



LINDT & SPRÜNGLI

# Factsheet Lindt & Sprüngli Farming Program Madagascar Touton/ Rama – Cocoa Season 2018/19

The **project aim** is to establish a traceable and sustainable fine flavor cocoa supply chain in Madagascar, including a total of 1,450 fine flavor cocoa farmers in Madagascar by the end of cocoa season 2019/20, enabling them to professionalize their farming practices, leading to increased yields and income, and ultimately improve their livelihoods (**initiated in** October 2014). **Partner organizations:** Ramanandraibe Exportation, Touton S.A, Helvetas Swiss Intercooperation Madagascar, Lindt Cocoa Foundation, FOFIFA, and NGO Santatra

## Supply Chain (bean flow / ownership)



## Step 1: Traceability and farmer organization

Project content	Description
Organizing farmers in farmer groups <sup>1)</sup>	Cocoa farmers are organized in loose associations around collectors. Trainings are organized per village.
Farmer registration <sup>1)</sup>	Baseline information on farmers and their farms are collected and recorded. Farms are GPS mapped. Registered farmers receive a Farmer Field Book.
Traceability <sup>1)</sup>	100% of cocoa is traceable back to the farm level. As collectors are not exclusively buying and selling Farming Program beans, respective fermentation boxes, drying areas and storages of all collectors are labeled with “KASAVA project”

## Step 2: Training and knowledge transfer

Project content	Description
Farmer professionalization through training services <sup>1)</sup>	Registered farmers are trained individually and in groups by Program Extension Officers (SAQF) and local NGOs following a curriculum of 10 modules including good business, agricultural, environmental and social practices. Modules also include topics like crop diversification or financial literacy. Trainings consist of theoretical parts and practical field school.
Farmer training for the management of seedling nurseries <sup>1)</sup>	Farmers receive a two-day training where they learn how to build up and manage a seedling nursery.

Legend: <sup>1)</sup> = All farmers covered, <sup>2)</sup> = Upscaling; <sup>3)</sup> = Testing phase of innovations; <sup>4)</sup> = Newly planned, not yet started



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Project content	Description
Management course for collectors <sup>1)</sup>	Additional to the farmer trainings, collectors receive one management course, which includes lessons on traceability documentation, cash flow, good governance etc.
Capacity Building of Agronomists/ Extension Officers <sup>1)</sup>	Agronomists/Extension Officers receive training by Helvetas (train the trainer). The train the trainer for module 8 (best practice in Water, Purification and Hygiene at the level of the producers of the network) is supported by the local NGO SANTATRA with strong expertise in human development, in social engineering and regarding development of the environment countryman in the region DIANA.

## Step 3: Farmer investments and community development

Project content	Description
Cocoa seedling distribution & farmer led seedling nurseries <sup>1)</sup>	Cocoa seedlings are sold to farmers at subsidized rates (for rehabilitation or expansion to agricultural/grass only – prior approval of field staff). Farmers and Collectors are supported in setting up nurseries for improved (high yielding and disease resistant) cocoa seedlings.
Shade tree distribution <sup>2)</sup>	Shade trees are sold to farmers at subsidized prices (half prize and free transportation) to achieve the targets of the No-Deforestation and Agroforestry Action Plan by 2025.
Investments in community water and sanitation infrastructure <sup>2)</sup>	Based on needs assessment investments into water, sanitation and hygiene infrastructure projects was done: — 2 drinking water systems built
Investments in farming infrastructure <sup>2)</sup>	Distribution of fermentation boxes and solar dryers to enable collectors and producers to ferment and dry the cocoa and improve the quality.
Model farms <sup>2)</sup>	To ensure farmers receive a practical demonstration of the course content, the farmer trainers will conduct training in farmer field schools and selected demonstration plots.
In-kind farmer premium and collector cash premium <sup>1)</sup>	Farmers receive in-kind premium, for example in form of machetes, boots or baskets. The amount of the premium depends on the quantity of cocoa delivered and accepted, training participation as well as the implementation of the knowledge and practices learned during training. The collector cash premium depends on the quantity of cocoa delivered and accepted, training participation, his ability to encourage farmers to attend the training session and the quality of traceability documentation.

## Step 4: Verification and continuous progress

Project content	Description
Internal monitoring <sup>1)</sup>	Yearly internal performance monitoring on each farm by extension officers.
External assessment <sup>1)</sup>	Yearly Program verification by Earthworm Foundation.

