



The Sustainable Coconut Project

Improving Livelihoods and
Enhancing the Resilience of
Smallholder Coconut Farmers

Sept. 27, 2024
Manila, Philippines



We transform ecosystems to allow women to claim their full power

Grameen is a woman-led, global non-profit that transforms ecosystems to allow women to claim their full power. To end poverty and hunger, we ensure every woman can access a complete ecosystem of support as she builds her business, invests in her farm, and feeds her family.

Our offices in Uganda, Ghana, India and the Philippines enable a local partner-led model in more than 15 countries globally.



Program Summary

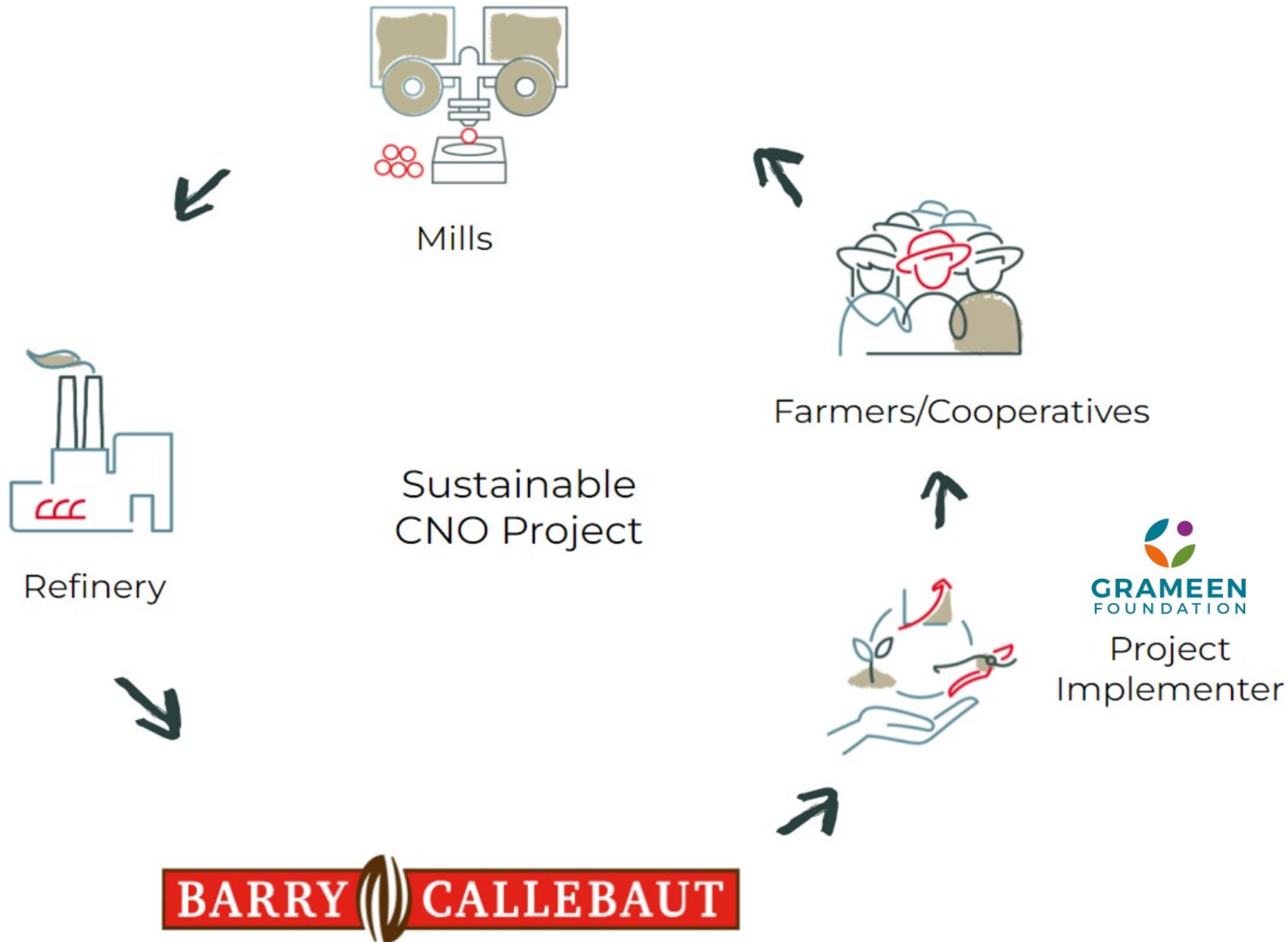
Program Title:	The Sustainable Coconut Project
Donor & Partner	Barry Callebaut
Duration:	Start Date: Dec. 8, 2021-2026 5 years
Location:	Davao Region and adjacent areas, Philippines
# of Beneficiaries:	<ul style="list-style-type: none">● 25,000 coconut farmers● 12 farmer cooperatives & farmer organizations● 35 Extension officers

