



Notes on the „EXCHANGE MEETING ON COOPERATION OPPORTUNITIES ON SUSTAINABLE COCOA”, WCC Berlin, 22. April 2018

As of: 15.06.2018

Background:

The German Initiative on Sustainable Cocoa (GISCO) and the Swiss Platform for Sustainable Cocoa organized a meeting for the identification of cooperation and to exchange interests on sustainable cocoa production. This event was held during the World Cocoa Conference 2018 in Berlin, on April 22nd. The main producing countries (Cameroon, Côte d'Ivoire, Colombia, Ecuador, Ghana, Nicaragua, Nigeria and Peru) were invited to the meeting as well as selected cocoa related stakeholders from Germany and Switzerland.

Agenda of the event:

Welcome and introduction by Wolf Kropp-Büttner, President, German Initiative on Sustainable Cocoa (GISCO) and Urs Furrer, Board member, Swiss Platform for Sustainable Cocoa. Presentation on possibilities for fostering exchange and innovation for sustainable cocoa among producing countries and with the north by Martina Gaebler, GIZ. Call for proposals Innovative Cocoa Value Chain Projects by Christian Robin, SECO. Moderated plenary discussion on potential cooperation opportunities by the different countries participating. Wrap up. Final words by Wolf Kropp-Büttner and Urs Furrer.

The presentations held by GIZ and SECO are attached.

Summary on the discussed potential cooperation opportunities:

The producing countries welcomed the idea of experience exchanges, especially among cocoa farmers of different countries and regions. A difference in the thematic interests between the Latin-American and west African participants could be observed: While Latin America is more interested in increasing the competitiveness of the cocoa value chain, especially through more efficiency in their production and commercialization processes and quality improvement; West Africa is concerned about low farm gate prices aggravating poverty and child labor issues within the cocoa sector.

Country	Cooperation interest	Exchange type
Peru, Nicaragua, Ecuador, Switzerland	Development of long-term and stable market relations	South-South North-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Capacity development for farmers in good agricultural practices, certification and quality improvement	South-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Professionalization of cooperatives (management, market access strategies and development of services)	South-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Market trends, industry requirements, certification and trading conditions – what are the need on both buyers and sellers side?	North-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Finance access: - Development of new finance tools for the value chain - Responsible investments in producing countries	North-South
Peru	Technological improvement for productivity increase in the cocoa production	North-South



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Peru, Ecuador	Cocoa quality (physical quality, certification, non-desired residues)	South-South North-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Alternatives to improve prices to the farmers (certification, productivity increase, price mechanisms)	North-South
Côte d'Ivoire, Peru	Chocolate production by farmers and other transformation opportunities	South-South
Ecuador, Nicaragua, Peru, Côte d'Ivoire	Strengthening the political role of producer organizations	South-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Improvement and access to market information and statistical data on markets, prices, production, stocks and trends (includes information technologies)	North-South
Côte d'Ivoire	Living Income, income gap, definitions, strategies to reduce the gap	North-South
Côte d'Ivoire, Nicaragua, Peru	Increase of farmers resilience to climate change	South-South
Nicaragua	Land rights: How to incentive investments for sustainable agriculture if land rights are not clearly defined	South-South
Côte d'Ivoire, Ecuador, Nicaragua, Peru, Switzerland, Germany	Farm diversification	South-South

Participants also made suggestions on possible exchange formats: Nicaragua and Peru recommended to support existing national producer/cooperative structures, (such as the national producer roundtable in Nicaragua or the national producer association federation APPCacao in Peru). This would allow to speak with one voice. Exchanges among producers of different countries was expressed as a recurrent wish of participants. An exchange between Latin America and West Africa would be appreciated by the participants. All participants agree that further exchange on national and international level is necessary. IT-solutions can also be a good instrument to foster exchange.

The German Federal Ministry of Food and Agriculture mentioned, that information can be found in the [Voluntary Guidelines on the Responsible Governance of Tenure](#) of Land, Fisheries and Forests in the context of national food security.