Legend: <sup>1)</sup> = All farmers covered, <sup>2)</sup> = Upscaling; <sup>3)</sup> = Testing phase of innovations; <sup>4)</sup> = Newly planned, not yet started



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# Factsheet Lindt & Sprüngli Farming Program Madagascar WaMa / SCIM – Cocoa Season 2018/19

The **project aim** is to establish a traceable and sustainable fine flavor cocoa supply chain in Madagascar, including a total of 750 farmers by the end of cocoa season 2021/22, enabling them to professionalize their farming practices, leading to increased yields and income, and ultimately improve their livelihoods (**initiated in** October 2017). **Partner organizations:** Société Commerciale et Industrielle de Madagascar (S.C.I.M.), Walter Matter SA, Helvetas Swiss Intercooperation Madagascar, FOFIFA, NGO Santatra and Lindt Cocoa Foundation

## Supply Chain (bean flow / ownership)



## Step 1: Traceability and farmer organization

Project content	Description
Farmer registration <sup>1)</sup>	Baseline information on farmers and their farms are collected and recorded in an Excel File.  All farms are GPS mapped (polygon).
Organizing farmers in farmer groups <sup>1)</sup>	Cocoa farmers are organized in loose associations (20–30 farmers) in three villages around collectors for supply. Trainings are organized per village.
Traceability <sup>1)</sup>	100% of cocoa is traceable back to the farm level. As collectors are not exclusively buying and selling Farming Program beans, respective fermentation boxes, drying areas and storages of all collectors are labeled.

## Step 2: Training and knowledge transfer

Project content	Description
Farmer professionalization through training services <sup>1)</sup>	Registered farmers are trained individually and in groups by extension workers (trainers) and local NGOs following a curriculum of 10 modules including good business, agricultural, environmental and social practices. Modules also include topics like crop diversification or financial literacy. Trainings consist of theoretical parts and practical field school.
Farmer training for the management of seedling nurseries <sup>1)</sup>	Farmers receive a two-day training where they learn how to build up and manage a seedling nursery.

Legend: <sup>1)</sup> = All farmers covered, <sup>2)</sup> = Upscaling; <sup>3)</sup> = Testing phase of innovations; <sup>4)</sup> = Newly planned, not yet started



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Project content	Description
Management course for collectors <sup>2)</sup>	Collectors receive a management course, which includes lessons on traceability documentation.
Capacity Building of Agronomists/ Extension Officers <sup>1)</sup>	Extension workers (trainers) receive training by Helvetas (train the trainer). The train the trainer for module 8 (best practice in Water, Purification and Hygiene at the level of the producers of the network) is supported by the local NGO SANTATRA with strong expertise in human development, in social engineering and regarding development of the environment countryman in the region DIANA.

## Step 3: Farmer investments and community development

Project content	Description
Investments in community water and sanitation infrastructure <sup>2)</sup>	Based on needs assessment investments into water, sanitation and hygiene infrastructure projects: — 1 drinking water systems built (serving 3'900 beneficiaries)
Cocoa seedling distribution <sup>2)</sup>	Cocoa seedlings are sold to farmers at subsidized rates (for rehabilitation or expansion to agricultural/grass only – prior approval of field staff).
Shade tree distribution <sup>2)</sup>	Shade trees are sold to farmers at subsidized prices (half price and free transportation) to achieve the targets of the No-Deforestation and Agroforestry Action Plan by 2025.
Model farms <sup>1)</sup>	To ensure farmers receive a practical demonstration of the course content, the farmer trainers will conduct training in farmer field schools and selected demonstration plots.
In-kind farmer premium and collector cash premium <sup>1)</sup>	Farmers received in-kind premium in form of agricultural tools (e.g. machetes, forks, pickaxes, buckets, watering cans), various farm inputs (organic pesticides and fertilizers) and essential products (rice, sugar, flour, cement). The amount of the premium depends on the quantity of cocoa delivered and accepted by Lindt & Sprüngli and training participation.  The collector cash premium depends on the quantity of cocoa delivered and accepted by Lindt & Sprüngli and the quality of traceability documentation.

## Step 4: Verification and continuous progress

Project content	Description
Internal monitoring <sup>1)</sup>	Yearly internal performance monitoring on each farm by monitoring assistants. Follow-up discussions in farmer groups based on the internal monitoring results and to take corrective actions.
External assessment <sup>1)</sup>	Yearly Program verification by Earthworm Foundaion.

Legend: <sup>1)</sup> = All farmers covered, <sup>2)</sup> = Upscaling; <sup>3)</sup> = Testing phase of innovations; <sup>4)</sup> = Newly planned, not yet started