

## The Cacao Effect - Huila Extension

### 1. General information

General project information			
Applicant organisation	Fundación Luker		
Project title	The Cacao Effect – Huila Extension		
Country & project area	Colombia, Huila department, Algeciras & Hobo municipalities		
Agricultural or forest commodities	Cocoa		
Project partner(s)	Fundación Luker		
Proposed starting date	<01/10/2020>	Proposed ending date	<30/09/2023>
Total Project budget	€ 1.700.245		
Contribution Private Sector	€ 1.302.454	Funluket: €974.005 Luker Chocolate: €318,449 EAFIT: €10,000	
Contribution Financial Institutions	0		
Contribution Public Sector	0		
Contribution requested from IDH	€ 397.791		
Project summary	<p>There are 35,000 cocoa producers in Colombia, most of whom live on an income level below the national minimum wage. <b>The Cacao Effect (TCE) - Huila Extension</b> contributes to better living conditions of small cocoa producer families and their surrounding communities while protecting their environment. This proposal will replicate The Cacao Effect Agreement, including an ecosystem protection approach in the municipalities of Algeciras and Hobo, located in Huila. Selected by the National and Regional Government as a PDET zone and prioritized by Luker for its high-quality cocoa, which is one of the preferred export inputs, makes this area a perfect fit for the project. The proposal includes 5 objectives:</p> <ol style="list-style-type: none"> <li>1. Motivate small cocoa producers to participate in the triple impact model. (inclusion).</li> <li>2. Increase crop production through sowing new crops and/or rehabilitating current cocoa crops in the farms of small cocoa producers. (production).</li> <li>3. Enhance the technical, commercial, and administrative skills of the cocoa producers' associations. (production).</li> <li>4. Strengthen the cocoa producer's family participation in economic activities, with a strong gender approach. (inclusion).</li> <li>5. Promote the protection of ecosystems (fauna and flora) on each farm. (protection).</li> </ol> <p>All current TCE partners support this project extension: USAID, Luker Chocolate, Fundación Luker, Eafit University, Enel-Emgesa and Fundación Saldarriaga Concha.</p>		

## 2. Project applicant, implementer and other partners

Project Applicant & Implementer Details & Contact Persons	
Full name of organization	<b>Fundación Luker</b>
Legal form of entity	NGO
Full name & position legal representative	Pablo Jaramillo Villegas – CEO
Address of the organization	Cra 23# 64B-33 Centro de Negocios Siglo XXI Piso 3, Manizales, Caldas, Colombia.
Name of contact person Contact details of contact person	Julia Inés Ocampo Mobile: +57 314-863-8600 <a href="mailto:jocampo@funluker.org.co">jocampo@funluker.org.co</a>
Financial contact person for this Application (responsible for fin. reporting to IDH)	Elsa Cristina Muñoz Mobile: +57 310-820-3131 <a href="mailto:ecmunoz@funluker.org.co">ecmunoz@funluker.org.co</a>
Financial auditor of the Applicant and contact details	Humberto Arcila <a href="mailto:harcila@arcilaasociados.com">harcila@arcilaasociados.com</a>  Arcila Asociados S.A.S Tel 887 95 10 Ext 10366 Cra 23 # 64B – 33 torre A Manizales, Caldas, Colombia.
Main role and responsibilities in the project	Project direction, budget management, activities coordination, monitoring and reporting.
Experience in similar projects and please describe how that experience relates to this proposed project (list maximum of 2 projects, if possible with a link to websites or an annex where more information is provided)	Fundación Luker is the leading organization of the Global Development Alliance (GDA) with USAID (United States Agency for International Development) called The Cacao Effect (TCE). The project intervenes in 16 municipalities of Colombia, across 4 regions (Urabá, Bajo Cauca, Huila, and Nariño). The engaged partners are USAID, Luker Chocolate, Fundación Luker, EAFIT University, Enel-Emgesa, and Fundación Saldarriaga Concha. <a href="https://fundacionluker.org.co/el-efecto-cacao/">https://fundacionluker.org.co/el-efecto-cacao/</a>
List the name and position of	Julia Inés Ocampo (Program Director)  Ramiro Ortega (Purchases Manager)  Pedro Castellanos (Technical Manager) Elsa Cristina Muñoz (Financial and Administrative Leader)
<b>Project Partner Luker Chocolate</b> (add a table like this for each partner involved) staff assigned to this project	Angela Guzmán Jiménez (Administrative Assistant) Angela María Hincapié Soto (Accounting Assistant) Felipe Pineda Duque (Monitoring and Evaluation Specialist) Alba Marina Agudelo (Huila Regional Manager) Pedro Nel Cordoba (Huila Technical Manager) Manuel Castrillón (Communications Coordinator)

Full name of organization	<b>CasaLuker</b>
Legal form of entity	Corporation
Full name & position legal representative	Camilo Romero Restrepo Luker Chocolate's CEO
Address of the organization	Calle 13 # 68-98 Bogotá, Colombia
Name of contact person	Francisco Gómez
Contact details of contact person	Mobile: +57 316 7511582 E-mail: <a href="mailto:fgomez@lukerchocolate.com">fgomez@lukerchocolate.com</a>

Main role and responsibilities in the project	Technical support and in field training of small cocoa producers
Experience in similar projects and please describe how that experience relates to this proposed project (list	<p>CasaLuker has implemented several international cooperation projects. The most recent projects include:</p> <ol style="list-style-type: none"> <li><b>1. Colombia Responde Tumaco:</b> promoted cocoa sowing, rehabilitation practices, and better cocoa farmers associations. The results of the project include technical improvement of Tumaco's cocoa associations and the design of a chocolate coverage with cocoa from Tumaco for the international market.</li> <li><b>2. Chocolates Colombia Bajo Cauca Antioqueño:</b> promoted cocoa sowing, rehabilitation, and strengthened cocoa farmers associations. Through this project, 175 cocoa farmers and 15 technicians were trained in harvest and post-harvest techniques.</li> </ol> <p>As seen in the examples above, the experience and lessons learned during the execution of these projects provide an excellent input for the proposed project.</p>
List the name and position of staff assigned to this project	<p>Francisco Javier Gomez (Comercial Manager)          Ramiro Ortega (Liasing Manager)          Pedro Castellanos (Technical Manager)          Pedro Nel Cordoba (Huila Technical Manager)</p>

### 3. Project description and work plan

Please answer the questions below to describe the project. Please formulate your answers in both qualitative and quantitative terms, and be as SMART (Specific, Measurable, Achievable, Realistic, and Time-bound) as possible.

#### 3.1 Project area context

Explain the project area and how it relates to the wider landscape by providing the information requested in the table below.

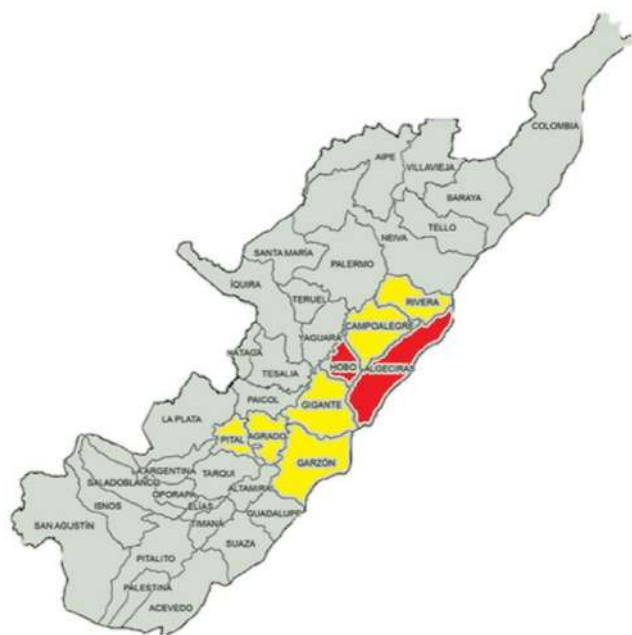
The project will be carried out in the region of Huila, Colombia. Located in the southwest of the country and rich in natural resources, including the Cordillera Oriental, the volcano of the Nevado del Huila, and Colombia's largest river, the Magdalena River. Agriculture, especially coffee, rice and cocoa, provide the main income of the region. In the last two decades, it has become the first high quality coffee region.

