



LEARNING BRIEF - EVIDENCE IN LIVING INCOME PROGRAMMES

May 10th, 2023 - Côte d'Ivoire

www.living-income.com

ACKNOWLEDGEMENTS



Hosted by the **Living Income Community of Practice** in partnership with the **Living Income Thematic Group of Côte d'Ivoire (Working Group 8 of the Public-Private Partnership Platform of the Conseil du Cafe Cacao)** and **IDH**, the workshop aimed to progress learning on what works to improve farmers' incomes and advance programme design and interventions, drawing from action in the cocoa sector.

Hosted by:

The Living Income Community of Practice

in partnership with:

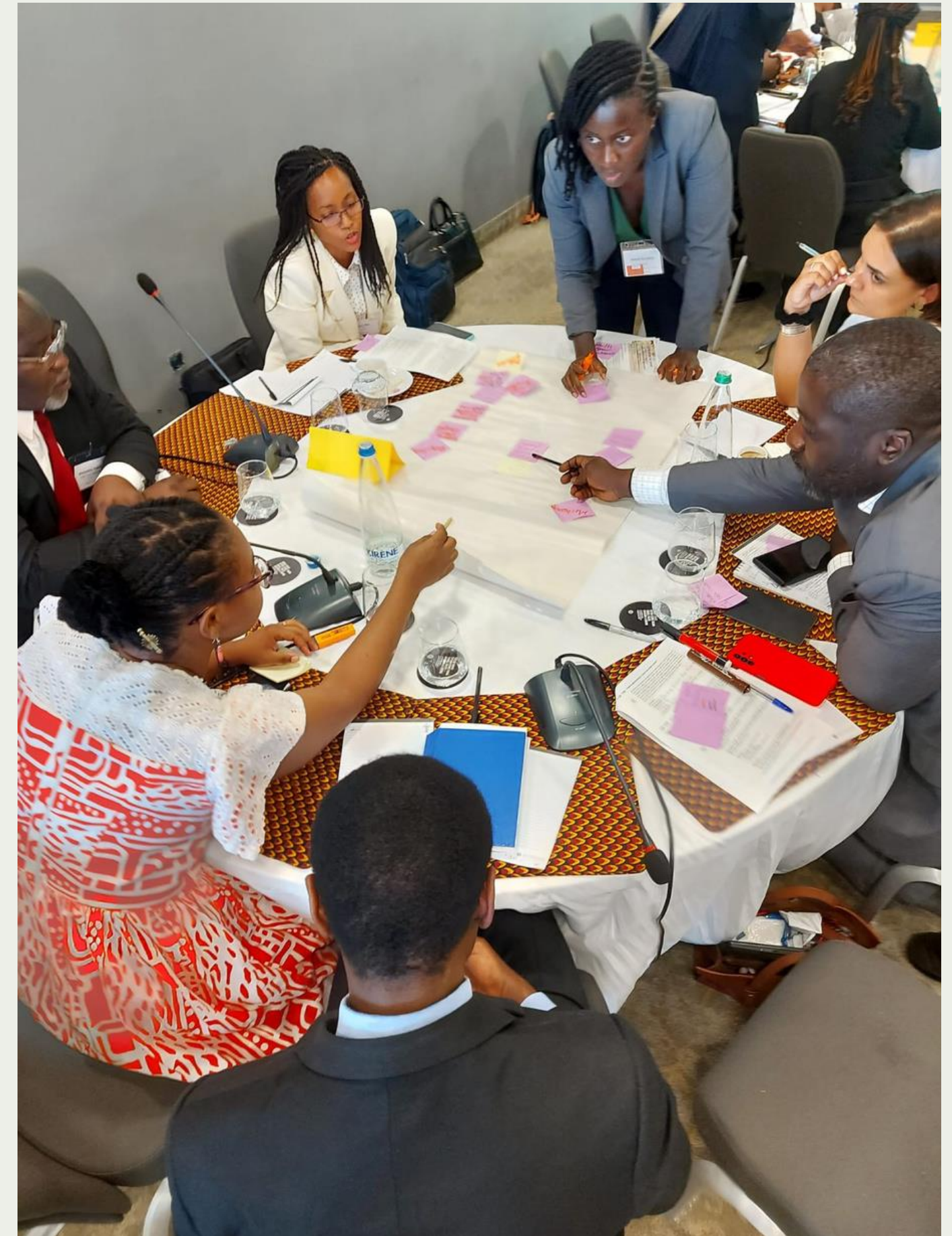
Living Income Thematic Group
of Côte d'Ivoire
Working Group 8 of the Public-Private Partnership
Platform of the Conseil du Cafe Cacao



INTRODUCTION

On May 10th, 2023, over 90 participants from cooperative leadership and producers, local and international NGOs, the Côte d'Ivoire government, brands, trading houses, and academic institutions gathered in Abidjan for the Living Income Community of Practice workshop to discuss **Evidence in Living Income Programmes**.

