



ADVANCING RESILIENT AND SUSTAINABLE COCONUT SUPPLY IN SOUTHEAST ASIA

Seventh Sustainable Coconut Roundtable

25 NOVEMBER 2022 | MAKATI CITY PHILIPPINES



AGENDA

08:30 Registration

09:00 Opening of Roundtable/Introduction



Christy Owen
Chief of Party
USAID Green Invest Asia

09:05 Opening Remarks



Domingo F. Panganiban
Senior Undersecretary
Department of Agriculture



Seng Bee Ng
Sustainable Multi-oils Manager
AAK



Brad Arsenault
Resilient Ecosystems Team Lead, Regional
Environment Office
USAID/Regional Development Mission for Asia



Cornelia Skokov
Chief Advisor, Coconut Alliance for Sustainable
Coconut Production in the Philippines
GIZ

09:20 **Presentation:** Update on the Formalization of the Sustainable Coconut Roundtable Platform

Update signatory members with the progress of developing a defined system to support sustainable coconut sourcing



Nicolas Ronderos
Manager Collaborations
BSR



Gregory Bardies
Executive Director
Sustainable Coconut Platform

09:40 Q&A

09:50

Presentation: Advancing Coconut Sustainability in the Philippines

Brief overview of coconut production in the Philippines and government policies and support for strengthening the sector



Bernie Ferrer Cruz
Administrator
Philippine Coconut Authority (PCA)



Carlos Penera
Consultant
Rainforest Alliance



Daryll Delgado
Senior Director, Research and Stakeholder Engagement
Verite Southeast Asia (VSEA)



Moderator:
Kerstin Linne
Green Line Consulting

10:20

Q&A

10:30

Networking and Coffee break

11:00

From the Farm: Farmer perspective on Intercropping, Diversification, and Regenerative Practices on Coconut Farms



Leonardo Aquino
Chairperson
Small Coconut Farmers Organization - Alabel



Jesus Dignadice
Owner
JDE Farm



Victoria Motril
Owner
V. Motril Farms



Moderator:
Kerstin Linne
Green Line Consulting

11:30

Q&A

11:40

Networking and Lunch break

13:15 **Presentation:** Sustainability in Action: Pre-competitive Collaboration on Sustainable Coconut in the Philippines – Public Private Partnership



Matthias Radek, Advisor
Competence Center Food Security and Rural Development
GIZ Germany

13:30 Q&A

13:40 Transition to breakout groups

13:50 **Group discussions:** on topics for impact programs and/or working groups for the Sustainable Coconut Platform

Group discussions on topics for impact programs and/or working groups for the Sustainable Coconut Platform

15:30 Networking and Coffee break

15:50 Transition back to plenary

16:00 Reports from the breakout groups

16:45 Closing



Moderator:
Christy Owen
Chief of Party
USAID Green Invest Asia

17:00 Network and cocktail reception co-hosted by AAK

OPENING REMARKS





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Mission for Asia



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Chief Advisor, Coconut Alliance
for Sustainable Coconut
Production in the Philippines
GIZ



UPDATE ON THE FORMALIZATION OF THE SUSTAINABLE COCONUT ROUNDTABLE PLATFORM





Nicolas Ronderos
Manager Collaborations
BSR



Gregory Bardies
Executive Director
Sustainable Coconut Platform



Sustainable Coconut Platform

BSR | RT Presentation

November 25th, 2022



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Why a Sustainable Coconut Platform?

BSR appointed as secretariat...

BSR focuses on voluntary efforts that engage multiple participants from the private sector in non-commercial, precompetitive collaboration.

Collaborative initiatives require participants to:

- Work together to achieve a common purpose and/or specific outputs;
- Share risks, responsibilities, resources, and benefits; and
- Adhere to a process for decision-making and action, including shared rules, norms, and structures.



Platform Structure

COCONUT PLATFORM

A FORMAL "INDUSTRY LED" INTERNATIONAL INITIATIVE THAT SPECIALIZES IN COCONUT SUSTAINABILITY

Steering Committee (term June 2023)