The municipalities of Algeciras and Hobo were selected for the implementation of the project.

Algeciras lies in the middle of the Magdalena Valley, which is surrounded by the Eastern Mountain Range that is born in the Miraflores Valley in the south of the municipality and adjoins with the department of Caquetá. Its population is of 24.708 inhabitants. Algeciras stands out for its large-scale agricultural production at the departmental level.



**Huila Department Location Map**



**Municipalities of Algeciras and Hobo**

Hobo lies between the plains of the Magdalena River Valley, where the Betania Dam is located, and the foothills of the eastern mountain range. The regions 7.043 inhabitants live in 217 km<sup>2</sup>, an altitude of 594 meters above sea level, and an average temperature of 25 °C.

On the map Algeciras and Hobo are market in red and the current TCE Project municipalities are market in yellow.

Algeciras agrarian economy produces coffee, peppers, cocoa, guava, and lulo crops, among others, nicknaming the region Huilas Agricultural Pantry. Algeciras is the only PDET municipality in Huila. The PDET was created by Decree 893 of 2017, and it is a 10-year subregional program for the comprehensive transformation of the most affected rural areas by the armed conflict, poverty, illicit economies, and institutional

weakness. This governmental program accelerates the implementation of comprehensive rural reform

instruments in the territories. It is a planning and management instrument that implements and prioritizes rural plans and programs.

Algeciras is one of the primarily cocoa production municipalities, which has traditionally commercialized its cacao with Luker. Algeciras community is very aware of environmental aspects and actively seeks to preserve the ecosystem with sustainable landscapes to include new generations in agricultural production. Further, Algeciras is part of the Second Law that establishes forest reserves. The municipality is located between the Corridor Páramo de Miraflores and the natural areas La Siberia, with altitudes between 800 and 2800 meters above sea level.

Hobo is located 52 km from Neiva, the departmental capital. It limits in the north with Campoalegre, in the south with Gigante, in the east with Algeciras and in the west with Yaguará. Hobo is a fish-farming municipality, that due to its geographical location, next to the Betania reservoir, is an excellent tourist destination. Hobo's cocoa production is very low, but the cocoa producers' association has a great desire to grow and progress.

Algeciras and Hobo are currently not included in The Cacao Effect zones (Rivera, Campoalegre, Gigante, Garzón, El Agrado, and El Pital) because the scope is limited by the budget. Both regions are interested in preserving the environment, extending cocoa plantations, and protecting natural resources like forests and basins.

**Production and protection land targeted by project**

<Provide information about the land-use and land status in the project area in the table below. Be specific on which areas are directly targeted by the project activities. Delete the examples and add extra rows if needed>:

Size of area (ha)	Land-use/land cover	Legal status	What part of the area is directly targeted by the project?	Other relevant information
306 ha	Cocoa Plantations	Licensed	170 ha for rehabilitation	109 farmers
80 ha	Pasture land (cattle) and coffee land.	Licensed	80 ha for new sowing.	The project aims to protect 250 ha

<i>8,900 ha</i>	<i>Miraflores PNR</i>	<i>Protected</i>	<i>Indirect</i>	<i>Information will be collected to identify the farm nearby the PNR.</i>
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2,541 ha	La Siberia PNR	Protected	Indirect	Information will be collected to identify the farm nearby the PNR.
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There are two Regional Parks in Algeciras and Hobo.

Cerro Páramo de Miraflores Rigoberto Urriago, called in this document as “Miraflores PNR” is 31,647.63 hectares, located 2,400 - 3,200 meters above the sea level. The largest part is located in the Garzón Municipality (45%), follow by Algeciras (28%) and Gigante (26%).

Parque Natural Regional de La Siberia La Ceiba, called in this document as “La Siberia PNR” is 28.354,25 hectars and is extended to 5 municipalities: Neiva 9.859,98 ha (34,77%); Rivera 6.726,90 ha (23,72%); Tello 6.268,75 ha (22,11%); Campoalegre 2.957,15 ha (10,43%); Algeciras 2.541,47ha (8,96%).

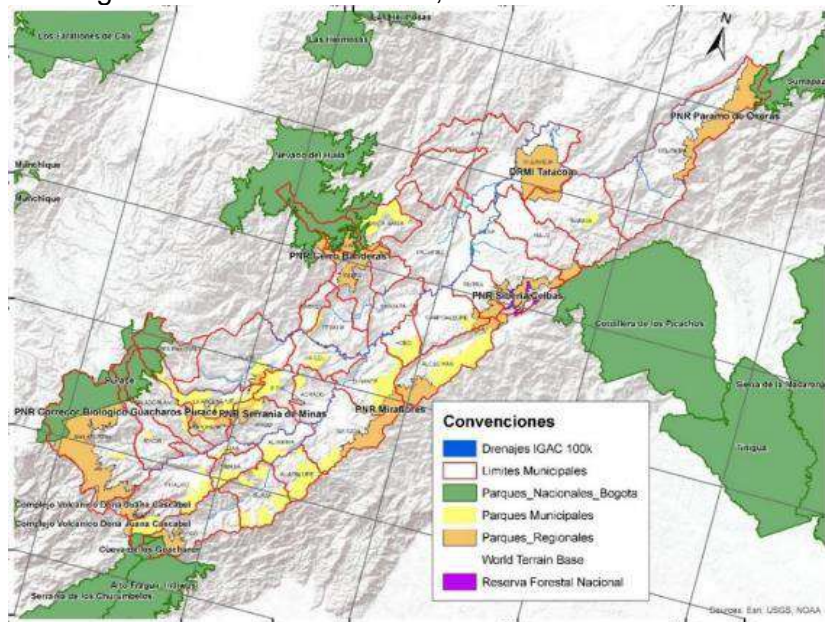
**Importance of project area in wider landscape**

<Indicate why the project area is important as part of the wider landscape, for example because of ensuring ecological connectivity, protecting major forest areas in the wider landscape, covering a large share of the supply chain, etc.

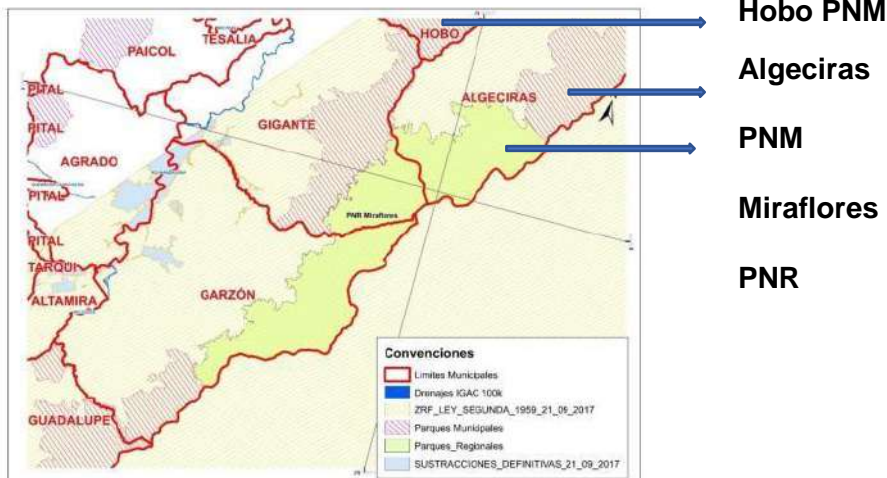
The Rural Agricultural Office -UPRA- in Colombia plans the efficient land use and provides criteria and instruments for this purpose. According to the UPRA Huila has 393,882 hectares suitable for cocoa, actually only near 10,000 hectares are in cocoa. In the UPRA’s image below the suitable areas are market with green.