The workshop allowed participants to dive deep into available data and experience on the current innovations underway in the field of living income, specifically within the Ivorian cocoa sector. The workshop also sought to better understand the context of a dynamic enabling environment that requires strong governance, shared risk and value and multiple pathways to achieve a living income.



THIS WORKSHOP EXPLORED THE FOLLOWING THEMES:

- Putting the cooperatives front-and-center of living income impact for cocoa communities
- Procurement practices: what really matters?
- Labor strategies for living income investments
- Tailoring services & segmentation for different farmers
- Income diversification to close the gap
- Latest news from EU policy

This report provides a summary of the discussions and insights shared during the conference.



SETTING THE STAGE – EVIDENCE FOR IMPACT



Speakers

- **Benjamin Walker** – General Director of the Conseil Café Cacao
- **H.E. Alex Assanvo Arnaud** – Côte d'Ivoire Ghana Cocoa Initiative
- **Carole Arroungbre** – IDH Transforming markets

Moderator

- **Elvis Core** – GIZ

“Sustainability is the key – if it’s the key, then let’s all agree on a definition”

– Honorable Excellency Alex Assanvo from the Ghana Côte d'Ivoire Cocoa Initiative

“Maybe it’s time to talk about implementation rather than strategies”

– Carole Arroungbre, IDH Transforming markets

SETTING THE STAGE – EVIDENCE FOR IMPACT

Earning enough to survive is not enough; farmers also need sufficient income to invest in sustainability.



Key Takeaways

The opening session of the workshop kicked off with notable speakers from the Ivorian cocoa sector emphasizing the need for better public-private partnership and alignment on approaches and language to achieve a shared vision of living income.

Honorable Excellency Alex Assanvo from the Ghana Côte d'Ivoire Cocoa Initiative emphasized the importance of collaboration between public and private sectors in addressing challenges related to living income in cocoa-producing countries. His fellow panelists, Mr. Benjamin Walker and Carole Attoungbre underlined the need for a level playing field in global cocoa pricing, a common definition of living income and sustainability, and urgently addressing the funding scarcity that limits farmers' potential.

- **Public-private partnerships are crucial** for achieving sustainability in the cocoa farming industry. They can help sector stakeholders align on language and a common vision of the future.
- **Farmers face urgent financial challenges**, especially in adopting new practices/technologies due to persistent lack of funds. Earning enough to survive is not enough; farmers also need sufficient income to invest in sustainability. We must ensure farmers do not bear the cost of sustainability programs.
- **Honorable Excellency Alex Assanvo acknowledged the reality of a commodity-based world**, and that Côte d'Ivoire and Ghana cannot address the issue of cocoa prices alone. Côte d'Ivoire and Ghana are working to unite forces, strengthen the voice of producing countries, and lead by example.
- **Carole Attoungbre urged for a shift in focus** from strategies to implementation, stronger partnerships, and cooperation, and including farmers in living income discussions.

COOPERATIVE LEADERSHIP

Speakers

- **Korotoum Doumbia** – Tony's Open Chain CIV
- **Adama Fofana** – ECOJAD cooperative
- **Bengaly BOURAMA** – COOBADI cooperative
- **Ghislaine Ada** – SACO/Barry Callebaut

Moderator

- **Joke Aerts** – Tony's Open Chain

In this session, panelists put forward the case for the cooperative: by putting the cooperative front-and-center, we can foster long-term ownership of programmes and services. However, running living income programming requires additional capacities and responsibilities for cooperatives as part of trading relationships and sustainability programming. *What are we learning about the support that enables cooperatives to assume these responsibilities and succeed? What are the barriers we need to overcome?*



COOPERATIVE LEADERSHIP

Cooperatives serve as a support system for farmers and can provide coaching, training, and assistance in managing their businesses.



This session focused on how stakeholders can collaboratively design sustainability programmes so that cooperatives own them, and they are sustainable over time. Panelists from different parts of the value chain shared their experiences in developing data and management systems that maximize cooperative ownership.

The speakers shared the barriers and opportunities that cooperatives face in designing and running living income programs. These include the need for long-term buyer engagement and higher prices, establishing effective communication channels between stakeholders, knowledge sharing between cooperatives, addressing farmer illiteracy and labour shortages, and adapting to climate change. Overcoming these barriers requires collaborative efforts and support from various stakeholders.