Current membership - Coconut charter signatories

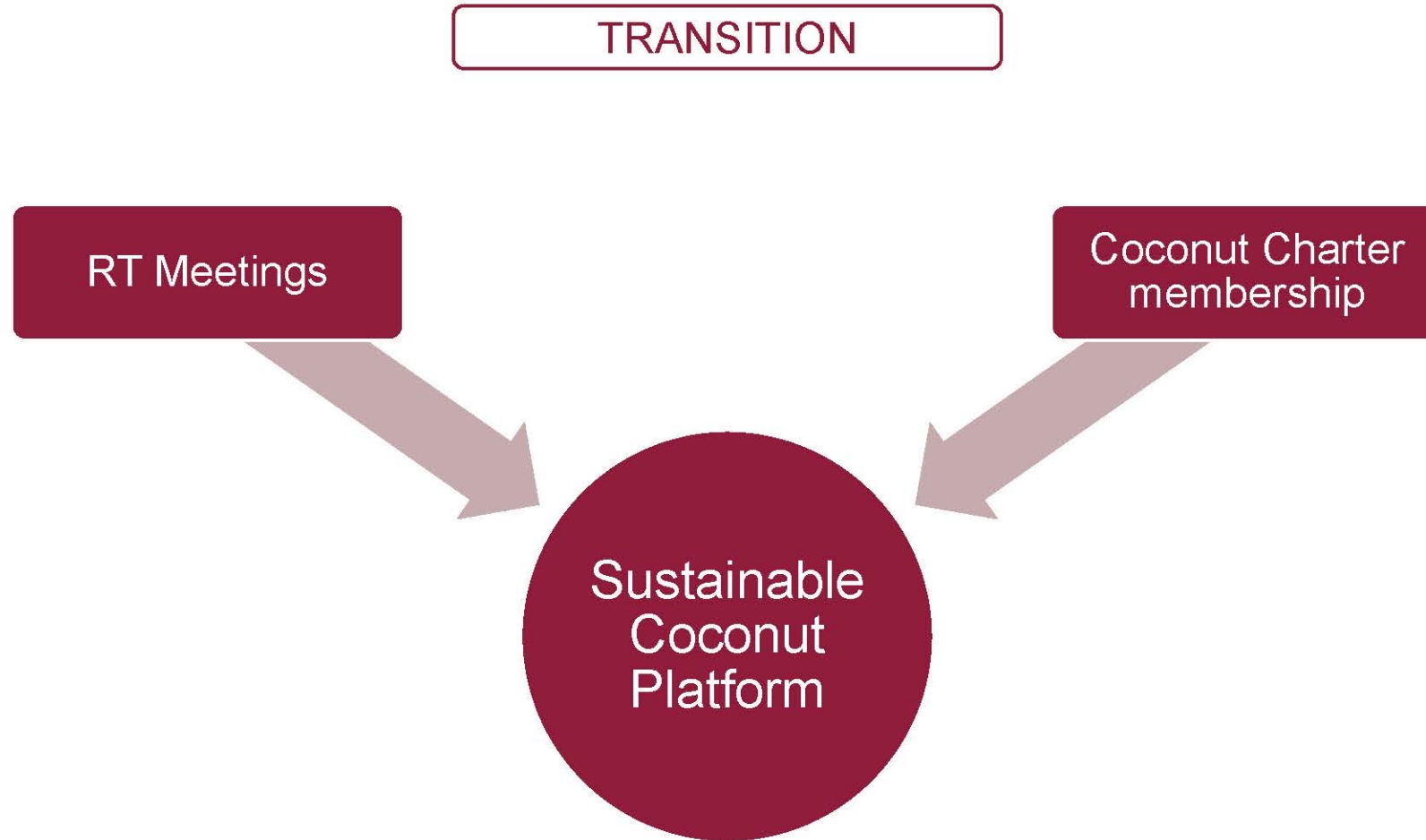


Core secretariat team



From a meeting series with a charter to an impact organization...

A more impact driven structure



Vision

“A responsible and resilient coconut sector that drives positive impact for farmers’ livelihoods, the climate and the environment.”

Mission

“To catalyze responsible coconut production and market transformation at scale by establishing industry-wide best practices and impact programs“

Our work is guided by tangible outcomes...



Outcome 1

- ▶ **Active stakeholder cooperation under the roof of the coconut charter**

Outcome 2

- ▶ **Coconut supply chain actors have means and access to achieve sustainable social and environmental outcomes**

Outcome 3

- ▶ **A framework for sustainable coconut is adopted and respected in the market**

Outcome 4

- ▶ **Awareness on sustainable coconut production is increased**

Scope of work for members

ENABLER PROJECTS WORKSTREAM

Key structural endeavors to build a strong secretariat and organization.

These projects are essential to go from phase 1 to phase 2

SUPPLY CHAIN TRANSFORMATION WORKSTREAM

Provides actionable business solutions for companies to accelerate value chain and system transformation. Gives access to series of tools developed collaboratively, with dedicated support

KNOWLEDGE AND ADVOCACY WORKSTREAM

Provides knowledge and insights into the impacts of the platform and progress against the theory of change, fill knowledge gaps and capture lessons learned, amplify the platform's work and programs to build wider engagement, involvement, and commitments

IMPACT WORKSTREAM

Developing and enabling collaborative projects that aims to drive impact in production landscapes towards the outcomes of the coconut charter.