The Corporación Autónoma del Magdalena executes the environmental policy in the Huila department, including the protection of the conservation areas. Huila has three types of Conservation Parks: National Parks (PNN), Regional Parks (PNR) and Municipal Parks (PNM). In Algeciras and Hobo there is two Regional Park and one Municipal Park: The Miraflores PNR and La Siberia PNR and Algeciras Natural Park PNM, located as follows:



To maintain the corridors the PNR La Siberia is connected to the PNR Miraflores by the Algeciras Natural Park PNM. In Hobo and Gigante the Municipal Natural Park PNM is identified, but since these figures depend on the initiatives of the municipality, there is still a lot of work ahead. The following map shows the connections and corridors:



### 3.2 Description of the main issue

Describe the main problem(s) or issue(s) that the project will address. What is the situation today? Include quantitative data related to the issue when possible (e.g. number of farmers or communities, and/or number of ha of land affected by the issue, baseline production and productivity information, etc.).

There are 35,000 cocoa producers in the country, most of whom live on an income level below the national minimum wage. Their income fluctuates based on productivity, quality, cocoa price, alternative crops, and products on their farms. Traditionally, cocoa producers do not depend on monocultures to provide their subsistence economy. However, quality and productivity are variables that can be improved with good practices and investment.

Cocoa crops are profitable, but the subsistence economy adopted in the crops have not allowed it to develop, as the current situation shows:

- (i) Empirical producers (practices).
- (ii) Clones that are not very productive or are of low quality (genetic).
- (iii) Lack of focus on quality (quality).

Further on in the chain, cocoa is commercialized through private buyers or cocoa producers' associations. These associations are NGOs and transfer most of the price while offering additional benefits to its members. However, in Colombia cocoa producers associations have been formed out of the need to associate, but lack administrative, technical, and commercial knowledge, which prevents cohesion and inclusion.

The benefit for the current cocoa producer associations in Algeciras and Hobo are:

INFORMATION	HOBO ASOCAHOBO	ALGECIRAS APROCALG	TOTAL
Members	24	85	109
Registered Cacao Hectares	90	216	306



Algeciras productivity (800kg/ha/year) is above the national average (350kg/ha/year), the plantations have good genetic and the sustainable practices are a focus on the local producers, nevertheless, productivity can be raised (1000kg/ha./year) with specialized pruning techniques called “rehabilitation” and most important, families can rise their income with the new sowing supported with the family labor.

This an example of the change of income this project brings to an average family depending on cocoa:

year	2020	2021	2022	2023	2024	2025
L1 (ha.)	3	3	3	3	3	3
Productivity	800	1000	1000	1000	1000	1000
L2 (ha.)	1	1	1	1	1	1
New Sowing	0	0	100	400	600	1000
Price per kilo (EUR)	2,29	2,51*	2,51	2,51	2,51	2,51
Income per year (EUR)	5,486	7,543	7,794	8,549	9,051	10,057

\*The premium for the quality is 10%, with good practices and genetic is possible to get the premium.

The strategic location of Algeciras and its natural resources display that most of the farms have little forests and basins. The project will identify these areas to protect the natural corridor. We need to preserve and take advantage of the community's awareness and care of the environment. A situation that builds on our purpose to produce under agroforestry systems. The agroforestry systems mix different species of trees with the cacao trees to protect the biodiversity.

Therefore, the main problems to address are family income (derived also from productivity and quality) and ecosystem protection.

### 3.3 Objectives

Describe the specific objectives for the project, which should be clear, measurable, realistic and achievable within the duration of the project. This should address the issues described in 3.2.

**Main Objective:** Contribute to better living conditions of small cocoa producers’ families and their surrounding communities protecting their environment.

1. Motivate small cocoa producers to participate in the triple impact model. (inclusion).
2. Increase crop production through sowing new crops and/or rehabilitating current cocoa crops in the farms of small cocoa producers. (production).
3. Enhance the technical, commercial, and administrative skills of the cocoa producers’ associations. (production).
4. Strengthen the cocoa producer’s family participation in economic activities, with a strong gender approach. (inclusion).
5. Promote the protection of ecosystems (fauna and flora) on each farm. (protection).

A small cocoa producer is who has less than 10 cocoa crop ha and their income is below 3 legal Colombian minimum wages. Usually small cocoa producers work at the farm.

### 3.4 Concept or approach

Describe and explain the overall concept or approach underpinning the project. Describe the main ideas, models or assumptions involved.

## Cacao in Colombia

As Luker, we believe in the transformational power of cocoa because:

- Colombia's soil, climate, and genetic cocoa seed diversity produce a unique Fine Flavor Cocoa<sup>1</sup>. In fact, Colombia is among the 15 countries that currently sow Fine Flavor

Cocoa, which represents 15% of the world's production. Further, the international cocoa demand is growing, and specialty markets generate added value to Colombia's cocoa.

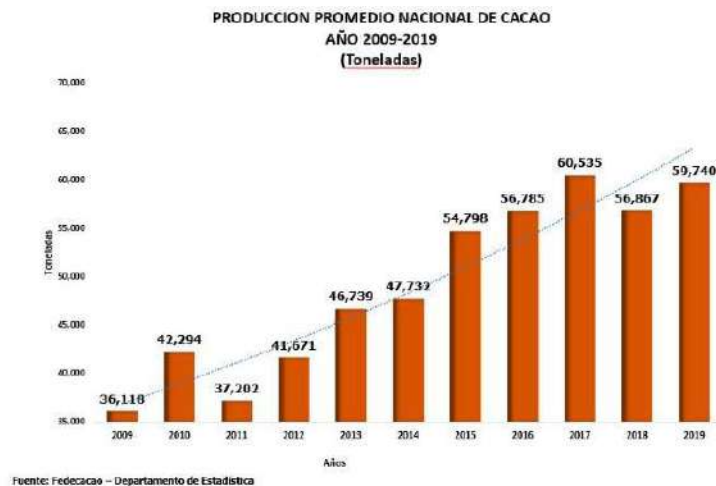
- Cocoa production brings peace, provides rural development, and is an alternative to illicit crops in conflict and post-conflict zones. Likewise, a stronger cocoa production

chain favors the social cohesion of surrounding communities. A perfect example can be found in Huila, where all surrounding departments struggle with the growth of illicit crops, while thanks to Huila's coffee, cocoa, and rice production the region remains free of illicit crops.

- Cocoa generates a long-term income opportunities and formal employment that enable the improvement of the living conditions of families. Indirect boost of local economies, due to the income increase derived from the cocoa activity.
- Cocoa production with the scope of our model generates gender inclusion through training sessions and entrepreneurship projects with gender approach, contributing to women's empowerment.
- Cocoa crops reforest while improving and preserving the soil. It is not harvested as a monoculture since it requires two types of shade: a transitory one, which can be plantain; and a permanent one, which is mainly different species of timber. These crops are agroforestry systems, since about two or three times a year, the cacao tree changes its leaves. Once they fall to the ground, they become nutrients for the soil, and naturally, within that same forest, they develop flora, fauna, microflora, and microfauna.
- Luker assures the purchase of good quality cocoa through associations. Cocoa is a non-perishable product that despite variable conditions including transport and security can be stored and sold dry at a higher price or wet to shorten the cash flow cycle.