Key Takeaways

- **The role of cooperatives is critical** as they are directly connected to cocoa-producing communities and thus, are well-positioned to implement living income programs. They serve as a support system for farmers and can provide coaching, training, and assistance in managing their businesses.
- **Cooperatives can also serve as a central bridge** between different stakeholders in programme implementation. This will enable and require companies to align their programmes and streamline data collection requirements.
- **Price premiums critically augment cooperative revenue.** In addition to paying higher prices, living income programmes can provide technical assistance and support diversification efforts.
- **Korotoum Dumbia noted that robust traceability systems are critical,** especially to hold technical advisers accountable for results.
- **Sharing knowledge and experiences among cooperatives is valuable** for their growth and innovation. Regular sharing sessions allow cooperatives to learn from each other and implement best practices more effectively.
- **Climate-related issues such as drought and strong winds pose serious challenges** to cocoa production. Agroforestry practices can be a solution, and cooperatives require more support in implementing such practices.
- **Labour shortage is another concern** for cooperatives. Pruning gangs can help alleviate this issue.

COOPERATIVE LEADERSHIP



BRAND EXAMPLE

Tony's Open Chain meets with coops at the start of the year to discuss volume and priorities, placing coops at the center of programs, data ownership, and criteria for success. Korotoum Doumbia, from Tony's Open Chain, emphasized the critical role of a traceability system, especially to hold technical advisers accountable for results. Doumbia noted that the most successful outcomes have resulted from the sharing of information between cooperatives, which takes place every three months.

COOP EXAMPLE

Adama Fofana, General Manager of the ECOJAD, highlighted his cooperative's strengths, which include its coaching system and efforts to combat illegal child labor. The coaching team aims to transform all farmers into proficient business managers, empowering them to anticipate diseases and adopt good social and environmental practices. However, the coop faces challenges as producers need training to tackle the challenges posed by climate change and 80% of producers are illiterate. The coop also has a 'SQUAD' project to support producers in pruning large areas, addressing labour shortage, and other activities.

TRADER EXAMPLE

Ghislaine Ada, from SACO/Barry Callebaut, emphasized the importance of standardizing data between their customers and producer trainers to enhance quality control for field agents. She noted the challenges coops face from lack of financing. She also warned that all companies go to the strongest, most professional coop, leaving the weaker ones behind. SACO/Barry Callebaut has a coop diagnostic system to understand how the company can best transfer the ownership of various programme services to the coops.

PROCUREMENT PRACTICES – WHAT REALLY MATTERS?



Speakers

- Moussa Doumbia – ECAM
- Danielle Gouhere – ECOOKIM
- Anne-Marie Yao – Mars
- Thomas Nuttin – Cargill

Moderators

- Gael Lescornec – IDH
- Mireille Fofana – IDH

Decades of sustainability programmes with smallholder farmers in West Africa have not led to better incomes for farmers at scale. A more systemic change is required, involving multiple public and private actors. Procurement practices and trading relationships are key in distributing value across supply chain actors. This session focused on identifying practical examples of procurement practices and relationships that elevate or undermine the distribution of this value.

“We need better transparency of volumes and premiums at supply side and at demand side we need clients actively engaged in sharing the risks”

– Thomas Nuttin, Cargill Head of Procurement, Côte d’Ivoire

“If decision-makers are not committed to paying a minimum price for living income, we will not achieve our common vision”

– Coobadi Representative, Côte d’Ivoire

PROCUREMENT PRACTICES – WHAT REALLY MATTERS?

Procurement practices and trading relationships are key in distributing value across supply chain actors

Facilitated by IDH, speakers from Cargill, Ekokim, Barry Callebaut and Mars discussed the importance of procurement practices in achieving a living income, with a focus on supply chain management, value distribution, and risk management. The panelists highlighted the importance of traceability and transparency, sustained investments, and bringing the functions of sustainability and procurement together.

Following the panel, workshop participants engaged in small group discussions about the procurement practices they believe hold the most potential to improve farmer income. These discussions highlighted the importance of long-term contracts and financing for cooperatives, emphasizing the need for a minimum price for farmers that would provide a safety net and ensure a decent standard of living.

Stable premiums for quality and preharvest finance – ideally from banks – for coops are critical. Participants stressed the need for equality between coops, traders, and brands, noting that coops are often underestimated, and contracts are imposed on them, often with a lack of transparency of value distribution. The conversations also touched on the need for a shift in value distribution from brands to closer to farms and the potential of the CCC ID system to enable grievance collection system for farmers to register complaints.

“It was a decision within the group to combine sustainability and procurement in 2017 when we understood the need to change the mindsets of our commercial representatives so we can achieve the change required over the long term”

-- Christophe Julienne, Barry Callebaut Director of Purchases and Sustainability, Côte d'Ivoire

Key procurement practices:

- Regulatory context for level playing field
- Contracts – both duration and timing
- Minimum price for farmers
- Prefinancing and financial autonomy for coop
- Building better procurement / sustainability teams - hiring process, training, etc.

