

SHARED INVESTMENT MECHANISM PILOT

Call for Proposals

Frequently Asked Questions (FAQ)

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Issued by: Sustainable Coconut Partnership (SCP) in response to questions raised by respondents to the inaugural call for proposal on the Shared Investment Mechanism

Strategic Fit and Pilot Design

What are the main objectives of the SIM pilot projects?

The SIM is designed as a new collaborative investment model for the coconut sector bringing together industry, government, local entrepreneurs, cooperatives, technology providers and farming communities around a shared long-term vision for responsible coconut sector rejuvenation. A central ambition is to contribute to the responsible rejuvenation of the Philippine coconut sector.

The projects will seek to establish an integrated territorial ecosystem capable of demonstrating how coordinated investments can transform coconut farming communities over time and create conditions where young people increasingly view the coconut sector as innovative, investable, technologically connected, environmentally responsible and economically meaningful. With an objective to allow a real transition into a sustainable “business-as-usual” phase with supply chains within the project areas to be prepared and eligible for Sustainable Coconut Charter verification over time.

These Pilots are intended to generate practical learning and evidence to inform the future development of the Shared Investment Mechanism (SIM), This may include testing implementation approaches, partnership and co-investment models, operational feasibility, and scalable solutions for improving sustainability and farmer livelihoods within the coconut sector. The SIM model is therefore designed as a scalable platform capable of attracting future investment and replication beyond the pilot phase.

Does SCP expect pilots to follow a standard design or include specific components?

No. SCP does not prescribe a single implementation model, mandatory intervention package, or standard technical design across pilots. Applicants are encouraged to propose context-appropriate and practical approaches based on local needs and realities. Comparability across pilots is valuable, but flexibility and innovation are also encouraged.

This also means that pilots are not expected to focus only on productivity improvements or farmer training. SCP recognizes that strengthening the coconut sector requires a broader and more integrated approach. Depending on the local context, pilots may include elements such as coconut rejuvenation and replacement of aging trees, diversification and renewal of farming systems, farmer profitability, entrepreneurship and local enterprise development, extension services, stronger supply chain relationships, and rebuilding community confidence in the future of coconut farming.

To support this integrated approach, SCP encourages programme managers and implementation partners to contribute across three complementary categories. Applicants are not expected to cover all areas themselves. Organizations with strong expertise in a specific area are encouraged to apply and collaborate with other partners as part of a broader implementation ecosystem.

SCP SIM Unit as programme Manager

The SCP SIM Unit will act as overall programme manager, ensuring coordination, alignment, monitoring, learning, and coherence across pilot activities and partners.

SCP Local Partner: Agriculture	SCP Local Partner: Entrepreneurship	SCP Local Partner: Technology
<p>The agricultural implementation partners will lead field extension activities, farmer trainings, demonstration farm operations, sustainability coaching, rejuvenation monitoring, cooperative support and implementation of the Sustainable Coconut Charter at farm level.</p>	<p>The entrepreneurship partners will focus on making coconut farming economically attractive and future-oriented through local fertilizer and input business development, micro-financing mechanisms, youth business incubation, succession planning workshops, entrepreneurship mini-grants and local awareness campaigns promoting farming as a modern business opportunity.</p>	<p>Technology partners will support the sector’s transition toward smarter and more transparent supply chains through deployment of open-source traceability systems, digital compliance tools, cooperative digitization, AI-enabled farmer advisory systems, monitoring dashboards, rejuvenation mapping systems and sustainability data management.</p>

Should proposals focus on a single challenge area or take an integrated approach?

Both approaches are acceptable. Applicants may focus on a specific challenge area or propose integrated approaches covering multiple dimensions such as productivity, livelihoods, traceability, resilience, market access, or farmer organization strengthening, provided that the implementation logic and expected outcomes are clear and feasible.

Are there minimum requirements for digital or traceability systems?

No specific digital or traceability model is prescribed under the call. Applicants are encouraged to propose approaches that are appropriate and proportionate to the project objectives, local context, and intended outcomes. It may start with a narrow scope, scalable over time.

Does SCP prefer lower-risk implementation-ready projects or more innovative pilots?