Crop Year (Oct-Sep)	Gross crop	Grindings	Surplus/deficit	Total end-of-season stocks	Stocks to grindings ratio
<i>in thousand tonnes</i>					
	(Year on year change)	(Year on year change)			(Percent)
2010/11	4 309 18.6%	3 938 5.4%	+ 328	1 746	44.3
2011/12	4 095 -5.0%	3 972 0.9%	+ 82	1 828	46.0
2012/13	3 943 -3.7%	4 180 5.2%	- 276	1 552	37.1
2013/14	4 370 10.8%	4 335 3.7%	- 9	1 543	35.6
2014/15	4 252 -2.7%	4 152 -2.2%	+ 57	1 600	38.5
2015/16	3 994 -6.1%	4 127 -0.6%	- 173	1 427	34.6
2016/17	4 731 18.5%	4 397 8.5%	+ 287	1 714	39.0
2017/18	4 651 -1.7%	4 596 4.5%	+ 8	1 722	37.5
2018/19	4 745 2.0%	4 805 4.5%	- 107	1 615	33.6
Forecasts 2019/20	4 824 1.7%	4 861 1.2%	- 85	1 530	31.5

The reasons above have propelled a growing production dynamic (65% in the last 10 years), which motivates cocoa producers to plant more hectares as a long-term investment to increase their income (see table below). Therefore, delivering sustainable models that don't use agrochemicals, protecting everyone that works, and lives on the farm, including family members, protect the



like chemical and flavor characteristics.

## ***CasaLuker in the Value Chain***

CasaLuker is a privately held company that has been leading and innovating in the cocoa industry for the past 110 years and currently exports its products to over 40 countries. On average, 40% of the cocoa produced annually in Colombia is purchased by CasaLuker, making the company an important player in the national and international markets. CasaLuker created an internal division called Luker Chocolate, focused on a B2B strategy. Fundación Luker was created over 25 years ago by the family who owns CasaLuker, but is an independent NGO, who manages and implements social development projects focused on rural development, education and entrepreneurship.

### ***The Cacao Effect -TCE-***

Luker leads a rural development model called The Cacao Effect (TCE), a Cooperation Agreement with USAID, based on the Chocolate Dream, a triple impact development initiative that seeks to improve the living conditions of cacao producers and their families to contribute to lasting peace. The Cacao Effect is a joint work between USAID, Luker Chocolate, Luker Foundation, EAFIT University, Saldarriaga Concha Foundation, and Enel Emgesa, present in 4 areas of the country: Urabá, Bajo Cauca, Tumaco and Huila.

TCE has a five-year duration and a total budget of US\$35.1 million (US\$ 28.8 from the private sector and US\$ 6.2 from USAID). TCE three main strategies are:

1. Increase cocoa crop productivity by establishing two anchor crops and by intervening in the farms of small cocoa producers, through new sowing or rehabilitation of crops.
2. Strengthen cocoa producers' associations, by enhancing their technical, commercial, and administrative skills.
3. Improve academic and socioemotional skills of the population near the anchor crop in Necoclí.

As of 2020, The Cacao Effect is working with 1,295 cocoa producers, belonging to 14 cocoa associations. In addition, 1092 children, young people, and adults have benefited from the social component of the project in Necoclí. In total 2597 persons have benefited from TCE so far.

The following are the expected results of the project by 2024 and the current progress by June 2020:

EXPECTED RESULTS	CURRENT PROGRESS
Increase the income of small cocoa producers' through the intervention of 1,340 ha (470ha new sowing and 870ha through rehabilitation practices).	591 ha (156 ha new sowing and 435 ha rehabilitation).
Improvement of the organizational capacity of 17 cocoa organizations.	Improvements in 14 associations
Establishment of two anchor crops as a model of good productive practices and investment in the cocoa producing regions.	2 anchor crops established
Strengthening of the socio-emotional, academic and resilience skills of 1,561 people in Necoclí.	1,092 people with competences strengthened.
Support of 20 entrepreneurship initiatives of cocoa farmers' families with a gender approach, as means for the generation of new income.	86 entrepreneurship initiatives supported.

### ***The Anchor Crop Model***

An anchor crop is a commercial, environmentally friendly cacao crop, where smallholder cacao farmers establish closeby, gain access to technical support, adopt technologies and take advantage of Luker's marketing channels while strengthening communities through empowerment, entrepreneurship, resilience, and education. These aspects empower

communities, triggering development through sustainable cacao production for farmers, their families, and the territories.

Luker is establishing an anchor crop in Huila, next to the Quimbo Reservoir, called “La Escalereta”. This crop is located in the municipality of El Agrado. The anchor crop area including an agroforestry system is 56 hectares; 9 are set up traditionally, 47 are set up using mechanical arrangements. The anchor crop will have training facilities to train local producers.

### ***The Triple Impact Model***

Cocoa grown under a triple impact model produces chocolate with a purpose, where the economic impact is as important as the social and environmental one. The characteristics of this model represents an added value for national and international customers, generating a special bond with the products and their producers.

IDH supports the Sustainable Landscapes Initiative, where producers, governments, private companies, universities, and civil society come together to develop long-term sustainable models of land use, preparing the region for investment and sustainable production.

This project supports PPI models, which include Production, Protection, and Inclusion, processes that are aligned with the triple impact Luker is looking for with the Chocolate Dream and the purpose of The Cacao Effect, which seeks sustainable cocoa production, social inclusion through associativity and environmental protection through a transversal model supported by cocoa producers.







**ACTIVITIES DESCRIPTION**

**Objective 1. Motivate small cocoa producers to participate in the triple impact model. (inclusion).**

The first step will be to explain the scope of the project, the added value to the cocoa chain, the expected participation, and the expected results. The small producers become partners, not beneficiaries, since the implemented practices, and counterpart investment makes the difference of the results.

To start the project a motivational meeting will be held with each member of the association. The producers will have the opportunity to choose the best options for their families and their farms. Nevertheless, a direct intervention (new sowing and rehabilitation) with a project investment is only for small cocoa producers. Middle or big producers can be part of the project, but will not receive supplies purchased with international funds.

INFORMATION	HOBO ASOCAHOBO	APROCALG	TOTAL
Municipality	Hobo	Algeciras	
Members	24	85	109
Cacao Ha of the Associations	90	216	306
Rehabilitation	68	102	170
New sowing	32	48	80
Total hectares (current+new)	122	264	386

One small farmer can receive supplies for up to 5 hectares for new sowing and/or rehabilitation.

**Objective 2. Increase crop production through sowing new crops and/or rehabilitating current cocoa crops in the farms of small cocoa producers. (production).**

To increase crop production, different activities will be provided to small cocoa producers. However, the farmer’s training and technical assistance are mandatory when becoming a partner producer.

**2.1 Farmer’s Training**

All producers from the cocoa associations are invited to the training sessions. Family members are also invited to promote family cooperation and the gender approach of the project. Producers are trained with the Soy Cacaocultor Strategy, developed by Luker.

Further, the program seeks to increase the self-esteem of the cocoa farmer through knowledge and education. Consequently, rising a feeling of pride for their crops as a mechanism of sustainability and social fabric construction. Taking into account that a large number of producers do not recognize cocoa as a mean of subsistence, due to the limited technical practices and lack of education. For all the above, this Training Plan is called SOY CACAOCULTOR, which expresses belonging and pride for this activity.

The training plan is based on the premise of learning by doing, taking into account the qualities, technical and human characteristics, and intellectual and social skills of the producer. It incorporates knowledge of BEING, DOING and KNOWING in each module, providing key ideas for sustainability. Also, developed focused on social well-being, protection and conservation of the environment, and good agricultural practices to increasing the productivity are included.

The Program is set up as follows:

Module 1 - Establish crop

Module 2 - Establish agroforestry

systems Module 3 - Good Practices

Module 4 - Integrated Pest and Disease

Management Module 5 - Harvest and post-harvest

Module 6 -Pruning cacao crops

Technology adoption by cacao producers is essential for the development of the cocoa sector and to increase quality and productivity. The methodology is printed material, with technical assistance where the producer “learns by doing”. Each module is about 18 hours and contains the best practices identified by Luker during their cocoa related work and research in the last 110 years in Colombia.

So far, a transition to a digital strategy must be implemented. Modules 3 and 6 are moving to virtual methodologies with a subcontractor. With this project, course 2 will be converted to a virtual module.

As part of the training, the producers will visit the anchor crop developed in Huila for the capacity building of cocoa producers.