Objectives:

1. Generate a sustainable supply of coconut oil
2. Improve smallholder farmers' livelihoods
3. Create positive environmental and climate impacts



Relationship of the Value Chain Players



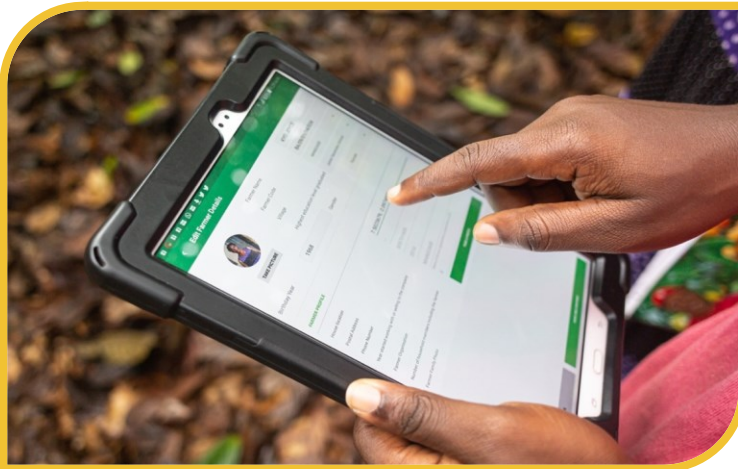
- Barry Callebaut implements a due diligence process with Partner Oil Mills
- Barry Callebaut and Partner Oil Mills receive data from Partner Cooperatives & Farmers through the project's traceability system
- Barry Callebaut & Grameen implement a yearly project

Cooperative: A Key Stakeholder of our Project

- Enablers in facilitating market linkages but they face challenges
- Play a role in consolidating volume of smallholder farmers
- Have a mission to serve members to make their efforts sustainable



What are the BEST PRACTICES for Capacity Building for Cooperatives?



- Involving stakeholders in the planning process, and taking into account their pain points, suggestions, strengths and limitations.
- Methodology - **Capacity Development Plan** that looks into the following:
 - Financial Management
 - Staffing and Agri-trading business Operations
 - Resource access and availability
 - Membership services
 - Technology and digital readiness
- Grameen facilitates the review for coops to identify the gaps and their strategies to address this

What are the BEST PRACTICES for Capacity Building for Cooperatives?



- Link Cooperatives with BwB Volunteers:

Through Grameen's Bankers without Borders Network, a pair of an international and local expert are assigned to provide technical assistance addressing sustainability issues.

- Streamlining the relationship between Cooperative and Mills allows for building trust:

- Better pricing, immediate payments, priority lanes
- Other services: medical services, access to drying facilities
- Mills endorsement of cooperatives to program