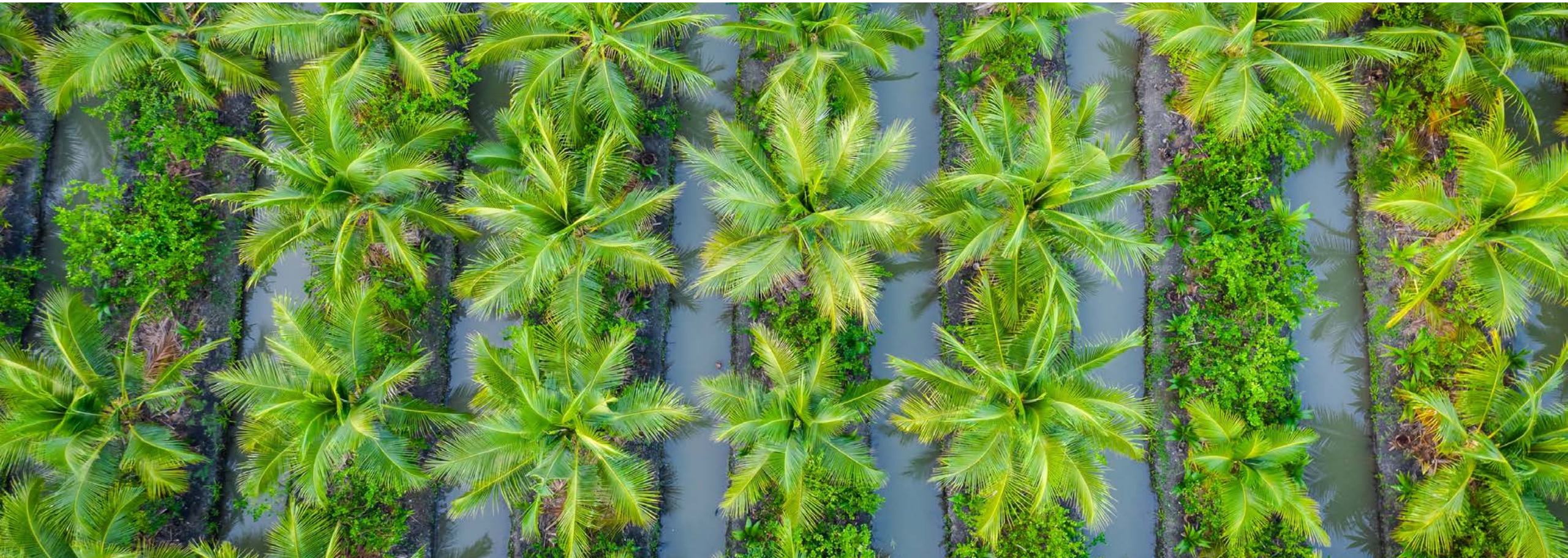
LAUNCH of the organization Early 2023

NEXT Roundtables:

A Virtual RT 1st half of 2023 (launch)

Physical RT 2nd half

Q&A



ADVANCING COCONUT SUSTAINABILITY IN THE PHILIPPINES





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Moderator:
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Green Line Consulting



Advancing Coconut Sustainability in the Philippines



Philippine Coconut Industry in Figures



3.64 million hectares land area
(27% of the agricultural land area)



346 million coconut trees



14.71 million MT nuts
produced (2021)



3.5 million PCA-registered farmers
Majority (79%) of the landholders owns ≤ 2 hectares



Around 37% contribution to total Agricultural Export

4.6% contribution to Gross Value Added (GVA)

2.4 Billion US\$ FOB average export earnings
(2021)

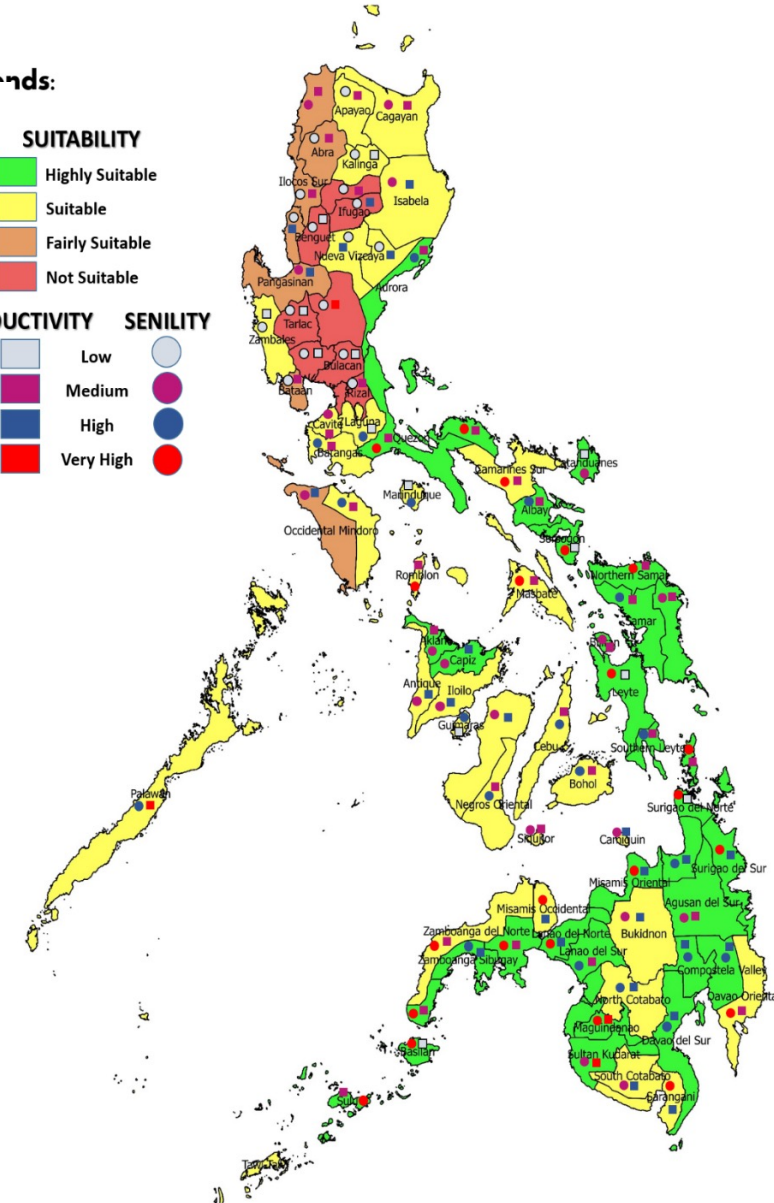
Legends:

SUITABILITY

- Highly Suitable
- Suitable
- Fairly Suitable
- Not Suitable

PRODUCTIVITY SENILITY

- Low
- Medium
- High
- Very High



Challenges in the Industry

- ❖ **Small, fragmented farms with ageing plantations**
- ❖ **Over 80% of coconut farms are monocropped**
- ❖ **51% of the farmers are landless tenants/workers**
- ❖ **Inadequately fertilized and rainfed farms**
- ❖ **Climate-related risks and hazards**
- ❖ **Farmers have limited access to financing and training**
- ❖ **Majority of farmers are unorganized**
- ❖ **Limited value adding activities on coconut**