## **2.2 Farmer´s Technical Assistance**

Throughout the project, the producer will receive technical assistance with the development of his crop, to adopt technologies, and motivate them with the results. The technical assistance is continuous, providing a technical assistant to control and guide the producer's performance to increase productivity. The technical assistant provides technical support, as well as monitors and follows up on all project activities of the farm, in the project are called “Extensionists”. Two Extensionists will be hired for the project for the farmers’ technical assistance, one for each municipality. The hiring process will be done with an external organization, an expert in finding personnel based on profile with the requirements of the position.

On every farm, a soil analysis is carried out together with the Extensionist to determine the individual and group nutrition requirements by municipality or village. The fertilizer requirements for new sowing and rehabilitation will be determinate, the producer will buy the equivalent to 50% of the fertilization, the project will buy the other 50%. Organic farms will have a special type of fertilizer.

## **2.3 New Sowing of Fine & Flavor Cocoa.**

To sow under an agroforestry system requires minimum:

1. Transitional Shade.
2. Permanent Shade.
3. Cacao plants.

The first step is to provide shade.

The purpose of transitional shade is only to provide the necessary shade to protect the cocoa trees during the first two years. This crop does not provide additional income, although it can be consumed by the producers while contributing to the ecological diversity. Previous experiences in Huila, show that 53% of the producers require transitional shade. Some producers already have crops like banana, coffee, and/or passion fruit, that can be used as transitional shade.

The producer is responsible for the Permanent Shade. In the TCE, The Regional Environment Entity (Corporación Autónoma del Magdalena CAM) provided required forest trees. These forest trees are called permanent shade, since they remain during the whole cycle of the cocoa plantation (about 30 years).

The project delivers 1,000 grafted cocoa plants per hectare. The seeds are high-quality Fine Flavor Cocoa, to guarantee the quality of the grain and homogeneity in the post-harvest process.

The timing is adapted to the Huila region: Transitional and permanent shade should be sown in Sept-Nov, grafted cocoa plants should be sown in Feb-May, three months after sowing the shade.

The entire planting process is assisted until the tree reaches its productive stage, which usually takes two years after being planted.

## **2.4 Rehabilitation:**

Rehabilitation activities are carried out on trees that have low productivity levels, the first activity is to mark with a color band the trees to be rehabilitated, this activity is done with the producer who knows the productivity of each tree.

The rehabilitation comprises the pruning, tree-top renewal, shade management, shape's tree, genetic change, and after this, the practices to increase production including the maintenance pruning. The rehabilitation principal process implies hard labor activities with chainsaw and grafting expertise. These activities will be conducted by a third-party subcontracted company with the required legal documents, training and expertise.

The productivity of the crop can be doubled through rehabilitation practices accompanied by good agricultural practices like pruning, fertilization, and pest management.

The timing is adapted to the Huila region: Rehabilitation should take place after the harvest in May-July and Nov-Jan.

### ***Objective 3: Enhance the technical, commercial, and administrative skills of the cocoa producers' associations. (production).***

Cocoa producers' associations are the best commercial strategy for producers to access markets with the least number of intermediaries. This project will strengthen existing associations in the region, facilitating their consolidation and sustainability.

#### **3.1 Organizational assessment of the cocoa producers' associations:**

The University of EAFIT creates profiles of the cocoa producers' associations of the project in the two selected municipalities. Initial inputs are established to carry out training in entrepreneurship with a gender focus and strengthen the administrative and commercial areas of the associations.

EAFIT performs an initial evaluation of each association to determine its management capacity. Through meetings and training with leaders and associates, a quantitative IcoR level of organizational management is defined. Based on the IcoR results, the gaps in each management area, the profile, and aspects to ensure the future sustainability are evaluated. This includes legal, accounting, administrative, sales, sustainability, and innovation skills among others.

#### **3.2 Strengthen technical, administrative and commercial skills:**

A work plan based on the results of the IcoR is developed to improve weaknesses. In addition, the University of EAFIT constantly monitors compliance of the improvement plan.

One goal is to obtain gaps of less than 10% in the areas of financial, commercial, and management of the association to access resources from Luker Chocolate Revolving Fund to purchase of cocoa. The second goal involves including environmental sustainability, as

well as inclusion and diversity

in the corporate processes, taking women and young people into account as generators of development.

The University offers a mentoring program, in addition to assistance in daily activities, while the associations work together during the three years of the project.

***Objective 4. Strengthen the cocoa producer's family participation in economic activities, with a strong gender approach. (inclusion).***

Ecological and economic volatility threaten the income of cocoa farmers <sup>2</sup>, therefore it is important to diversify their income with other crops, commercial initiatives, touristic services, or any other entrepreneurship, that includes the family and gives stability.

**4.1 Entrepreneurship training with a gender approach:**

EAFIT University strengthens the fundamental skills for the empowerment of the selected population to participate in the project with a gender focus. Through workshops, training, and meetings, a survey of entrepreneurship initiatives is carried out. Virtual and face-to-face meetings will be available to strengthen the outlined viable initiatives.

EAFIT monitors the viable initiatives of the municipalities and provides support and consulting through volunteers and students, seeking the development of the ventures. The ventures are part of the family income. The viability depends on the interest of the entrepreneur and the market possibilities. The whole family is included in the sensitizations.

The University will enhance the entrepreneurship spirit of the families and invite all its members to identify different income sources. Liaise with vocational training "SENA" will be promoted to qualify the labor skills, according to the identified entrepreneurship.

***Objective 5. Promote the protection of ecosystems (fauna and flora) on each farm. (protection).***

**5.1 Ecosystem Assessment:**

Secondary sources and studies are sought in the Algeciras area, between Miraflores and La Siberia. A landscape evaluation will be conducted by a third party. This expert will conduct an assessment taking into account the productive activities related to cocoa, incorporating the forestry component, the protection of natural forest areas, and the conservation of biodiversity.

The expected result of this assessment is to identify the location of ecosystems in cocoa farms, making a thorough characterization of the fauna and flora present in each farm to train producers to take care of biodiversity, improve soil conditions, and promote crop diversity in their farms.

The ecosystem assessment will also serve as a diagnostic for the municipalities. This diagnostic will be presented to the local governments to define public policies for the protection of natural forest areas and the conservation of biodiversity.

**5.2. Protection Plan for the Ecosystems:**

Based on the evaluation, a Protection Ecosystem Plan which includes cocoa producers, basic practices, and sensitization is formulated. The protection plan will be the outcome of the ecosystem assessment and will provide tailor-made recommendations for each farmer to protect the identified species (fauna and flora) on their respective farms. This plan could be formulated by the same organization which will conduct the ecosystem assessment in the Anchor Crop or a similar organization with experience.

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<sup>2</sup> USDA. Cacao for Peace Project.

A set of environmental indicators focus on the ecosystem's protection will be measured. The follow up of the indicators will motivate the producers during the environmental education workshops.

As part of the Protection Ecosystem Plan a Pilot for a technical assistance model for the restoration and development of agroforestry systems with cocoa will be developed. In the Pilot the producers will focus the attention on the results and will measured the changes.

### **5.3 Farmer's Environmental Training:**

All productive activities will be evaluated based on the adopted environmental practices of small cocoa producers. Change to protect biodiversity and make good use of resources is promoted, which includes mandatory compliance of the minimum environmental requirements.