Program Implementation Insights

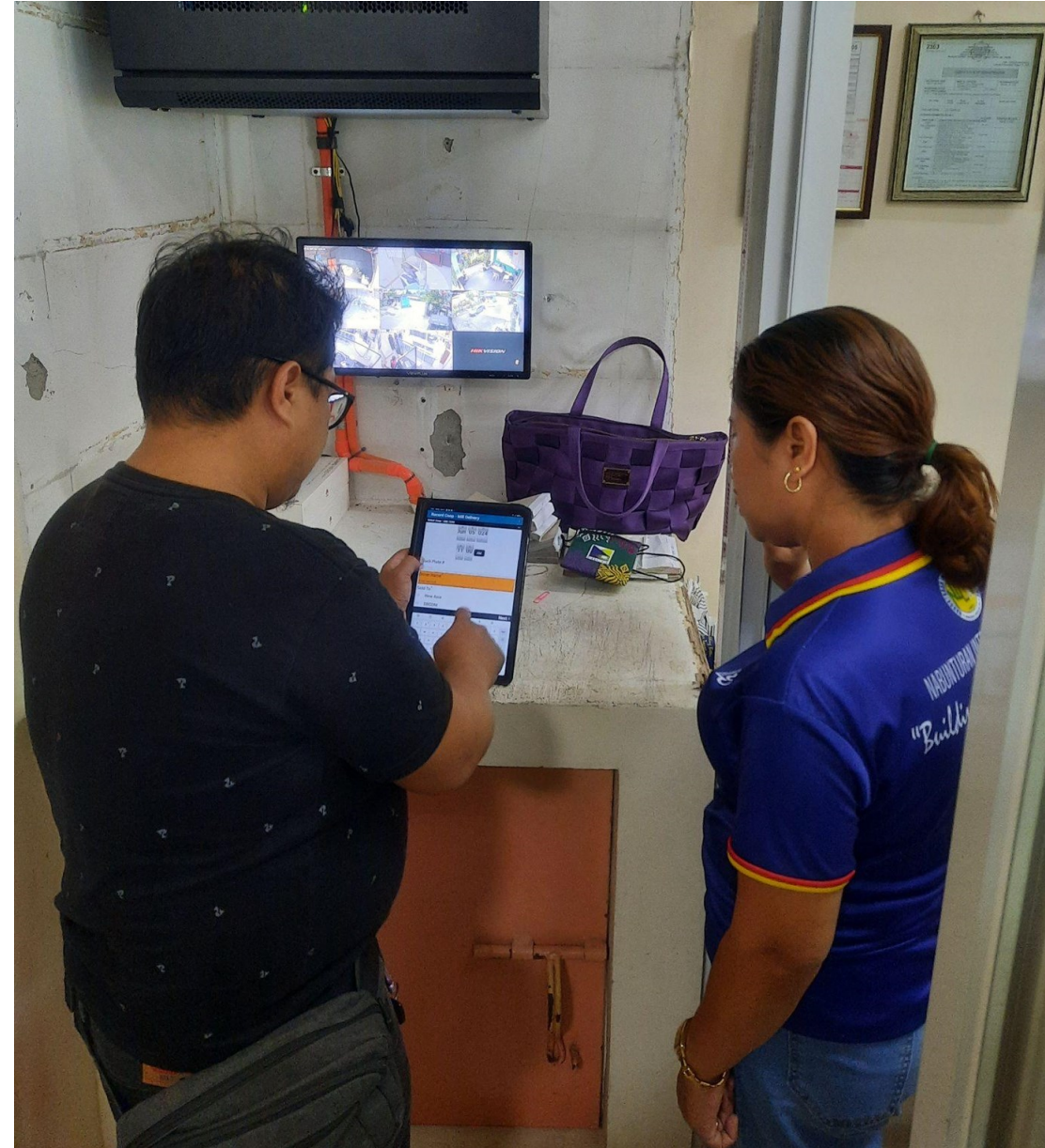


- **Face-to-Face builds trust**
- **Open and frequent communication to align**
- **Building strong business partnership fair and speedy transactions**

Program Implementation Insights - Traceability

Human Centered Design - involve the users and started the design simple, built bottom up

- **Training and Tools**
- **Digitally manage farmer, farm profiles, and selling activities**
- Partner mills verification steps for check and balance process. Efforts in improving **data quality**

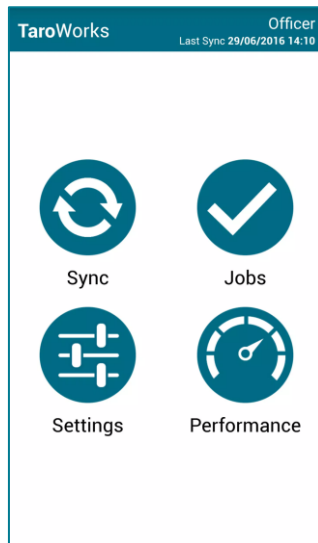


Traceability System Flow and Actors

- Coop Extension Officers
- Purchasing Officers / Coop Staff
- Grameen Field Staff