COMPONENTS OF THE INTEGRATED COCONUT FARM DEVELOPMENT PROGRAM

Planting of Hybrids in Suitable Growing Areas



Establishment of Seedfarms



Planting of OPVs in Suitable Growing Areas



Integrated Pest Management



Provision of Fertilizer



Research & Development



Coconut Processing/ Enterprises



Intercropping/ Livestock Assistance

TRADE AND MARKET DEVELOPMENT

COCONUT FARMERS AND INDUSTRY DEVELOPMENT PLAN

NATIONAL PROGRAM COMPONENTS



1 Social Protection

- Health and Medical Program
- Crop Insurance
- Scholarship
- Training of Coconut Farmers and their Families



2 Coconut Farmers Organization and Development



3 Hybridization

- Operations
- Research



4 Community-Based Farm Enterprise Development: Farm Rehabilitation and Improvement

- Intercropping (Coffee and Cacao)
- Livestock and Poultry Integration (Native Animals)
- Dairy Integration



5 Integrated Coconut Processing and Downstream Products (Shared Facilities)



6 Innovative Research Projects and their Practical Application on Coconut Processing, Production, and Distribution



7 Support Services

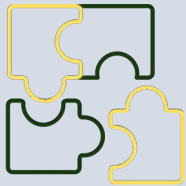
- Credit
- Research, Marketing and Market Promotion
- Infrastructure
- Policies and Regulation

Sustainability Initiatives



RA 11524 or Coconut Farmer and Industry Trust Fund Act

Existing coconut productivity programs



Partnerships and collaboration



Sustainability Certification Program



Coconut Sustainability projects in partnership with GIZ, other Government agencies, Private Sector (Germany and Philippines), Local Government Units and Others

Project Title	Brief Description	Project Areas	Project Year
Sustainable Certified Coconut Oil Production (SCNO) Project	Instrumental in increasing the income and the economic self-sufficiency of coconut farmers from the provinces of Southern Leyte, South Cotabato, and Sarangani by establishing a model of a socially and ecologically responsible sourcing of coconuts.	Philippines: Region VIII – Southern Leyte Region XII – South Cotabato and Sarangani Indonesia: Amurang, North Sulawesi	November 2015 to October 2019
Sustainable Development and Good Agricultural Practices in the Philippine Coconut Supply Chain (SDGCoco) Project.	The project is aimed at improving the overall farm productivity of 500 smallholder coconut farmers at the first level of coconut supply chain in the provinces of Laguna, Quezon and Camarines Norte.	Region IV-A – Laguna and Quezon Region V – Camarines Norte	March 2022 to March 2024
Sustainable Coconut Production in the Philippines (Coconut Alliance)	The project targets to improve the productivity and the sustainability coconut production in key project areas in the Philippines using LandScale as the framework in assessment.	Region XII – Sarangani and South Cotabato Region IV – Palawan	2022 - 2025



A secure and resilient coconut industry with empowered and prosperous coconut farmers



How Rainforest Alliance supports a more sustainable coconut oil sector

7th Coconut Round Table, The Peninsula Manila, Makati City

People and Nature thrive in Harmony



Rainforest Alliance Certification: Supporting Farmers, Protecting Habitats, Creating Opportunity



Rainforest Alliance certified coconut oil provides benefits to producers, communities and habitats...

...but also to suppliers, retailers and consumers

- ✓ Provides an internationally credible definition of sustainable agricultural production.
- ✓ Tells consumers that a product has been produced in accordance with a standard of best practice endorsed by a trusted third party.
- ✓ Provides assurance of traceability from the product to a Rainforest Alliance Certified farm.
- ✓ Due diligence: Helps to identify and **mitigate** the risk of bad socio-economic and environmental practices **on farms.**

What is LANDSCALE



Assessment Framework

Conduct an assessment using the holistic framework and guidance on the online platform.



Validation Mechanism

Gain more confidence in your insights through local review and LandScale validation.



Online Platform

Share your results on the public-facing side of platform and make credible claims.



Assessment framework pillars

Ecosystems



Human Well-Being



Governance



Production



Steering Group



Foundational Partners



Solidaridad



CORPORATE ADVISORY + TAILORED PROGRAMMES

1. Country risk assessment

Inform Due Diligence

2. Risk assessment at source

Use ArcGIS to assess deforestation and biodiversity risks

3. Traceability

Mapping coconut supply chains

Engaging suppliers, advising sourcing practices

4. Tailored programmes

Addressing specific risks and impacts

Contacts:

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chornikel@ra.org

LandScale:

Laura Flowrensia, Sr. Program Officer
LandScale-Asia,
lflowrensia@ra.org

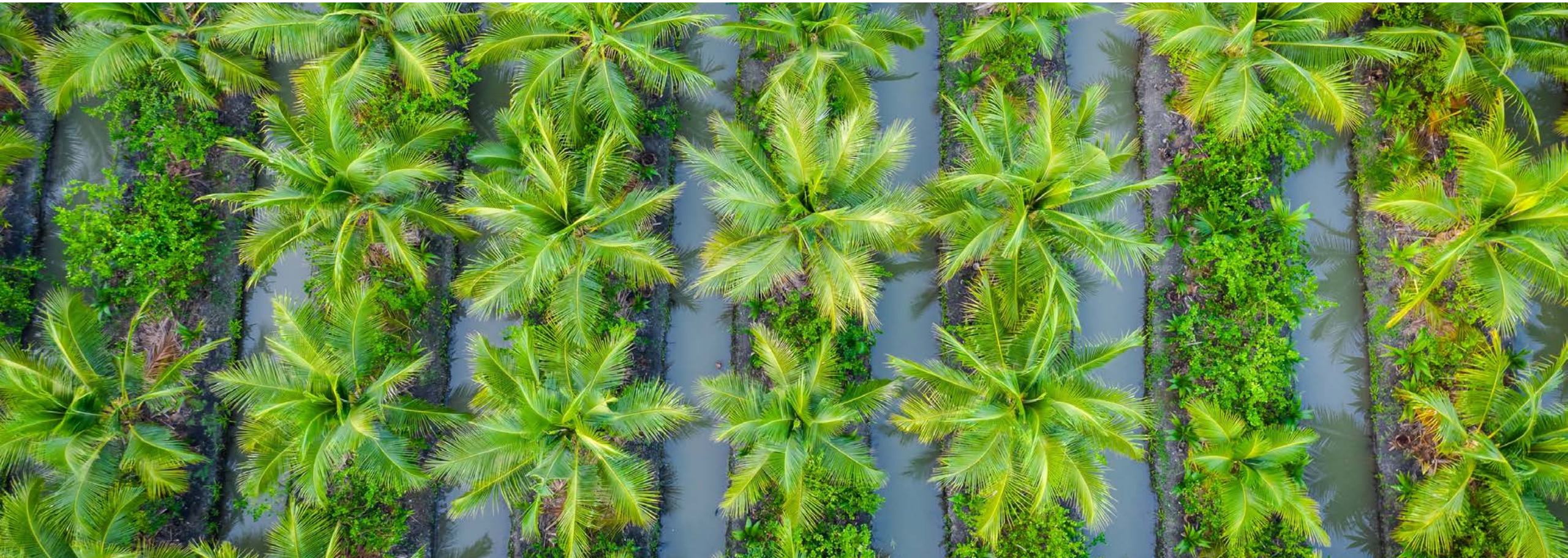
rainforest-alliance.org

Corporate Advisory Services:
corporateadvisory@ra.org



**RAINFOREST
ALLIANCE**

Q&A



FARMER PERSPECTIVE ON INTERCROPPING, DIVERSIFICATION, AND REGENERATIVE PRACTICES ON COCONUT FARMS





Leonardo Aquino
Chairperson
Small Coconut Farmers Organization - Alabel



Jesus Dignadice
Owner
JDE Farm



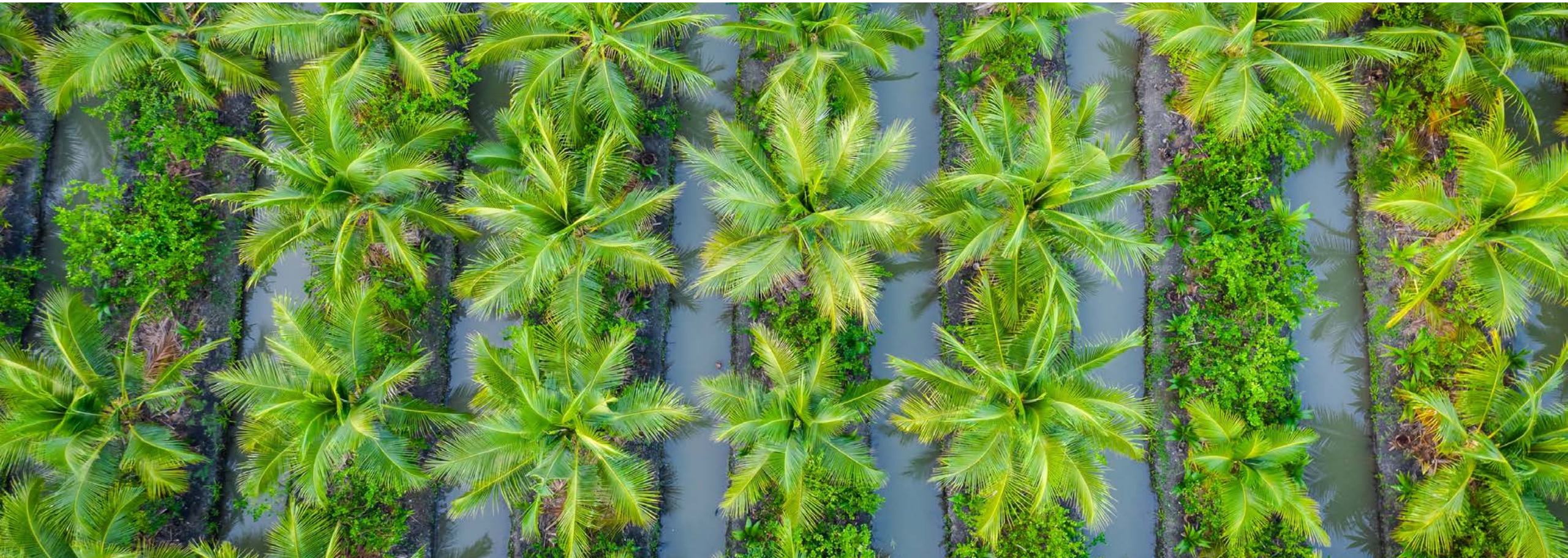
Victoria Motril
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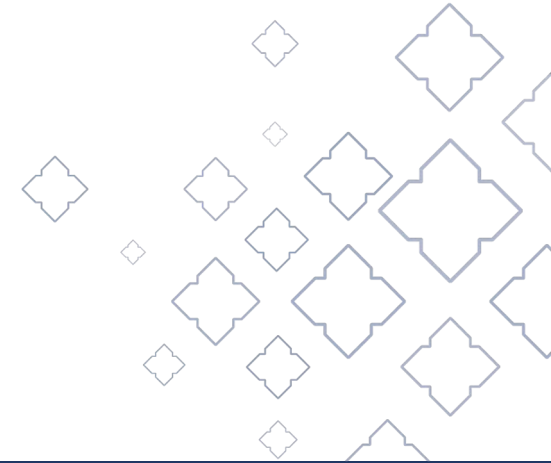


Moderator:
Kerstin Linne
Green Line Consulting



Q&A





USAID GREEN INVEST ASIA ◆

OPEN SPACE: GUIDANCE FOR GROUP DISCUSSIONS

Presented by: **Christy Owen**, Chief of Party
cowen@pactworld.org

“MINI” OPEN SPACE

Objective of the afternoon session is to provide “open space” for participants to discuss how to achieve sustainability in the coconut sector through potential collaborative impact projects

Open Space has **Four Rules and One Law** (the Law of Two Feet)

The Four Rules state:

1. Whoever come are the right people
2. Whatever happens is the only thing that could have
3. Whenever it starts is the right time
4. When it's over, it's over

The Law of Two Feet states that:

“If, during the course of the gathering, any person finds themselves in a situation where they are neither learning nor contributing, they can go to some more productive place.”