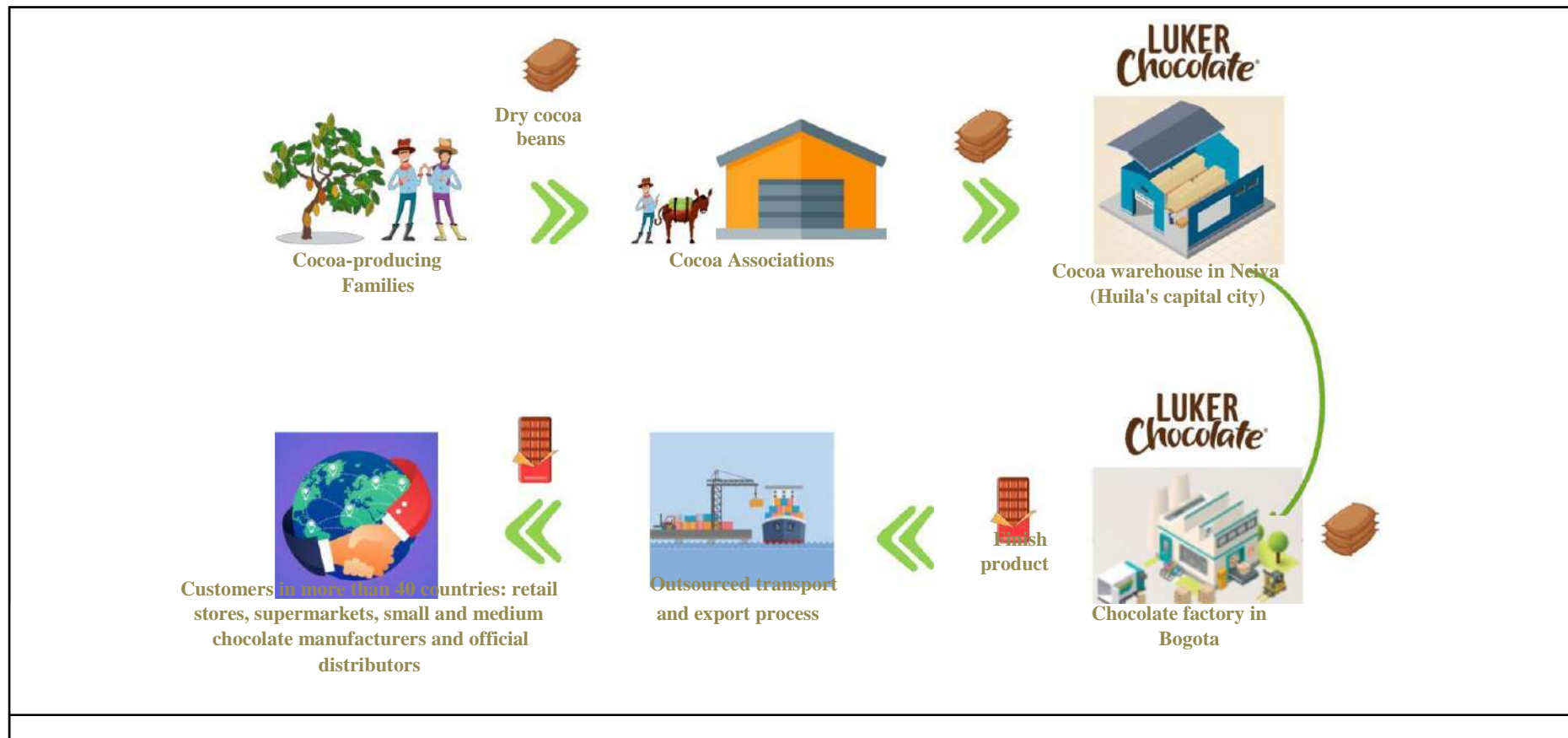
One result aims to create a multiplier group to replicate the technical assistance model for the restoration and development of agroforestry in the selected regions with cocoa producers. This group will be created within the cocoa producers association with the expertise acquired by Luker with the implementation of the agroforestry model in the Anchor Crops and in the TCE areas. The group will visit the Huila's Anchor Crop "La Escalereta" and other crops around the municipality of El Agrado where the Agroforestry with cacao is implemented by Luker.

### 3.6 Business model and scalability

#### 3.6.1 Commodity and service flows

If applicable to the project, draw a diagram of the commodity and service flows in the supply chain related to this project. If possible, also indicate volumes and locations of the different actors in the supply chain. You may add a short description in writing.

#### Value Chain

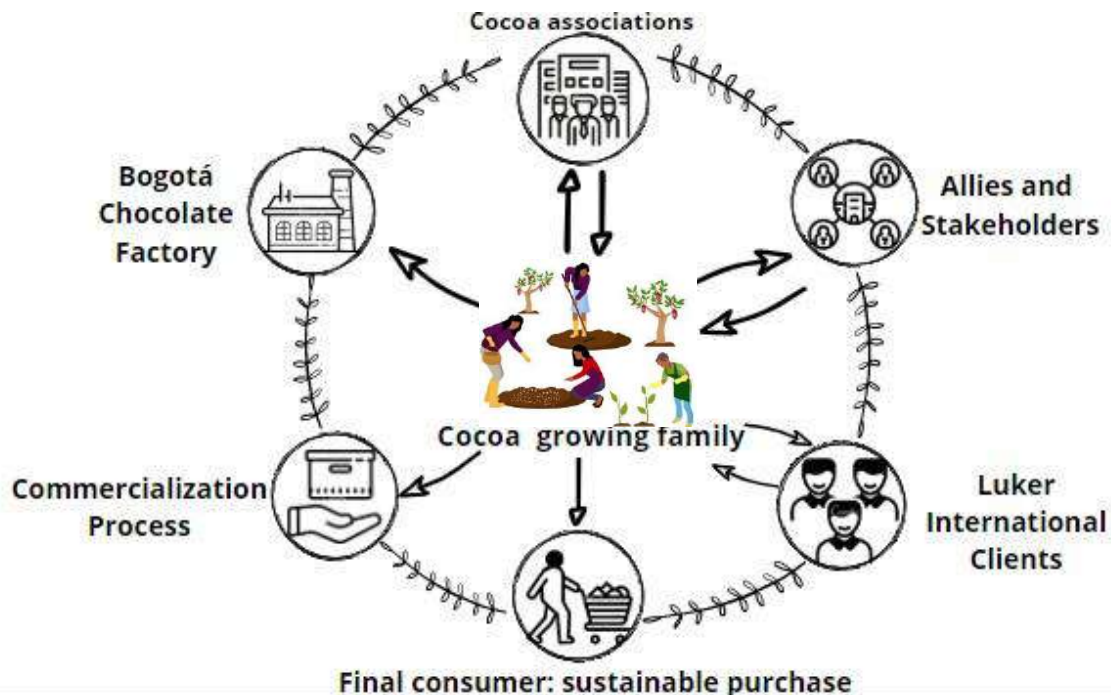




The cocoa production chain begins with the cocoa-farmers. They market their product, dry or wet, through cocoa producers' associations, which are NGOs that validate the characteristics of beans and define the quality to attribute premiums. The Luker Chocolate warehouse in Neiva (capital of Huila), purchases cocoa from the associations and carries out more rigorous controls of the cocoa quality. Later, the cocoa is sent to the chocolate factory in Bogota, where in addition to carrying out further quality controls, the transformation process of cocoa into chocolate or derivatives begins according to the requirements of each customer. The final product is exported to customers in over 40 countries around the world, including retail stores, supermarkets, small and medium chocolate factories, and official distributors, who finally offer a delicious experience to their clients, bringing the field to the end customers palate.

**Interactions**

The following diagram shows the different interactions (direct and indirect) of cocoa producer families with each of the cocoa value chain stages:



The family is at the center, as it guarantees the supply of Fine Flavor Cocoa and is the key player for the community's sustainable development. Many of these families are part of cocoa associations, an essential part of the process. Apart from carrying out the bean's quality control, they also sell it to "Luker Chocolate" while benefiting from the company's and its ally's technical assistance to strengthen their organizational capacities. Luker's allies and some international clients also develop projects which seek to improve the social and living conditions of cocoa producer families, thus completing this virtuous circle. These dynamic interactions are all aligned with Luker's triple impact model of social, economic, and environmental sustainability.

**3.6.2 Innovation and Scaling strategy**

IDH aims to contribute to scalable interventions/business models. This means an efficient increase of socioeconomic or environmental impact from a small to a large scale of coverage (in terms of people and areas). Describe here the scaling vision and strategy of this project, making use of the guiding questions provided below.