Key procurement principals:

- Not only long term but more equal partnerships between coops & traders and between traders & brands
- Earn the trust of coops to become buyers of choice
- Long-term contracts and other practices for predictability
- Willingness at the highest level to be demonstrated through risk sharing and value distribution.

Existing practices:

- Tony's Open Chain 5 Sourcing Principles
- Fairtrade LIRP
- Cargill/BC Pre-financing

PROCUREMENT PRACTICES – WHAT REALLY MATTERS?

Panelists and workshop participants highlighted the following practices with potential to improve move farmers towards a living income.



Supply Chain Management

Supplier Relationship Management

- Support / engagement from brands to create strong networks of coops and improve contracts and price
- Investment in building negotiating capacity of farmers and farmer organizations
- Enabling coops to access markets - cocoa and non-cocoa (anything that the farmer can produce professionally)
- Bring sustainability and procurement together to change the mindsets of commercial agents that long-term commitment will lead to stronger supply chains

Traceability & Transparency

- Traceability enables decision makers to focus and prioritize sustainability interventions with the greatest potential benefit for the least cost to farmers and coops
- Cross-actor coordination and alignment - among companies and with national systems (e.g., systematizing the new Côte d'Ivoire system of producer IDs)
- Reinforcement of traceability monitoring and control systems – allows for better decision-making by coops and farmers
- Traceability of financial flows (prices and premiums) from company to coop to farmer
- Transparency and visibility into volumes to be purchased, premiums and margin potential (by companies and bb coops to farmers)
- Polygon mapping / legal cocoa zone
- Establish a mechanism to encourage participation / complaint by farmers into company hiring and training

Value Distribution

Farmgate Value

- Guaranteed minimum fair price should include sustainable production and wages
- Stable and predictable pricing AND premiums
- Nationally-set Living Income Differential built into pricing mechanism and respected by all supply chain actors
- Consideration for regulatory context. Need good oversight and monitoring mechanisms within a regulatory framework to ensure interventions are respected and executed.

Finance

- Practices that enable financial independence of cooperatives, risk sharing and financial security and safety (e.g., digitalized payments versus cash)
- Pre-financing by preferred buyers, done in a way that does not create dependency

Managing Risk

Contracts & Payments

- Long-term / multi-year contracts (between coops and farmers and between buyers and coops)
- Enforcement and respect of contracts.
- Contracts should consider markets, so they are not broken when the market changes.
- Negotiated versus imposed contracts through “consensual framework for contracting”
- Payment schedules that enable cooperative management and align with farmer household cash flow needs (e.g., September versus October to cover school fees)

Upstream Investments

- Alignment / harmonization of long-term sustainability programmes and risk sharing investments to ensure effectiveness and predictability

LABOUR STRATEGIES



Speakers

- **Oumou Dialo** – KIT Royal Tropical Institute
- **Nathan Bello** – Nestlé
- **Valère Konan** – Sobegreen
- **Charlotte Koffi Bla Brigitte** – CAPRESSA coop

“After pruning, we were able to get 3.5 tons per hectares in Côte d’Ivoire. You might not believe it, but I invite you to the field to see it”
- Nathan Bello, Nestlé



