implication for Yield Estimates and Certification Volumes   | Internal – Evaluation | Cocoa Sustainability | SC   |
| 41  | 2018 | GP-SCPP Systemic Impact Research  | Internal – Evaluation | Cocoa Sustainability | Consultant   |
| 42  | 2018 | Greenhouse Gas Emission Reductions for MCA-Indonesia Green Prosperity Project   | Donor                 | Cocoa Sustainability | ICF team   |
| 43  | 2018 | Geographical Indication (GI) Application for Indonesian Cocoa   | External – Assessment | Cocoa Sustainability | Consultant   |
| 44  | 2018 | SCPP Mid-term Evaluation by SECO  | Donor                 | Cocoa Sustainability | Newforesight                                       |
| 45  | 2018 | Gender study in Cocoa Community in North Luwu   | Independent Study     | Gender               | University of Sydney, UNHAS                        |
| 46  | 2018 | Final Evaluation of Cocoa Life Program  | External – Evaluation | Cocoa Sustainability | Circle Indonesia (Deddy Herianto & Meredian Alam)  |
| 47  | 2019 | Evaluation Design Report Cocoa Performance Evaluation: Phase 2 – MCC Indonesia Green Prosperity Project – Sustainable Cocoa Partnership Grants Performance Evaluation   | External – Evaluation | Cocoa Sustainability | Social Impact                                      |
| 48  | 2019 | Identification of Opportunities for FAO to Facilitate Plantation Commodity-based Inclusive Growth in Indonesia: Analysis of high-value horticulture supply chains in Indonesia                                      | External – Study      | Agriculture          | SC   |
| 49  | 2019 | Case study: Sustainable Cocoa Production Program and UTZ certification in Sulawesi  | Independent Study     | Cocoa Sustainability | Grow Asia, PISAgrO                                 |
| 50  | 2019 | Approaches to Driving Uptake of Sustainable Practices: Overarching lessons and conclusions  | Independent Study     | Agriculture          | Proforest  |
| 51  | 2019 | Private sector initiatives to boost productivity of cocoa, coffee, and rubber in Indonesia  | Independent Study     | Agriculture          | CIPS   |
| 52  | 2019 | Understanding Network Structures that Drive Innovation in Cocoa Producing Areas in Indonesia  | Internal – Study      | Social               | Petr Matous University of Sydney                   |
| 53  | 2019 | The change of land use in cocoa center areas  | Independent Study     | Agriculture          | CIAT, International Centre of Tropical Agriculture |
| 54  | 2020 | The SCPP: Using blended finance to enhance the competitiveness of smallholder farmers in Indonesia's cocoa value chain - published in "Unlocking Smallholder Finance for Sustainable Agriculture In Southeast Asia" | External – Study      | Agribusiness         | Climate Focus, WWF                                 |

| No. | Year | Name of Evaluation/Assessment  | Type                  | Topic                | Implementer   |
|-----|------|--|-----------------------|----------------------|---|
| 55  | 2020 | Internal Scoping Study of Crop Diversification using SCPP Farmers Data   | Internal – Study      | Agriculture          | SC  |
| 56  | 2020 | ESCP-GALS Impact Assessment  | Internal – Evaluation | Gender               | Individual Consultant   |
| 57  | 2020 | Policy Paper Brief on Gender Equality in Cocoa Sector: Based on ESCP Implementation (in Bahasa)  | Internal – Study      | Gender               | Individual Consultant   |
| No. | Year | Contributed to students (Master/ PhD)  | Type                  | Topic                | Implementer   |
| 1   | 2017 | Sustainability and economic governance: Reconfiguring cocoa-chocolate production networks in Indonesia   | PhD Thesis            | Cocoa Sustainability | Hiswaty Hafid<br>University of Sydney                                     |
| 2   | 2017 | Analysis of cocoa beans processing and quality in post-harvest in South East Sulawesi, Indonesia   | Master Thesis         | Post Harvest         | Naemie Schaad   |
| 3   | 2017 | How microsaving could ease extreme poverty – a study of Cocoa Farmers in Indonesia   | Master Thesis         | Agrifinance          | Niklaus Kronig  |
| 4   | 2018 | Study on Smallholder Horticulture and the Guideline for Farmers in Pasaman, West Sumatra (Nutritional Community Guideline)                           | Master Thesis         | Agroforestry         | Lukas Pawera  |
| 5   | 2018 | Towards Sustainable Cocoa Production: Perception of Good Environmental Practices and Climate Change Awareness of cocoa Farmers, Sulawesi, Indonesia  | Master Thesis         | Cocoa Sustainability | Stepanka Kralikova  |
| 6   | 2019 | Kerja Sama Indonesia–Swiss Dalam Meningkatkan Produktivitas Kakao Di Indonesia Melalui Sustainable Cocoa Production Program (SCPP) Periode 2012–2016 | Bachelor Thesis       | Cocoa Sustainability | Fachriany Amalia Rauf, Universitas Pembangunan Nasional “Veteran” Jakarta |
| 7   | 2019 | Critical Success Factors of Agricultural Public Private Partnership Programs: SCPP as Case Study   | Master Thesis         | PPP                  | Shirley Irawati Lim, MSc. Food Technology, Wageningen University          |
| 8   | 2019 | Disaster Management Study with Cocoa Households as Case Study  | PhD Thesis            | Disaster Management  | Yuzuka Kashiwagi, Waseda University                                       |
| 9   | 2020 | Success Factors and Barriers for Effective Cocoa Governance Interactions in The Ivory Coast: SCPP as complementary case study                        | Master Thesis         | PPP                  | Thomas de Bruin, Wageningen University                                    |

# *We create opportunities*

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Swiss NPO-Code: The structure and management of Swisscontact conforms to the Corporate Governance Regulations for Non profit Organisations in Switzerland (Swiss NPO-Code) issued by the presidents of large relief organisations. An audit conducted of behalf of the organisation showed that the principles of the Swiss NPOCode are adhered to.

ZEWO-Seal of approval: Swisscontact was awarded the Seal of Approval from ZEWO. It is awarded to non-profit organisations for the conscientious handling of money entrusted to them, proves appropriate, economical, and effective allocation of donations and stands for transparent and trustworthy organisations with functioning control structures that uphold ethics in the procurement of funds and communication. Swisscontact is regularly audited on the adherence to these criteria. (Source: ZEWO) Société Générale de Surveillance (SGS): Swisscontact has been awarded the Certificate of the International Inspection Agency Société Générale de Surveillance (SGS) within the NGO Benchmarking Program.

2021



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