- Cooperative - Managers, Staff
- Partner Mills
- GF Program Team
- Donor

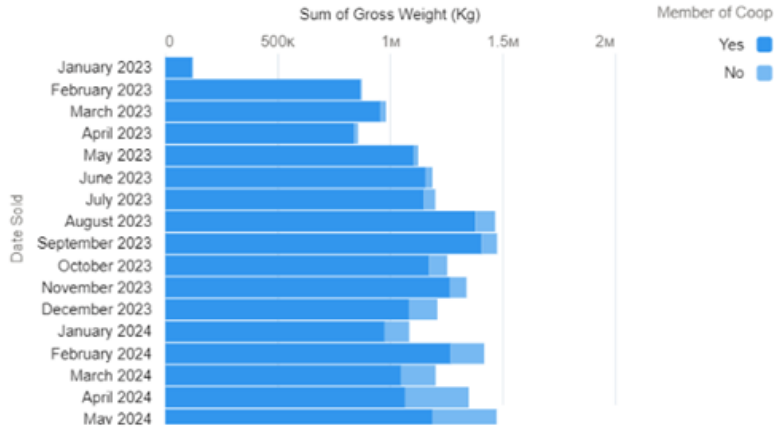


Computer Browser



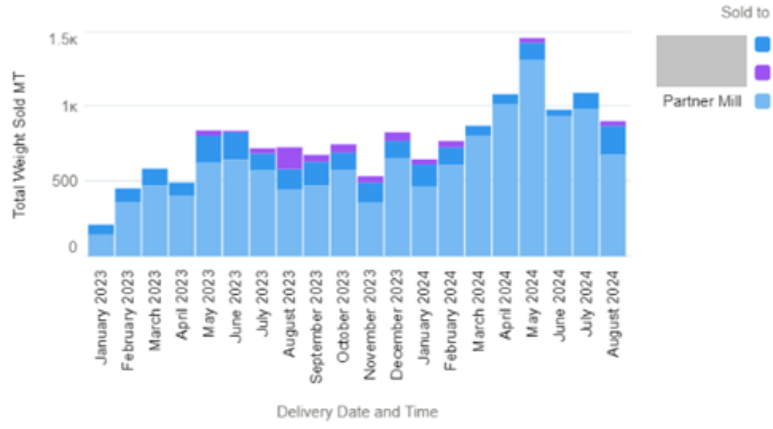
Program Implementation Insights - Traceability

Farmer Deliveries (Kg) by Month
by Membership



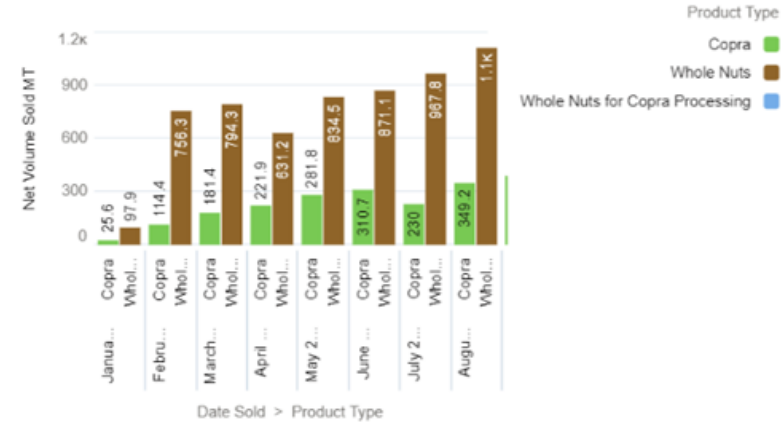
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Coop Copra Deliveries (MT)
Partner Mill vs Others



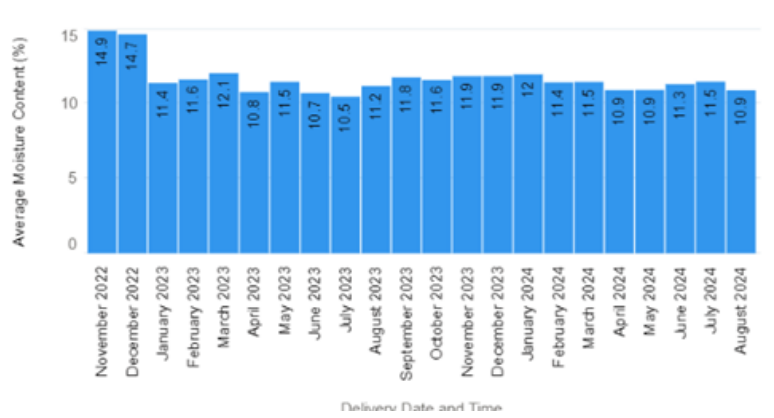
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Farmer Deliveries to Coop (MT)
By Product (MT)