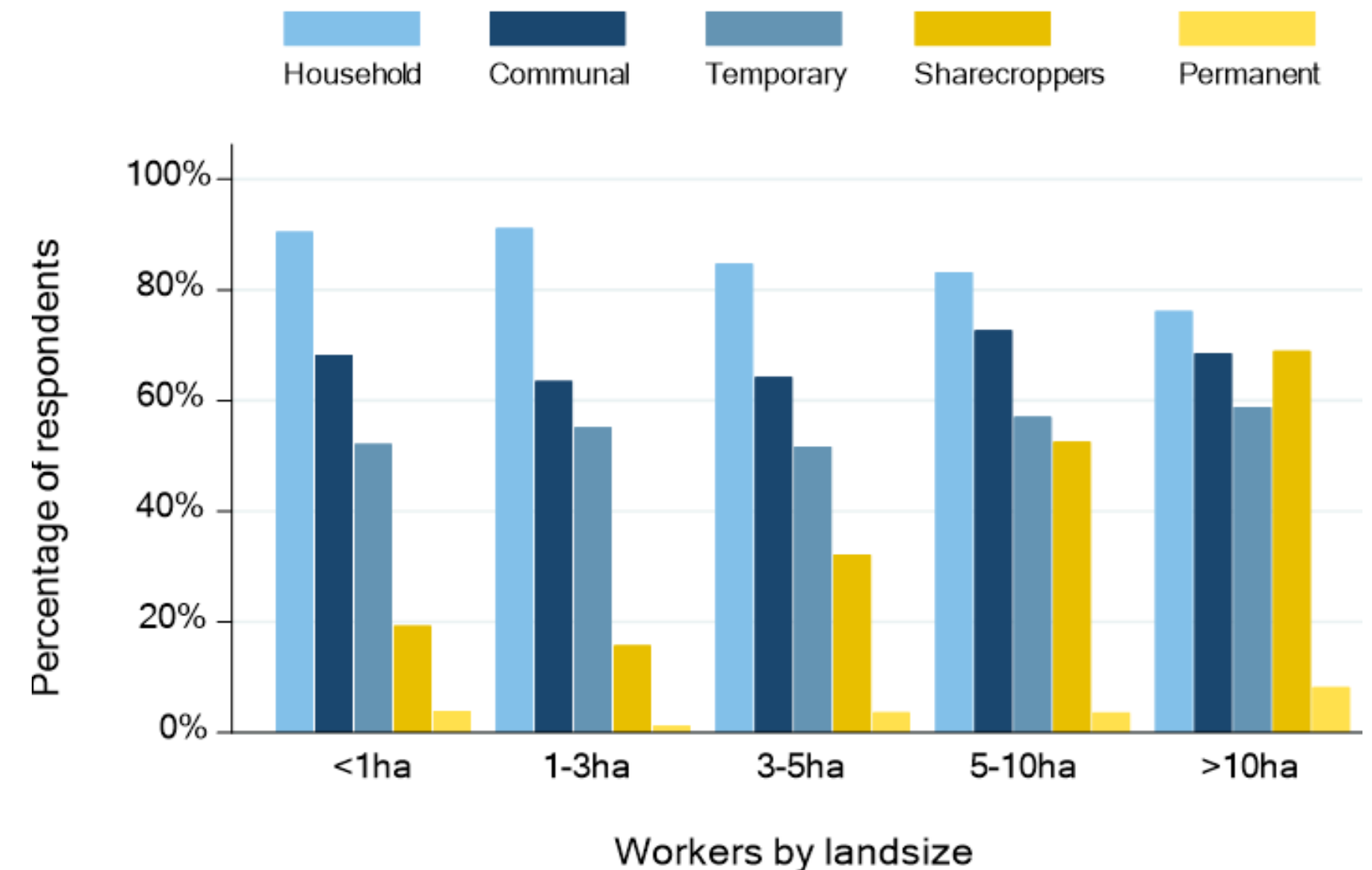
LABOUR STRATEGIES



Understanding the complexities of labour requirements in farming practices is critical for supporting profitable farm systems. A shortage of labour and high labor costs are common barriers. Oumou Dialo, from the KIT Royal Tropical Institute, framed the session with an overview of existing data on how farmers are managing labour requirements on West African cocoa farms. Following, the panel shared innovative labour sharing models and discussed what works and why. This panel discussed labour availability, cost, and quality, the impact on productivity, and their experience with subsidized, specialized labour groups, particularly for heavy physical work like pruning and renovation of farms.

Key Takeways from Oumou Dialo's presentation

- **Cocoa farming is a full-time activity** – requiring about 130-150 days of work per hectare to reach a reasonable yield level – with additional work required by sustainability programs.
- **Household members** provide the primary labour pool but the seasonality of activities, the skill set required for some tasks, and limited time available for household members necessitates the need to hire workers, even on smaller cocoa plots.
- **Owners of large plots** are more likely to resort to sharecroppers, but only if they don't have sufficient household members.
- **Temporary workers** are mostly used for applying agro-chemicals and weeding (i.e., specific skill sets or very time-intensive tasks).
- **Post-harvest activities** are often done communally (i.e., unpaid labour based on reciprocity)



Labor sourcing from KIT's data, refer to: [Labour Strategies for living income investments](#)

LABOUR STRATEGIES

With the right incentives, cocoa farmers and labourers are highly motivated



Producers struggle to find labour, especially during harvest time

- **Professionalizing labour** and ensuring the availability of skilled workers – especially given cocoa's seasonality – are critical for long-term adoption of good agricultural practices and the ensuing productivity benefits. Supporting labour gangs with alternative employment during non-pruning seasons could enable their permanence.
- **With the right incentives**, cocoa farmers and labourers are highly motivated.
- **Motorized tools** can improve labour efficiency and attract youth.
- **For the sustainability of solutions**, develop programmes not projects.
- **Trial of specialized labour groups** (communal and/or subsidized) are underway. Farmers have received them positively so far.
- **Nestle intends to expand the pruning brigades** across their entire supply chain to avoid the risks of farmers incorrectly pruning their own trees and/or resorting to child labour.