GUIDANCE FOR SETTING THE AGENDA

You in the room will determine the agenda for the afternoon.

Propose a question to be explored that ties to sustainability in the coconut sector

- Host that discussion
- Record the conversation yourself or arrange someone else to do it
- Write your name on the sheet
- Post the question on the idea marketplace.

Then the following needs to happen:

- Ten minutes of people proposing questions and sticking them up on the idea marketplace
- If more questions than slots available, will put those on similar topics together
- After Matthias, each session host give one minute overview of question
- People then go to the space where the question is being hosted and the discussions begin
- Take notes and determine who will share discussion with larger group

STRUCTURE OF DISCUSSION

Within each session:

- Identify note taker
- Record who is participating
- Try to answer the following questions:
 - What is the sustainability challenge that is being addressed?
 - What are potential barriers to success?
 - What is the desired result/outcome?
 - What type(s) of activities can be done collaboratively to achieve the desired result?
 - What skills, partners are needed?
 - What resources and timeline/next steps?

Coffee Break is “carry out” from **3:30 to 3:50**

Reconvene to plenary by 4:00 for report outs

**SUSTAINABILITY IN ACTION: PRE-COMPETITIVE
COLLABORATION ON SUSTAINABLE COCONUT IN
THE PHILIPPINES – PUBLIC PRIVATE PARTNERSHIP**





Matthias Radek, Advisor

Competence Center Food Security and Rural Development

GIZ Germany





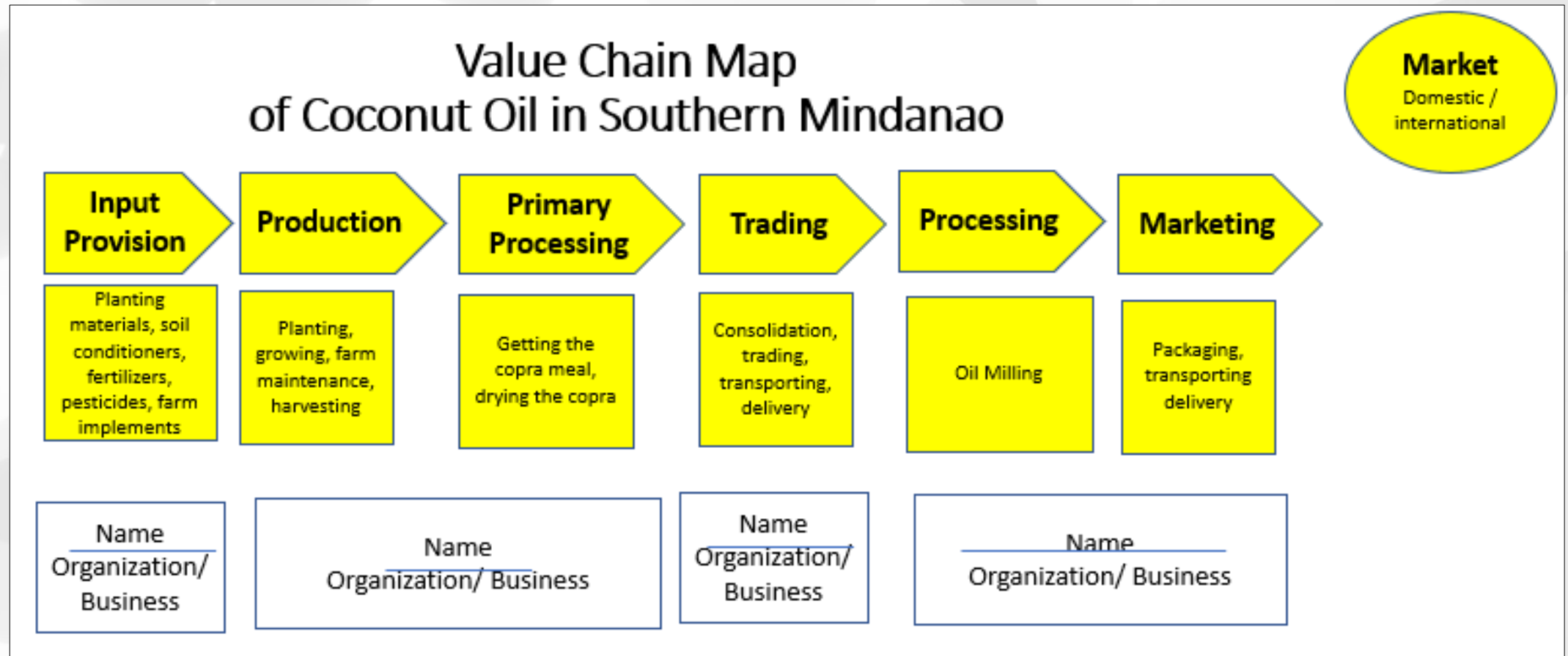
Sustainability in Action: Pre-competitive Collaboration on Sustainable Coconut in the Philippines – Public Private Partnerships

7th Sustainable Coconut Roundtable – Manila, November 25 , 2022

Matthias Radek, Advisor Competence Center Rural Development and Food Security, GIZ



Complexity in the value chain...