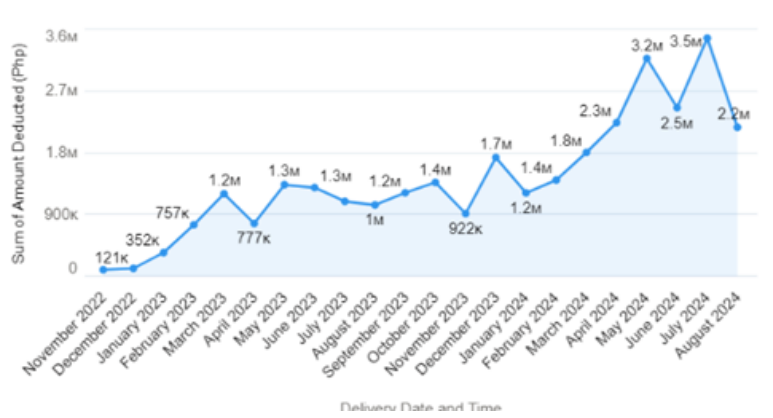


[View Report \(\[External\] Farmer Deliveries All Time\)](#)

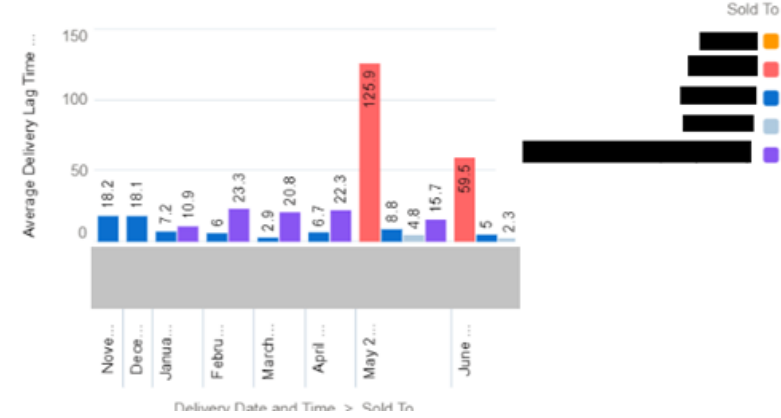
Average Moisture Content by Month
Analyze if quality is improved over time



Profit Loss from Deductions (PHP)
Ideally going down over time



Delivery Lag Time (Hours)
Analyze benefits of priority lane



Stories from our Partners



“The calendar from Grameen Foundation in partnership with Barry Callebaut is useful and helpful! It provides us guidance on good processing practices of our coconut (copra) to attain good quality leading to better prices and improve our farm income. I’m glad to share this with my family and other farmers.”

Mr. Ernesto Liquid
Copra Farmer and Member of
Comval Farmers Multipurpose Cooperative
Davao de Oro, Philippines

”At the beginning, I thought that facilitating trainings would be difficult. But when I tried it, I realized that I could do it! I practiced beforehand and applied what I learned from our Trainers’ Training. This made me happy because I could relay new ways of growing coconut and processing copra. Who would imagine that I, who only finished high school, would have an opportunity to be an instrument in improving the lives of coconut farmers!”

