



CALL FOR PROPOSAL

PILOT PROJECTS ON COCONUT SUSTAINABILITY IN BICOL AND DAVAO, THE PHILIPPINES

Issued by: Sustainable Coconut Partnership (SCP)

Deadline: 5 June 2026 (midnight)

Duration: 24 months

Budget cap: USD 200,000 per pilot per year (max USD 400,000 over 2 years)

1. Background

The Sustainable Coconut Partnership (SCP) is advancing a Shared Investment Mechanism (SIM). SIM is a pre-competitive platform designed to mobilize and coordinate investment from industry actors to address systemic challenges in coconut supply chains. The pilot projects launched under SIM will serve as practical testing grounds to generate evidence, lessons learned, and scalable models that will help shape the future design and implementation of the SIM. Several SCP members and industry stakeholders have expressed strong interest in contributing to and learning from the development of these pilot initiatives.

2. Objective

To identify implementing partners to design and deliver pilot projects that address key structural challenges and demonstrate scalable models under the Shared Investment Mechanism.

Applicants may submit one or more pilot concepts covering Bicol and/or Davao. A single proposal may include up to four pilot concepts in total across the two regions. Applicants are encouraged to clearly differentiate the objectives, target groups, and intervention approaches of each proposed pilot.

3. Key Challenge Areas

Proposals should address one or more of the following:

3.1 Low Productivity & Aging Coconut Farms

(SCP Charter: Economic – 1.1 Productivity, 1.3 Rejuvenation; Environmental – 3.4 Regenerative agriculture)

Coconut farms in both regions are characterized by aging tree stock, low yields, and limited reinvestment.

Replanting efforts remain insufficient and are often not paired with improved agronomic practices. Soil health decline, limited intercropping, and weak farm management further constrain productivity.

3.2 Farmer Income, Market Access & Financial Inclusion

(SCP Charter: Economic – 1.2 Financial capacity & market access)

Smallholder farmers face low and volatile incomes, limited access to finance, and weak integration into formal markets. Many rely on intermediaries, reducing margins and incentives to invest in farm improvements. Farmer organization and aggregation remain underdeveloped.

3.3 Technology, Extension & Traceability Gaps

(SCP Charter: Economic – 1.4 Technology access; Supply Chain – Traceability & chain of custody)

Farmers often lack access to reliable extension services, technical know-how, and appropriate technologies. Adoption of improved inputs, pest management, and post-harvest practices remains low. In parallel, limited traceability and data systems constrain supply chain transparency and targeted support from buyers.

3.4 Youth and Women Empowerment & Inclusive Livelihoods

(SCP Charter: Social – 2.1 Health & safety, 2.2 Rights, 2.4 Youth engagement)

The coconut sector faces an aging workforce and limited generational renewal. Youth are often disengaged due to low-income prospects and lack of attractive career pathways. At the same time, labor risks, informality, and gender inequality persist across the value chain.

3.5 Climate Resilience & Environmental Sustainability

(SCP Charter: Environmental – 3.1 Ecosystem protection, 3.2 Climate resilience)

Coconut systems are increasingly exposed to climate risks such as typhoons and droughts. Soil degradation, limited diversification, and weak resilience practices reduce long-term productivity. In some contexts, there are also risks to surrounding ecosystems and biodiversity.

Applicants are encouraged to focus on one or two primary challenge areas for each pilot project. Proposals addressing multiple challenge areas should clearly demonstrate how the interventions are operationally linked and mutually reinforcing.

4. Scope of Work

The implementing partner will be responsible for the end-to-end design, coordination, and delivery of the pilot project, including stakeholder engagement, field implementation, and performance tracking.