TAILORING SERVICES AND SEGMENTATION



Speakers

- **Yuca Waarts** – Wageningen University & Research
- **Ahmadou Cisse** – Cocoa Life Mondelez
- **Matt Bare / Noel Soro** – Rainforest Alliance

Moderator

- **Stephanie Daniels** – Sustainable Food Lab

Farming communities are highly diverse, with families who own more land, some who work as sharecroppers, and others for whom agriculture is a secondary income source. *How can companies, cooperatives and service providers improve their service delivery for segments of the farming community to increase the chance of closing the living income gap? Are there solutions that can be applied across these producer segments for a positive impact?*



TAILORING SERVICES AND SEGMENTATION



Dr. Yuca Waarts shared recent data on the types of households found in the Ivoirian cocoa sector and the extent of the living income gap, and the specific income barriers these household types face. See her full presentation slides [here](#). Her analysis shows the extreme range in key variables – such as total cocoa production and gender – between farmers earning a living income (e.g., with farms of 6-9ha and production of 780kg/ha) versus farmers with the highest barriers to reaching a living income (e.g., with 1.7ha and production of 430 kg/ha).

Key Takeaways from Yuca Waarts's presentation

- A large majority of smallholder farming families in cocoa, coffee, and tea do not earn a living income. 30-50% earn below the World Bank poverty line (Ghana, Indonesia, CDI).
- Living income gaps are often substantial, averaging thousands of dollars per family per year. Billions of dollars are needed per country to close all gaps.
- The most important factor in predicting the living income gap is the total cocoa volume produced. Other important factors are total input costs, cocoa farm size, farm ownership, the number of days spent by hired labor, gender, region, and the number of people in the household. These factors differ slightly between countries. In Indonesia, total input cost, cocoa farm size, and region are more important, while gender is less important. In Côte d'Ivoire, ownership is more important, and in Ghana, the region is less important.
- For households not earning a living income, the key income barriers are inability to invest, low willingness to invest in cocoa (due to low income and risk), and farm size.
- For farmers earning below or around the World Bank poverty line, it's unrealistic to expect entrepreneurial growth in cocoa or other crops as these farmers lack a sufficient income base. Proposed interventions for these farmers: cash transfers, price increases, minimum price guarantee, support for off-farm employment, and decrease in the cost of living.
- For farmers with low/medium barriers to achieving a living income (max 25% of farmers), interventions should support entrepreneurial growth with intensive farm support, cash transfers, price increases, and on-farm diversification if enough land, adult family time available, willingness, and room to invest.

TAILORING SERVICES AND SEGMENTATION



Following Yuca's presentation, the panelists discussed the need for tailored interventions for different groups of farming households. Mondelez recently completed an independent, third-party evaluation of the farm development coaching programme in CocoaLife and found the results to be less impactful than expected. They are currently analyzing the reasons for this outcome; one of the factors Ahmadou Cisse identified is the need for better quality coaching. Often, field staff and suppliers conduct coaching as a check-the-box exercise, failing to accompany the farmer in a process that identifies their unique challenges and develops a plan to address them.

The team from Rainforest Alliance discussed the current evidence on cash transfers – which can offer broad-based economic support for all types of families – as a complementary mechanism to tailored services. Since cash transfers are not tied to the volume of cocoa produced, they are a mechanism to provide much-needed capital to the more vulnerable households, allowing them to invest in their farms. Rainforest Alliance shared evidence from academic literature and from their [initial cash transfer pilot in Côte d'Ivoire](#), which demonstrate that cash transfers have positive impacts, including increased school attendance, food security, and economic resilience. Key factors of success include coupling cash transfers with technical assistance, clear conditions for the transfer, low transaction costs with mobile money (although often difficult to implement), and close monitoring on how families are using the cash.

Key Takeaways

- The gap to a living income for many very small farmers is extremely high, and industry and government must collectively acknowledge the extent of this challenge.
- Living income initiatives need detailed data on farming households to understand their specific barriers to income improvements.
- While tailored services are necessary, they demand significant investment and high-quality field staff to ensure services reach farmers.
- Conditional and unconditional cash transfers are well proven interventions in rural development policy, and are new mechanisms being used in the cocoa and coffee sectors. Evidence needs to be tracked over the long term to understand whether and how cash transfers enable more farm investment, and consequently, future independence and income generation for farming families.

Rainforest Alliance's evidence to date shows that a \$500/family cash transfer has closed the living income gap by 25%. However, future monitoring is critical to understand if this is maintained.

