Unpacking collaboration: fostering improvement for smallholder farmers

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The challenges
The ‘asks’

PRICE
INPUTS
MARKET ACCESS
SIMPLIFIED PROCESSES
PRACTICAL INFO & TRAINING
HIGHER HOUSEHOLD INCOMES
RESILIENT FARMING BUSINESSES

To achieve...
There is no silver bullet. Collaboration is key.
On Slido, answer the question: “When collaborating with other actors to drive improvements for smallholders, what is important to consider, or do, to make the collaboration work?” (you can provide multiple answers)

This poll will continue to run over the course of the panel discussion and we encourage you to continue contributing answers whilst listening to the experiences of the panellists.
The Collaboration

BONSUCRO: *Countries Acceleration Plans and the Smallholder Standard Development*

- **Problem Statement this addresses:** Bringing together peers to reflect on how to create synergies to work alongside the standards and scaling-up sustainability achievements.

- **Who is involved:** Sugarcane farmers, workers, mills, enablers and end-users members and non-members of Bonsucro.

- **What each partner brings and gets from the collaboration:** Access to field data on social, environmental and agricultural issues, knowledge, IT tools and financial resources.

- **How this addresses the problem:** Create dialogue and common goals, accelerating the development outside of the premises of a single mills. Creates a robust structure around the implementation of the smallholder standard.
Main Challenges and Benefits

**BONSUCRO: Countries Acceleration Plans and the Smallholder Standard Development**

› **What are some of the benefits?**
Better use of our limited resources, Technical weeks, foster large scale sharing and increased resilience + higher efficiency levels.

› **What were critical success factors?**
Resource mobilisation end users to mills and to smallholders. Trust, mindset changes and smooth communication channels between concerned parties.

› **What are the lessons learned?**
Plans subject to customisations depending on each country context. Key role of Bonsucro as neutral convener and adapted tools to reality.
The Collaboration

The Rainforest Alliance: Fundasistemas in Guatemala

- **Problem Statement this addresses:** make remote farmer groups stronger in business management.

- **Who is involved:** The Rainforest Alliance joining forces with UTZ, Fundasistemas, 35 technicians and farmer groups in Guatemala.

- **What each partner brings and gets from the collaboration:** A proven training method on business skills and governance; financial resources; scalability and the ability to reach remote farmers in their local language.

- **How this addresses the problem:** Tailored training on good governance and business management systems brings farmer groups a better position in the supply chain and more opportunities as entrepreneurs.
Main Challenges and Benefits

The Rainforest Alliance: Fundasistemas in Guatemala

› What are some of the benefits for smallholders?
   › Access to business and management knowledge
   › Tailored assistance on inclusive group management

› What were critical success factors?
   › Long-standing experience of Fundasistemas
   › Not a blueprint, but more tailored approach in local language
   › Scalability through train the trainers of technicians

› What are the lessons learned?
   › A good situational analysis benefits the groups most
   › The approach requires a behavioural change for both groups and technicians.
The Living Income Community of Practice

Foster collaboration and support organisations in their journey towards improving smallholder incomes, and enabling farmers to achieve a decent standard of living.

- Provide guidance on metrics and measurement
- Understand the gap between actual and living income
- Identify and discuss strategies to close the income gap
- Facilitate learning across sectors and helping organisations realise SDG commitments
- Strengthen this open community of practice
  Sharing information about the efforts of different actors in this space

Learn more: www.living-income.com