SCP welcomes both implementation-ready and innovative approaches, provided that proposals demonstrate a clear rationale, feasible implementation pathway, awareness of key risks, and potential for meaningful learning and impact.

Geography, Beneficiaries, and Inclusion

Are there preferences regarding target beneficiaries or geographic focus?

The current pilot call is focused on Bicol and Davao in the Philippines. Within these areas, SCP does not prescribe specific municipalities, beneficiary profiles, or supply sheds. Applicants are encouraged to justify their proposed geography and target groups based on relevance, feasibility, partnership opportunities, and potential impact.

Are there required targets for women and youth participation?

The call does not prescribe fixed participation thresholds. Applicants are encouraged to propose context-appropriate approaches and targets for inclusion, participation, and leadership of women and youth.

Can SIM projects be implemented outside the Philippines?

No. The current pilot call is specifically focused on Bicol and Davao in the Philippines but we expect the SIM to progressively be active across key regions for the future of the coconut industry across production countries (Indonesia, Sri Lanka, Thailand, Vietnam, P&G...)

Partnerships and Co-Investment

Are applicants expected to secure co-investment commitments before submission?

Applicants are encouraged to demonstrate credible partnership and co-investment approaches where relevant. Confirmed commitments at submission stage are beneficial but not mandatory.

Are there existing programmes, companies, or ecosystem actors that applicants should engage?

Applicants are encouraged to build on existing initiatives, partnerships, and ecosystem actors where relevant in order to strengthen feasibility, avoid duplication, and enhance long-term sustainability.

Will SCP support coordination with government or ecosystem stakeholders?

Applicants are encouraged to lead engagement with relevant national and local stakeholders as part of project implementation. SCP may support coordination and stakeholder engagement where appropriate during the clarification and refinement stage.

Monitoring, Learning, and Evaluation

Are there standard indicators or monitoring requirements for all pilots?

Applicants should propose indicators and monitoring approaches that are practical, credible, and aligned with the objectives of the proposed project. SCP may work with selected projects during the refinement stage to strengthen alignment and comparability across pilots where appropriate.

What types of outcomes are expected within the two-year pilot period?

SCP recognizes that some long-term outcomes may extend beyond the pilot duration. Proposals may therefore include intermediate outcomes such as adoption of improved practices, cooperative strengthening, replant survival rates, market linkage improvements, organizational development, or traceability system adoption where relevant.

Should applicants include budget for evaluation or independent review?

Applicants may include reasonable budget allocations for monitoring, evaluation, learning, and related activities where relevant to project delivery.

Budget and Eligible Costs

Are there strict budget allocation requirements or ceilings by category?

At this stage, the SIM call does not prescribe strict budget allocation requirements or fixed ceilings by category. Applicants are encouraged to propose budgets that are reasonable, well-justified, and aligned with the proposed activities and intended impact.

Are personnel costs eligible?

Yes. Personnel costs, including salaries for project staff directly involved in implementation, are eligible where clearly justified within the project scope.

Are equipment purchases eligible?

Yes. Purchase of equipment, such as laptops or other project-related tools, may be considered where necessary for project delivery and appropriately justified.

Is there a ceiling for CAPEX?

There is currently no fixed ceiling for CAPEX under the call. However, CAPEX should remain proportionate and directly linked to project implementation needs and intended outcomes.

Are project administration and supervision costs eligible?

Yes. Project administration and supervision costs are eligible where relevant to implementation. Applicants are encouraged to ensure that overhead and administrative costs remain reasonable and proportionate relative to the overall project budget and expected impact.

Submission and Selection Process

Can applicants submit more than one proposal?

Yes. Applicants may submit more than one proposal under the call, including multiple proposals from the same region, provided that each proposal has a clearly differentiated scope, activities, budget, and implementation approach.

How will proposals be evaluated?

Proposals will be assessed holistically against the criteria outlined in the call for proposals, including relevance, feasibility, impact potential, cost-effectiveness, and alignment with SIM objectives.

Can proposals be revised after submission?

During the clarification and refinement stage, SCP may engage selected applicants to further discuss and refine elements of the proposal where appropriate.

Is there a preferred proposal format or template?

Applicants are encouraged to follow the structure and submission requirements outlined in the call for proposals. No additional mandatory template is prescribed at this stage.