INCOME DIVERSIFICATION TO CLOSE THE GAP

Speakers

- **Alphonse Amani** – Rikolto
- **Fayelle Ouane** – TechnoServe

Moderator

- **Kaitlin Sampson Murphy** – Sustainable Food Lab

Diversification is a promising strategy for increasing net household income while also improving resilience. A variety of diversification opportunities have been created, from family gardens to entrepreneurial businesses but what diversification opportunities have the greatest income generation? What is the enabling structure for success and how can we scale diversification projects? During this breakout session, Rikolto and TechnoServe shared diversification projects in Côte d'Ivoire that provided income-generating activities on-farm and off-farm.





INCOME DIVERSIFICATION TO CLOSE THE GAP

A key takeaway from the session was that diversification projects can provide significant increases in household incomes along with many other benefits. To-date examples of reaching a living income via diversification are limited, but there is significant interest among farmers and communities to diversify income generating activities. Successful diversification projects require significant resources (financially and technically) and must be created collaboratively with communities and individual families. Additional sharing of projects to understand successes and areas of growth would be a good next step.

TechnoServe

- Entrepreneur training programmes for women and youth have led to increased incomes by 50% and the establishment of small businesses, such as food processing, tailoring, and small animal husbandry.
- A culturally appropriate, market-led approach is important for successful diversification and gaining buy-in from the community.
- Diversification should be integrated and supportive of the value chain, not just a CSR activity.
- Success factors included having local coaches available for assistance and follow-up, market-led activities, and a multi-sector approach that respects local customs and addresses community needs.

Rikolto

- Programme must be wholistic, focusing on improving productivity, quality, finance, agroforestry (which also generates income through Payment for Ecosystem Services), price and diversification.
- Reported a 30% income increase in the first year and 52% in the second year.
- Each year, the gap in living income benchmark was assessed, and exporters were shown the gap to encourage collaboration in filling it.
- Financial support was provided through Village Savings and Loan Associations (VSLAs).
- Price structuring involved various premiums to support farmers.

LATEST NEWS FROM EU POLICY



Speaker: Simon Gmeiner – GIZ

Simon Gmeiner, from GIZ, provided an overview of new German, EU, and international policies for cocoa imports and their implications for the living income movement.

The forthcoming EU law is more comprehensive than current national policies and permits environmental NGOs to sue companies in court. It includes provisions for living wages, but there's ongoing debate about how/if it should address living income. The additional cost of proving the absence of child labour and deforestation could potentially lead to higher prices for consumers. An objective of the policy is to eliminate the divide between certified and non-certified products. The legislation is still in its early stages, with enforcement expected to begin in about three to four years.

LATEST NEWS FROM EU POLICY



In this session's Q&A, workshop participants expressed concerns that companies might avoid sourcing from smallholder farmers to evade legislation if they're held responsible for these farmers not achieving a living income. To prevent this, the policy could potentially stipulate that companies cannot terminate relationships in their supply chain but must instead provide support to these supply chains to achieve the policy's goals.

Key policies discussed

- **At the national level**, there are regulations such as the German Supply Chain Sourcing Obligations Act (LkSG), the French Loi de Vigilance, and the Dutch Child Labour Due Diligence Law.
- **The German Supply Chain Due Diligence Act** requires companies to conduct risk assessments, avoidance, and remediation for human rights within their direct supply chains. However, this law has been criticized by civil society as only covers companies in a company's direct supply chains, most of which are not in producer countries.
- **The European landscape** on due diligence regulation is cross-sector and cross-thematic. There are upcoming EU directives on Corporate Sustainability Due Diligence (CSDDD) and regulation on deforestation-free products (EUDR). There are also existing regulations like the EU Timber Trade Regulation (EUTR) and the EU Regulation on Conflict Minerals.
- **EU Member States** have a Joint Declaration on Living Income and Wages. The goal is for like-minded countries to work to include living income and living wages in the upcoming EU Directive on Corporate Sustainability Due Diligence and to mainstream the concept in their development policies. Members include Germany and Netherlands; Belgium and Luxembourg will join in May 2023.
- **The International Labour Organization (ILO)** is starting to work on living income and living wage. The vision statement of the new Director General states "the possibility of an evidence-based minimum living income for all."
- **The OECD** has an upcoming handbook for companies to enable living incomes and wages in global supply chains.

CONCLUSION

The workshop offered valuable insights into the challenges and opportunities of living income programs, specifically in the Ivorian cocoa sector. The discussions underscored the importance of a multi-stakeholder approach, long-term commitments, and shared responsibility among buyers, cooperatives, and other stakeholders to achieve living incomes for cocoa farmers. There was a strong emphasis on the central role of cooperatives, the need for sector-wide transparency and traceability, and the potential of diversification and segmentation strategies. The insights shared during the workshop can inform future living income strategies and interventions, in the cocoa sector and beyond.