Fermin Cobrado
Extension Officer of Magsaysay
Agriculture Cooperative



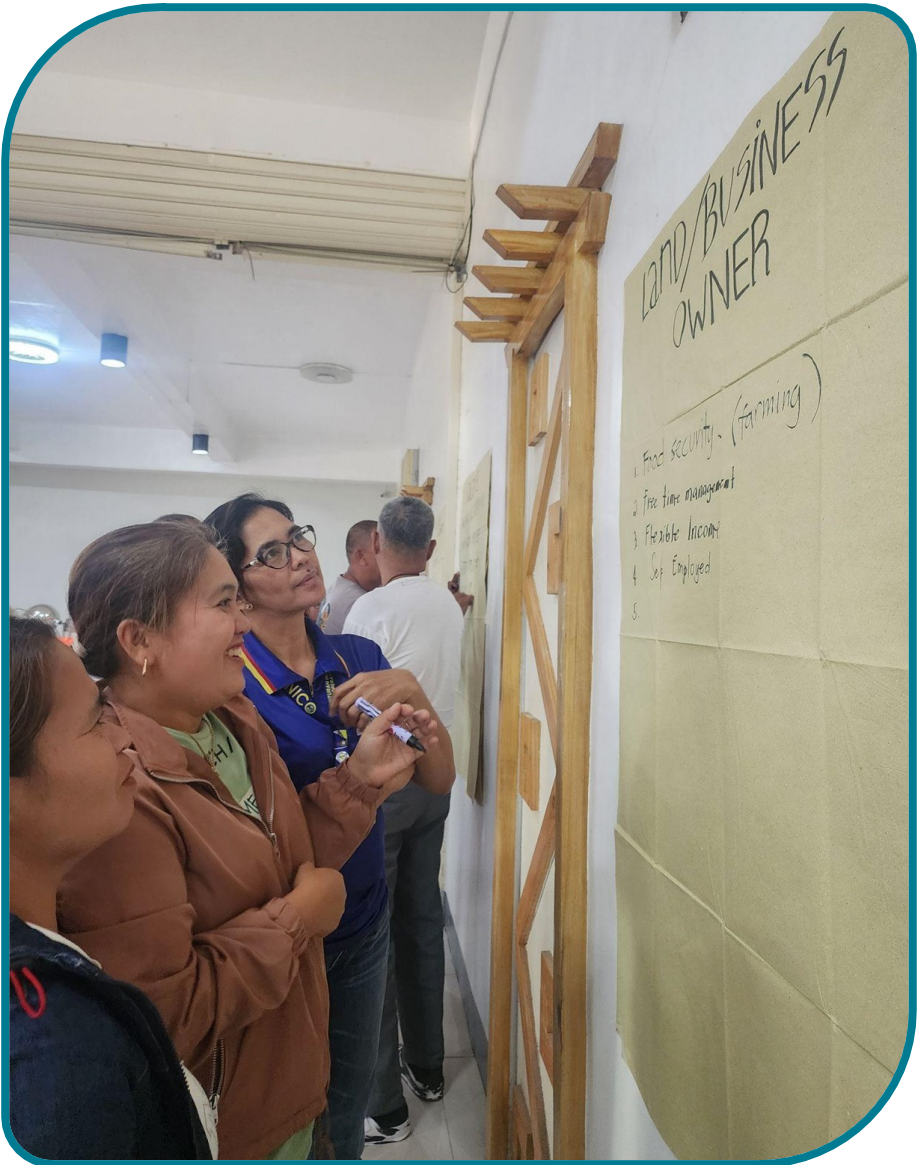
Stories from our Partners

“When I checked the Farmerlink Traceability System, I realised that the problem is not volume but the quality of copra. We were not practicing strict inspection of copra from farmers thus we had huge deductions upon delivery to the mill. I sent a skilled staff to train and monitor strict quality control practices. Our moisture content improved from around 17% to 11% after that and we observed decrease in deductions after 6 weeks.”

Brenalyn Altaera
General Manager of BCMC



There is Power in Partnerships - Let's Collaborate!



Replication of FarmerLink Traceability System:

- Package Setup for Salesforce Environment
 - Licenses cost: Salesforce, TaroWorks
- Consultancy - Data Architecture, best practice

Additional Cooperative Training and Toolkits:

- Gender & Power Dynamics
- Reducing Child Labor and Harmful Conditions (RICHES)

There is Power in Partnerships - Let's Collaborate!

Foundational Research - Farmer Training Needs Analysis:

- Identify Resources and Gaps for adult learning
- Customized training module for copra farmers

Implementation of Capacity Development Planning with Cooperatives / Farmer Organizations:

- Provision of Resources - management of catalytic grants
- Broker relationships with value chain players



Join Us!

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