Coconut Alliance

*Towards a sustainable coconut (oil) production at scale -
Supporting sector transformation in the Philippines*



Implemented by



Funding programme



In Cooperation with



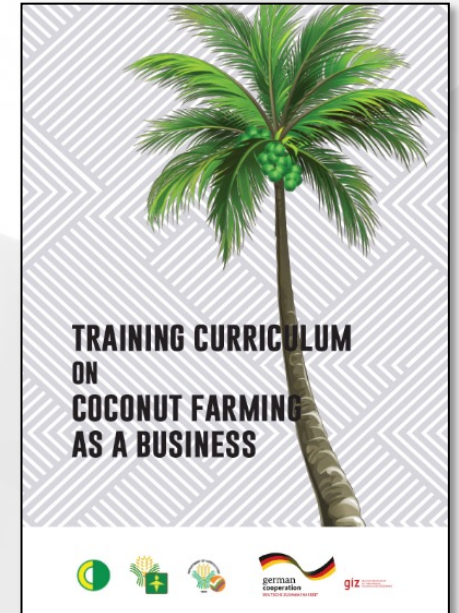
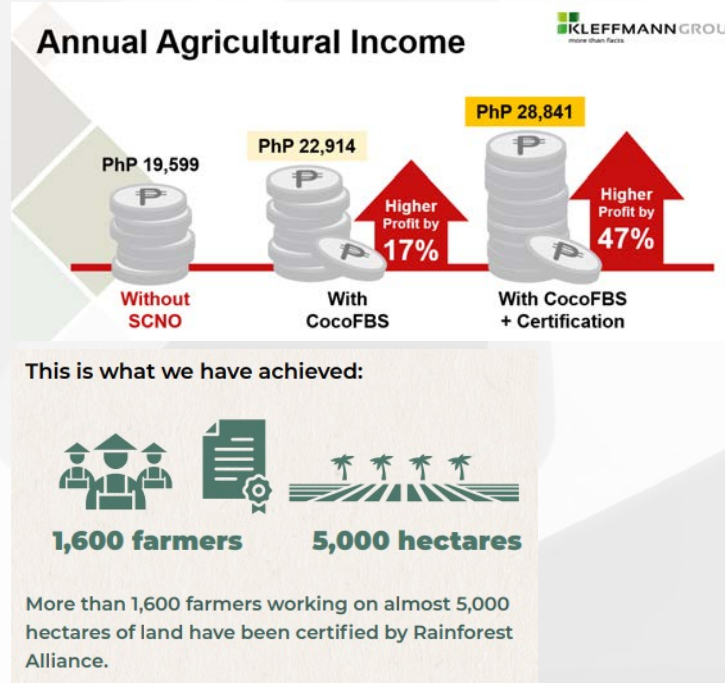
Coconut Alliance – thematic areas in a nutshell

- 1 Assessing sustainability
- 2 Farmer trainings + enhance sustainability in the project regions
- 3 Transparency in the supply chain
- 4 Sector dialogue



It can work...

Sustainable Certified Coconut Oil Production (SCNO) – 2015 - 2019



But more needs to be done...



Potential Topics:

- Productivity and incomes of producers
- Capacity development for farmers
- Transparency in supply chains / Traceability+interoperability of digital traceability systems
- ‚Rejuvenation‘ of plantations and replanting
- Sustainability assessments
- Child labour matters
- Carbon assessments in the VC
- Coconut by-products
- Copra quality....



Joint approaches can create sector-wide impact and be more cost-efficient

We can do more ...



SUSTAINABLE Coconut &
Coconut Oil Roundtable

... and the platform is here...

Thank you!



- **Matthias Radek**
- Advisor
- Competence Center Rural Development and Food Security,
- GIZ, Eschborn, Germany

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- E matthias.radek@giz.de

If you want to learn more about our PPP projects in agriculture – visit us here:
<https://snrd-asia.org/wp-content/uploads/2022/06/Sustainable-Agriculture-in-Asia.pdf>