Collaboration between various stakeholders, including governments, private sector, civil society, and farmers, is essential to achieve living income and long-term sustainability in the cocoa industry and other smallholder farming systems. No single actor can accomplish this alone.

Continued progress necessitates collaborative spaces such as this in-person workshop in Abidjan. Greater partnership with and support for the Living Income Community of Practice will continue to advance this momentum and enable future events.

Key factors for successful living income programmes

- **Strengthened procurement practices**, including price premiums, contract predictability, transparency, value distribution, and risk-sharing. Sustainability and procurement linked.
- **Cooperatives front-and-center** as the producer of living income impact for cocoa communities.
- **Financing and support for cooperatives**, enabling them to become professional, independent entities.
- **Trust and commitment** from all stakeholders.
- **Skilled and available farm labour** for farmers to implement good agricultural practices without resulting in unintended consequences like increased child labor. Training and professionalizing labour, such as through pruning brigades, can increase farmers' yields and incomes.
- **Detailed data on farming households** to understand their specific barriers to achieving a living income.
- **High-quality field staff** to ensure tailored services reach farmers and motivate practice adoption.
- **Diversified income sources** for cocoa farmers. Entrepreneurship training, market-led activities, and supporting small businesses both on and off farms can help enhance household incomes.
- **Sustainability of solutions** – develop programmes not projects.
- **National policies** that support long-term contracts, agreements, and a level playing field.
- **Support for farmers** to adopt agroforestry practices to mitigate and adapt to climate change.
- **Standardized impact data** to streamline collection and analysis across the value chain.
- **Monitoring and evaluating** the impact of living income initiatives for scaling up successful practices and securing future funding.
- **Project alignment** with national development plans when possible.
- **Partnerships and platforms** for sharing knowledge and exchanging experiences.

THANK YOU!



Thank you to the many speakers and our collaborators who helped make this event possible. We encourage you to join the Living Income Community of Practice [newsletter](#) and [LinkedIn Page](#) to stay up-to date on future in-person and virtual events, research papers and more.



DURING THE WEEK THERE WERE TWO SIDE EVENTS THAT WERE COMPLEMENTARY TO THE DIALOGUES WITHIN THE LICOP WORKSHOP.

For more details see the next two slides

GUIDANCE FOR MEASURING INCOME: A WORKING GROUP TRAINING SESSION

9 May 2023

The Living Income Thematic Working Group 8 of the Conseil du Café Cacao Private Public Partnership Platform hosted a deep dive, technical workshop on income measurement and use of the living income concept on May 9. This workshop was based on the recent guidance materials released by the Working Group (WG) intended to support the WG members to align their language and measurement approaches to serve future learning and exchange.

Paul Bresteaux of the organization RISOME led the workshop on behalf of the WG, and was supported by the WG Secretariat of GIZ and Dr. Yuca Waarts of Wageningen University, also a member of the LICOP Technical Advisory Committee. RISOME authored the guidance documents, in consultation with a wide array of sector experts and WG members.



The workshop covered the following topics:

- Presentation and discussion on the 4 tools developed for the Living Income Working Group: 1-methods review study; 2-The guide to implementing initiatives; 3- initiative mapping tool including project IDs; 4- project assessment tool;
- Presentation of the 5 basic criteria for a project to be considered a living income initiative.
- Reflections from participants on how to use and communicate the Working Group's tools.
- Discussion on governance and the need for a lead for widespread use of the tools.

GUIDANCE FOR MEASURING INCOME: A WORKING GROUP TRAINING SESSION

9 May 2023



The materials are open source and are being used by WG members. These materials will be shared to the LICOP network in the coming weeks.

The Living Income Thematic Group aims to support the development of an enabling framework for a sustainable increase of cocoa farmers' incomes. The Living Income Working Group mandate is to define and harmonize the living income approach, as well as to adapt the approach to the Côte d'Ivoire cocoa sector. The WG consists of members of the cocoa sector from the CCC, brands, trading companies, NGOs and standards organizations.

Fairtrade Cocoa producers' summit in living income

11 May 2023

Fairtrade organized the cocoa producers' summit on living income in Abidjan, Côte d'Ivoire, on 11 May. This gathering, primarily focused on the producers, provided an opportunity for cocoa farmers and workers from Ghana and Ivory Coast to express their perspectives, share personal stories, and highlight the challenges they have encountered in achieving a living income.

The summit addressed significant subjects such as diversification, empowerment of women, access to credit, and strategies to encourage young individuals to participate in the cocoa industry. These topics were discussed with influential decision makers and leaders in the field, aiming to initiate meaningful conversations and generate solutions that can transform the idea of a living income into a reality within this sector.

For further details, please visit the [Fairtrade website](#) and [LinkedIn page](#), where you can access a video covering the event.