### **Vision and target**

- *What is the appropriate ultimate scale target of the intervention? I.e., how many farmers, workers, areas, hectares, factories, etc. could and should ultimately be reached, not merely by this particular intervention, but also by follow-on interventions?*

In Colombia 35.000 families live of cocoa, 98% are small producers with less than 10 cocoa crop hectares and farms that average 2.9 hectares. Colombia's annual production is 60,000 tons on 176,000 hectares. In Colombia, 422 municipalities produce cocoa. The Cacao Effect covers 16 and could be added through this project. This intervention model that increases productivity through sustainable best practices, supported by the technical and commercial experience of Luker Chocolate, can be scaled nationwide.

### **The idea/innovation/model**

- *What is the intervention that is to be scaled up? Is it a new idea(s) or adopted and adapted from prior practice elsewhere?*  
The idea originates from The Cacao Effect, a result of the 110-year relationship of Luker with cocoa producers, that aims to improve the quality of life of small cocoa producers. The model is innovative because:
  1. It does not seek welfare; it establishes a partnership with producers that contribute and commit to the common purpose.
  2. It is a triple impact, which seeks economic, social, and environmental impact.
  3. It is inclusive, seeking social cohesion by integrating women and young people in the economic model.

### **The enabling conditions**

- *What or who are the drivers that are expected to push the scaling up process ahead? Good economic results make the process scalable. Also, the institutional development starting from the ground, through the associations, motivates the producers to continue working once the external cooperation is finished.*  
This project is also a scaling process with the good results of TCE Agreement, the Huila Department is convinced of the change and focus the actual cocoa policy with the support of the TCE results. With the extension results the Governor of Huila is interested in taking it to other municipalities.
- *What barriers have to be removed or what spaces have to be created to allow the intervention to achieve the desired scale?*  
The main barriers that needs to be removed are the welfare habits that turn small producers and cocoa producer associations into requestors of free resources. This project motivates both to contribute while pressing for results.
- *Is there an intermediating institution that facilitates the scaling up implementation process?*  
Luker Chocolate is the institution that facilitates the implementation, securing the cocoa purchase, providing working capital funds, and contributing with its technical and commercial experience.

## **3.7 Exit strategy**

How will you ensure the achievement of or progress towards the project's outcomes and impact will continue when IDH and other sponsors end their support to the project (at the end of the project timeframe)? Will the project be *phased out* or *phased over* (definitions below)? Explain which strategy is chosen and why?

Sustainability of the project will be ensured with a phasing over strategy as follows:

Luker Groups' forward-looking goals and innovative techniques will ensure the sustainability of the program in the regions, independent of IDH funding. However, the Alliance in cooperation with IDH, will amplify the enduring impact in the regions. Stemming from the inspiration of "The Chocolate Dream" initiative. Luker Group promotes the transformation of communities with established cocoa projects, to create a sustainable model that can be replicated. The generated impact and results are sustainable for the following reasons:

#### **Cocoa Farmers:**

Good Agricultural Practices (GAP) training provides farmers with the required skills to manage their crops efficiently. Furthermore, the dedicated technical support helps farmers thrive. As a result, overall farm productivity increases, providing farmers the necessary income to perform a thorough crop maintenance. Farmers are encouraged to invest partially in the nutrition of their crops since the beginning of the program, to foster a culture of investment to improve their incomes.

#### **Cocoa Farmers Associations:**

The designed training program strengthens the value chain of the selected cocoa farmers associations. This assures a superior service for their associates and the establishment of administrative and commercial processes. If the associations meet the mutually established terms and conditions, CasaLuker will provide permanent access to a revolving fund, so that, associations will have the financial resources to purchase fine and flavor cocoa from their associates.

#### **Cocoa marketing and guaranteed purchase:**

CasaLuker guarantees the purchase of Fine and Flavor Cocoa from the farmers associations in the program, with pre-established commercial conditions, that assure a competitive purchasing price. The cocoa production in these regions is mostly fine and flavor cocoa, with low cadmium levels and recognized origin. These facts facilitate the access to international markets with superior pricing conditions.

#### **Environmental Impact:**

The good practices adopted by cocoa producers are transmitted to new generations, who are more aware of conserving and protecting the ecosystem. The project makes it possible to improve the soils, providing organic matter and increasing flora and fauna, taking into account that cocoa is an environmentally friendly crop, and producers are trained in sustainable practices that protect and renew landscapes.

### **3.8 Value for money and cost benchmark**

Explain how the project is cost efficient in its implementation and fill in the table with key cost metrics of the project.

<b>Indicator</b>	<b>Amount in EUR</b>
Cost of production activities per farmer	€ 2,446
Cost of production activities per hectare	€ 690
Cost of forest (peat) protection activities per hectare	€ 336
Cost of restoration per hectare	€ 95

### **3.9 Gender**

Explain how your project addresses gender by answering the following questions:

- **Describe current gender dynamics in the project area/project target group. Think for example about the division of roles, labour, jobs, asset ownerships among groups of farmers, communities, workers.**

The project will take place in the municipalities of Algeciras and Hobo in the department of Huila, where one of the manifestations of social inequality is linked to existing gender gaps and the absence of women empowerment, particularly in the political and economic spheres.

The following indicators highlight the gender challenges and dynamics:

Colombia is one of the countries in Latin America with the lowest representation of women in politics: only 11% of the positions of popular election are held by women and only 20% of the congress slots available in the country in the last elections were occupied by women.

Regarding economic rights, the percentage of women in monetary poverty for 2013 was 27.6 in urban areas and 44.5 in rural areas and in terms of remuneration, rural women earn on average 25% less than their male peers (conditions for the empowerment of rural women in Colombia); on the other hand, women's access to formal employment and their participation in the labor market, although it has been growing, is still limited. In 2013, the labor participation gap was 20.94% (compared to 26.63% in 2001); the unemployment gap was 5.30% (compared to 7.38 in 2001); and 2012 gender wage gap was 23.28% (compared to 17.61% in 2002).

According to Fedecacao, only 23.3% of cocoa farmers are women, compared to 76.7% of men who are engaged in this activity. Further, The Foundation for the Development of Canada, states that 31% of women working in agriculture in Colombia are considered family helpers without wages. These numbers coincide with the indicators reflected in the current regions of TCE.

The participation of women in cacao post-harvest activities can be highly relevant for the quality of the product, but the lack of training and the economic non-remuneration of this activity means that their contribution is not valued enough. Additionally, the prevailing macho culture in Huila families is a factor that affects women's participation in household economic activities.

- **What are the risks or unintended consequences of the project activities if the gender dynamics are not addressed by the project?**

Although Huila has the potential to be a 100% exporting territory of Fine Flavor Cocoa due to its genetic and territorial conditions, the use of this competitive advantage depends on good practices that are developed throughout the production process. Especially during the harvest and post-harvest, which represents an opportunity for women to be in charge of these activities in their crops and ensure higher quality while raising their household income and contribute to the importance and acknowledgement of their activity.

Failure to include women in best practice training and entrepreneurship activities promoted by this project would contribute to the continuation of Huila's macho culture in agriculture and particularly in the cultivation of cocoa.

- **What is your strategy to ensure “do no harm” (existing gender relations and dynamics within the scope of the program/project are not negatively influenced or affected) OR “gender transformation” (interventions aimed at transforming the gender dynamics)?**
  
- Sensitization of the technical and operational personnel of the project in the relevance of a gender perspective in the project’s implementation.
  - Promotion of greater participation of women in the productive activities of their farms.
  - Promotion of the participation of women in the technical training activities of the project.
  - Incorporate gender equality and female empowerment themes in the technical training for farmers.
  - Encouragement of a more active participation of women in cocoa associations and in decision-making in them.
  - Facilitate the participation of women in the generation of businesses to improve their living conditions and those of their families, by linking them to the process of entrepreneurship training with a gender perspective, providing them support and guaranteeing the recognition of their rights.