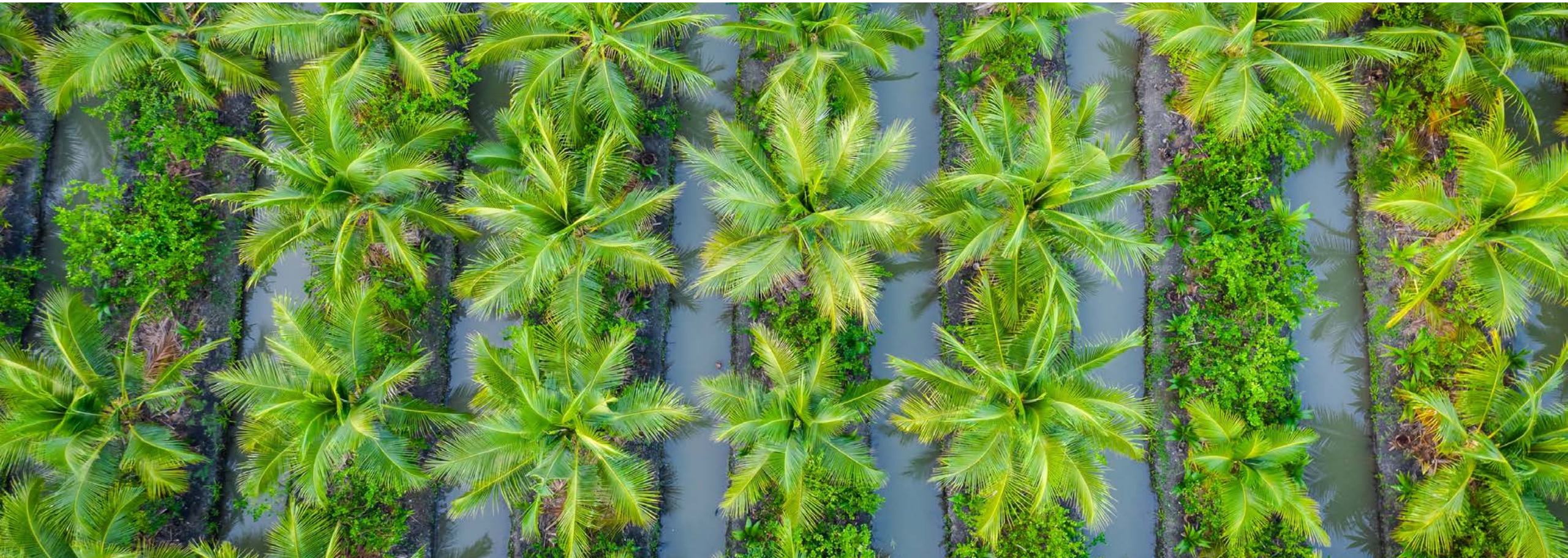


www.giz.de



https://twitter.com/giz_gmbh

Q&A



TRANSITION TO THE BREAKOUT GROUPS



TRANSITION TO THE BREAKOUT GROUPS

GROUP NO.	TOPICS	LOCATIONS
1	TRACEBILITY	CONSERVATORY ROOM
2	PRODUCTIVITY	CONSERVATORY ROOM
3	INCOME/ LIVELIHOOD	CONSERVATORY ROOM
4	REGENERATION/ YOUTH	CONSERVATORY ROOM
5	ACCESS TO CAPITAL	CONSERVATORY ROOM
6	SOURCING	JOAQUIN ROOM
7	CLIMATE CHANGE	PL LIM ROOM
8	PRICING	JOAQUIN ROOM

REPORTS FROM THE BREAKOUT GROUPS



REPORTS FROM THE BREAKOUT GROUPS



GROUP #1 TRACEABILITY

Addressing Productivity



Team Members

JL	ATI-12
Abdul	ATI-12
Victoria	Vmotril Farms
Tes	DBC.COM
Steve	Raco Commodity Phils, Inc.
Japhet	New Asia Oil, Inc.
Edgar	Farmer, Davao City
Christian	Lionheart Farms
William	New Canopy Ventures
Risto	Louis Dreyfus Company
Eka	Louis Dreyfus Company
Ken	Millenium Specialty Coco Products, Inc.
Gilbert	D&L Industries, Inc.



1. What is the sustainability challenge that is being addressed?

- a. Achieving the balance of social, environmental, governmental and social issues
- b. Achieving economies of scale
- c. Changing the underlying dynamics of coconut production
- d. Producing of high-quality copra product



2. What are the potential barriers to success?

- a. Mindset of coconut farmers
- b. Access to good cultivars and quality seedlings
- c. Intercropping take a while
- d. Traditional practices of coconut farmers



3. What is the desired result/outcomes?

- a. Development of model farms that showcases high level of farm productivity with good agricultural practices
- b. Agriculture-related trainings/activities for younger generations
- c. Inclusion of agriculture subjects in the curriculum of primary and secondary schools



4. What types of activities can be done collaboratively to achieve the desired result?

- a. Evaluation and establishment of potential CocoModel Farms
- b. On-site learning of Coconut Farmers on Model Farms
- c. Forging Stronger public-private partnership



5. What skills/partners are needed?

- a. Coconut Farmers
- b. Learning Site for Agriculture/Farm Schools
- c. Cooperatives
- d. National Government Agencies
- e. Private Companies and Institutions



6. What are the resources needed?

- a. Financial support to Coconut Trust Fund
- b. Soil testing and access to fertilizers and leaf analysis
- c. Proactive project implementers and partners



7. Timeline?


As soon as possible.



**THANK
YOU!**



REPORTS FROM THE BREAKOUT GROUPS



GROUP #2 PRODUCTIVITY

1. Sustainability topic

- **TRACEABILITY** – for social and environmental risk assessments
- Needs a common definition and purpose

2. Barriers to success

- Data protection, competition (buying direct), legal implications (NDAs), purpose (needing alignment), cost, standardization and data agreement

3. Desired result and outcome

- A digital system for traceability and transparency across the value chain (with incentives, NOT sanctions)

4. Activities

- Universal mill list, seeking partners for tools and systems, Tier 1 level traceability exercise

5. Skills and partners

- Digital partner, local governments, every member of the value chain

6. Resources, timelines and next steps

- Funding for a pilot, small working group and a meeting with private and public partners

REPORTS FROM THE BREAKOUT GROUPS



GROUP #3

INCOME/ LIVELIHOOD

REPORTS FROM THE BREAKOUT GROUPS



GROUP #4 REGENERATION/ YOUTH

REPORTS FROM THE BREAKOUT GROUPS



GROUP #5

ACCESS TO CAPITAL

REPORTS FROM THE BREAKOUT GROUPS



GROUP #6 SOURCING

REPORTS FROM THE BREAKOUT GROUPS



GROUP #7 CLIMATE CHANGE

REPORTS FROM THE BREAKOUT GROUPS



GROUP #8 PRICING



Christy Owen
Chief of Party
USAID Green Invest Asia



NETWORK AND COCKTAIL RECEPTION

co-hosted by AAK





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Event and Program Officer