4.1 Pilot Design & Stakeholder Engagement

- Conduct initial field scoping and validation of key challenges
- Map and engage key stakeholders, including:
 - Farmer groups and cooperatives
 - Local government units and agencies (e.g., Philippine Coconut Authority)
 - Processors, buyers, and private sector actors
 - NGOs and service providers
- Establish partnerships required for implementation (e.g., nurseries, extension providers, financial institutions)
- Refine intervention design based on local context and stakeholder inputs

4.2 Pilot Implementation

- Deliver field-level interventions aligned with selected challenge areas
- Mobilize and work directly with farmers and local partners
- Facilitate capacity building (e.g., training, demonstration plots, service delivery models)
- Support farmer organization and/or strengthening of cooperatives where relevant
- Coordinate implementation with supply chain actors to ensure market linkage and uptake
- Ensure integration of cross-cutting priorities such as youth empowerment and inclusion

4.3 Baseline, Monitoring, and Learning

- Months 1–3 will focus on pilot design, stakeholder engagement, and baseline assessments, including validation of priorities and monitoring systems. Implementation activities are expected to begin from Month 4 onward
- Conduct an in-depth baseline assessment (farm-level, socio-economic, and environmental)
- Establish a monitoring system to track progress against agreed indicators

- Provide monthly progress updates and quarterly reporting on progress and learnings
- Facilitate an annual independent review
- Capture lessons learned, including what works, what does not, and recommendations for scale-up under SIM
- Proposals involving smallholders, labor conditions, youth engagement, or financial access should describe relevant safeguarding and risk management measures.

5. Co-investment

SCP encourages applicants to mobilize co-investment, either directly or through partnerships.

This may include:

- Financial or in-kind contributions from the applicant
- Collaboration with government agencies (e.g., Philippine Coconut Authority)
- Alignment with donor-funded or private sector initiatives

Proposals that demonstrate the ability to leverage additional resources—for example, securing replanting support or complementary funding—will be viewed favorably, particularly where this enhances scale and long-term sustainability.

6. Key Metrics

Proposals should define clear, measurable indicators aligned with the intervention design. As productivity and income improvements in coconut systems may take time to materialize, these outcomes are expected to be assessed at project endline over the two-year implementation period. The indicators and target ranges below are indicative reference points for proposal design and comparison across pilots, and should not be treated as strict eligibility thresholds.

- Number of direct beneficiary farmers (an individual actively managing or cultivating coconut land, regardless of land ownership status) reached, at least 1,000 farmers in Davao and 500 farmers in Bicol
- Productivity improvement $\geq 10\%$ over the two-year implementation period
- Farmer income improvement $\geq 10\%$ over the two-year implementation period
- Number of coconut trees replanted or rehabilitated
- Percentage of participating farms with a documented succession plan

Applicants are encouraged to:

- Propose additional context-specific indicators aligned with their intervention approach
- Clearly explain how indicators will be measured, verified, and tracked over time
- Prioritize a focused set of meaningful indicators rather than an extensive list of outputs

7. Budget

- Up to USD 200,000 per year per pilot
- Duration: 2 years
- Detailed cost breakdown required



8. Selection Criteria and Scoring Matrix

Criteria	Description	Weight
Technical approach & feasibility	Clarity, practicality, and feasibility of the proposed design, activities, and timeline	25%
Impact potential	Expected outcomes	25%
Organizational capacity & partnerships	Experience, team strength, and ability to engage and coordinate key stakeholders	20%
Scalability & alignment with SIM	Potential to scale and inform broader Shared Investment Mechanism efforts	15%
Co-investment & value for money	Ability to leverage additional resources and overall cost-effectiveness	15%

9. Timeline

- Call launch: 11 May 2026
- Submission of questions on the call for proposal by email: 25 May 2026
- Submission deadline: 5 June 2026
- Engagement for clarification and further refinement of the proposed projects: 15 June 2026
- Final selection: 15 July 2026
- Project implementation: 15 August 2026

10. Proposal Format and Submission Guidelines

Include:

1. Workplan and activities
2. Timeline and milestones
3. Budget breakdown
4. Relevant experience and track record
5. Project team and qualifications

Submission guidelines:

- Open to legally registered organizations with relevant experience in coconut sustainability or supply chain programs, including NGOs, private sector entities, research institutions, and consortia or partnership between organizations
- Applicants should demonstrate field presence in Bicol and/or Davao and experience managing projects of comparable scale
- Technical proposal: max 4 pages (per pilot project)
- Financial proposal: max 1 page (per pilot project)
- Signed by authorized representative

Submit to: info@coconutpartnership.org

Subject: Proposal – Shared Investment Mechanism Pilots