## 4. Key performance indicators & monitoring

Reference to objectives (3.3) or deliverables (3.5)	Key Performance Indicator	Project baseline <i>value at the start of the project</i>	Project target value at the end of the project	Data collection method & frequency	Means of verification/evidence
<b>Outcomes</b>					
Increase crop production through sowing new crops and/or rehabilitating current cocoa crops in the farms of small cocoa producers.	Adoption rate by producers of “Soy Cacaocultor” practices in cocoa crops	0%	90%	Mobile app/Annually	Databases
	# of hectares where sustainable production interventions are implemented	0 hectares	250 Hectares	Mobile app/Annually	Databases
	Farmland area where trained practices are applied (cocoa)	0 Hectares	386 Hectares	Mobile app/Annually	Databases
Enhance the technical, commercial, and administrative skills of the cocoa producers’ associations.	Sustainability embedded at corporate level	0	2 associations of cacao producers	Survey/Annually	Documentation
	Number of associations of cacao producers with improved management practices as a result of IDH assistance	0	2 associations of cacao producers	Survey/Annually	Documentation
	Cocoa sales from associations to Luker Chocolate (tons)	2018: 22,75 tons 2019: 31,58 tons	2022: 90 tons	Databases/Annually	Databases
Strengthen the cocoa producer’s family participation in economic activities, with a strong gender approach.	Number of women who participate in entrepreneurship training with a gender and youth inclusion approach	0	30	Databases/quarterly	Databases
Promote the protection of ecosystems (fauna and flora) on each farm	Adoption rate by producers of improved environmental practices	0	90%	Mobile app/Annually	Databases
	Farmland area where trained practices are applied (protection)	0	386 Hectares	Mobile app/Annually	Databases

Output					
Increase crop production through sowing new crops and/or rehabilitating current cocoa crops in the farms of small cocoa producers.	Number of hectares for new sowing	0	80 Hectares	Mobile app/Annually	Databases
	Number of hectares for Rehabilitation	0	170 Hectares	mobile app/Annually	Databases
	# of producers reached by supplies	0	100 producers of cocoa	mobile app/Annually	Databases
Enhance the technical, commercial, and administrative skills of the cocoa producers' associations.	# of smallholder producers organized by the program	0	109 Associates	Database/Annually	Databases.
Strengthening of family participation in the economic activities, with a strong gender approach	Number of people receiving entrepreneurship training with a gender and youth inclusion approach.	0	40	Database/Quarterly	Databases.
Promote the protection of ecosystems (fauna and flora) on each farm	# of producers and community members trained on key subjects for sustainable production, environmental and social sustainability.	0	100 producers of cocoa and community members	Training Attendance/Annually	Databases, Training Attendance.

## 5. Project budget and contributions

### 5.1 Project budget

Develop a project budget by filling in the “**Project Budget template**” provided and attach it to the proposal.

- Budget is attached in Excel Files.

### 5.2 Fixed assets

In principle, IDH does not co-fund fixed assets. The only exception are fixed assets that are (part of) infrastructure for environmental protection, when these are an integral part of the project (e.g. fences, water-saving irrigation equipment, waste collection containers).

- The project will not invest in fixed assets.

## 6. Risk and risk mitigation

Fill in the table below for the main risks or challenges to the successful implementation of the project. Also indicate what you will do to mitigate the risks.

**Note:** To determine the risk and risk mitigation matrix, the PESTEL methodology

Risk <u>cause</u> (what might happen) and risk <u>consequence</u> (what would be the result)	Risk probability	Potential impact	Mitigation measures
<b>Preventable Risks (arising from within)</b>			
<b>Legal:</b>  Breach of activities by any of the allies that may affect the normal course of the agreement	Low	Low	- In this alliance all selected allies have a broad trajectory in their social objects. Therefore, there is certainty about transparency, commitment and compliance with the laws applicable in the country. - Continuous monitoring.
<b>Technical:</b>  Affection of cocoa crops by pests and diseases, that may reduce productivity.	Low	Medium	- Training and qualified technical assistance and support.
<b>Environmental:</b>  Lack of investment of small cocoa growers in the environmental practices for their farms, that may cause the unfulfillment of the environmental plan	Medium	Medium	- Constant support and monitoring by the technical team of the program. - Design of low-cost environmental practices, affordable for small cocoa growers.
<b>Strategy Risks (taken for innovative and strategic returns)</b>			



<b>Social:</b> Deterioration of the security conditions that			- Operation of partnerships with association who know the s
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may affect the implementation of the agreement.	Medium	Medium	territory and compliance with security protocols.
<b>Economic:</b> Low international price of cocoa, that may cause a reduction of income of small cocoa producers and associations.	Medium	High	<ul style="list-style-type: none"> <li>- Improved productivity of cacao crops through training, qualified technical assistance and support.</li> <li>- Administrative, technical and commercial improvement of associations to make them more efficient.</li> </ul>
<b>External Risks (uncontrollable)</b>			
<b>Environmental:</b> Adverse weather (extreme summer - extreme winter) conditions that can affect the cacao crops	Medium	High	<ul style="list-style-type: none"> <li>- Implementation of training in sustainable technologies.</li> <li>- Exploration of cocoa crop designs for irrigation and drainage.</li> </ul>
<b>Political:</b> Changes in rural policies by the Colombian government that may affect the agreement	Low	Low	<ul style="list-style-type: none"> <li>- Establishment of strong alliances with the public sector, including local and regional governments, and other entities.</li> </ul>
<b>Biological:</b> Virus, microorganisms that may affect the normal course of the activities of the agreement, for example: COVID-19	Medium	Low	<ul style="list-style-type: none"> <li>- Compliance of biosecurity protocols for protect the small cocoa growers and technical team.</li> </ul>

## Annex 1: IDH Result Measurement Framework - Key Performance Indicators

Key Performance Indicator	Unit of measurement	Gender segregation
<b>Output Indicators</b>		
Market share by program (project) partners	%	
Business cases developed within the IDH program to show the potential of sustainable practices	# + narrative	
# of producers/ workers/ community members trained on key subjects for sustainable production, environmental and social sustainability (male/female)	#	M/F
# of producers/ workers/ community enterprises reached by service delivery (male/female)	#	M/F
Input services (planting material, fertilizer, crop protection products etc.)	#	
Financial services (inputs on credit, cash advances, pre-harvest finance)	#	
Value adding services (e.g. mechanization, processing, storage)	#	
# of smallholder producers organized/aggregated by the program (male/female)	#	M/F
# of trainers, auditors, and/or government staff trained in the program (male/female)	#	M/F
Volume of sustainably produced production	MT	
# of developed infrastructure facilities	#	
Protection and conservation infrastructure <name>	#	
Water infrastructure and devices <name>	#	
Waste management infrastructure <name>	#	
Production and/or restoration infrastructure <name>	#	
<b>Outcome Indicators</b>		
Sustainability embedded at corporate level	narrative	
Uptake rate of sustainable production by program partners	%	
Development of and compliance with voluntary and legal standards on sustainable commodity production	narrative + %	
Landscape plans developed and operationalized	# + narrative	



<b>Changes at policy and regulatory level contributing to increased sustainability of commodity production and improved management of natural resources</b>	narrative	
<b>Adoption rate by producers/ workers/community members of improved practices</b>	%	M/F
<b>Farmland area where trained practices are applied</b>	ha	
<b># of hectares where protection and restoration interventions are implemented</b>	ha	
Protection	ha	
Conservation	ha	
Rehabilitation	ha	
Restoration	ha	
Avoided deforestation	ha	
(Illegal) deforestation rate <change to definition>	%	
<b># of hectares where sustainable production/ farm rehabilitation/ sustainable intensification interventions are implemented</b>	ha	
<b>Area (ha) under improved land tenure arrangements (smallholders or communities with better owner or user rights OR official protection status for forest/peatland)</b>	#	