



ASEAN LEARNING SERIES AND POLICY ENGAGEMENT ON AGRICULTURAL COOPERATIVES

Inclusive Agricultural Value Chain for Coffee

Yogyakarta, 19 – 21 July 2017

READING MATERIAL

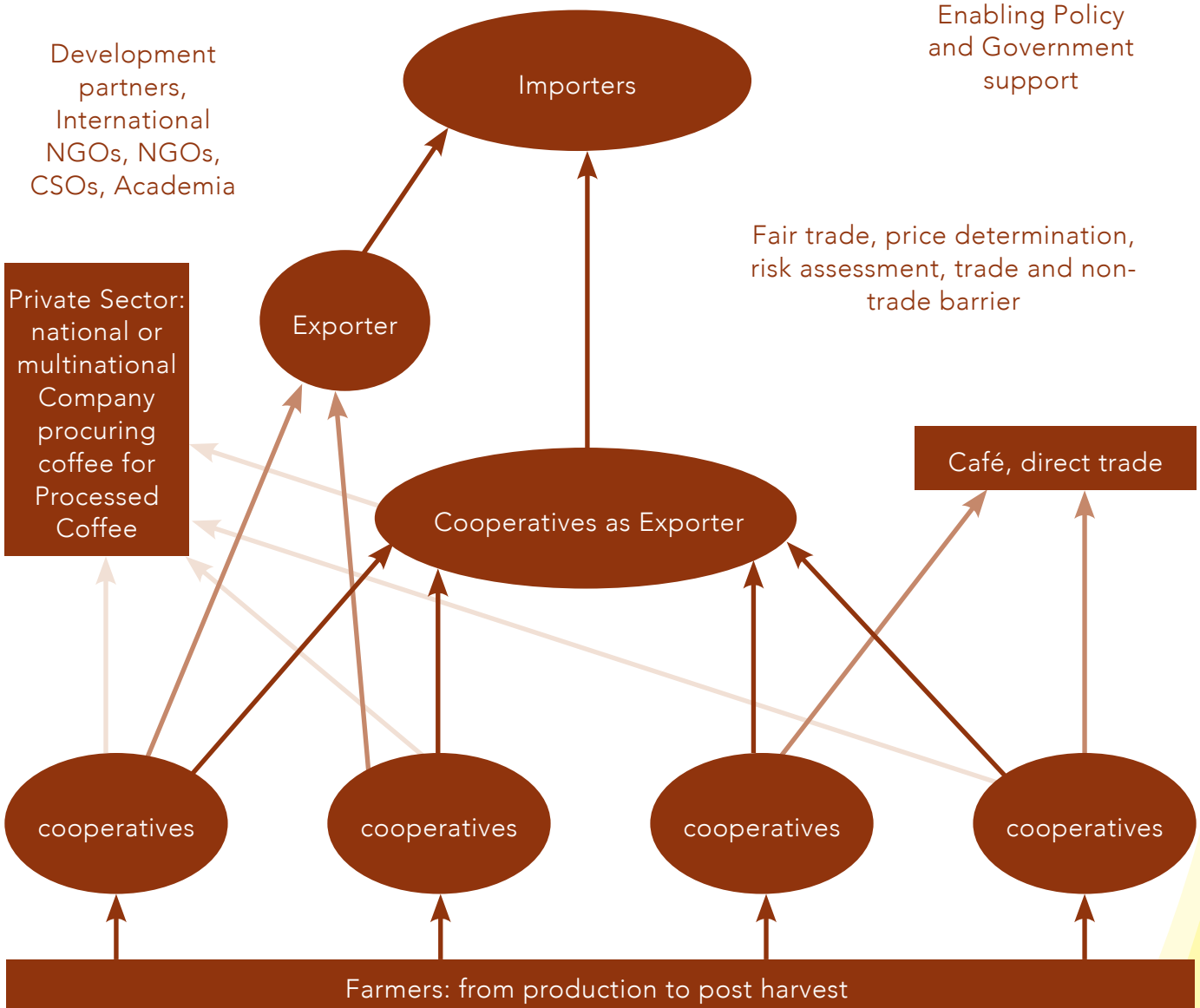


ASEAN
Farmers'
Organisation
Support
Programme

Contents

ALSPEAC 2017: Common Vision for Collective Marketing in ASEAN Coffee Value Chain	3
List of Abreviation	4
1. Foreword ASEAN FOUNDATION	5
2. Agricultural Cooperative to support the ASEAN ECONOMIC COMMUNITY	6
3. AFOSP and MTCP 2	18
4. Inclusive Agricultural Value Chain for Coffee	28
5. Tentative Agenda	47
6. List of Participants by Country and Institution	49
7. Knowledge Partners	54
8. Donors and Co-organisers	61
9. ORGANIZER : AFOSP	64

ALSPEAC 2017: Common Vision for Collective Marketing in ASEAN Coffee Value Chain



Profit



Risk

List of Abrrivation

ACBF	ASEAN Cooperative Business Forum
ACEDAC	ASEAN Centre for the Development of Agricultural Cooperative
AFA	Asian Farmers' Association for Sustainable Rural Development
AF	ASEAN Foundation
AFOSP	ASEAN Farmers' Organisations Support Programme
ALRAC	ASEAN Learning Route on Agricultural Cooperatives
ALSPEAC	ASEAN Learning Series and Policy Engagement on Agricultural Cooperatives
AMAF	ASEAN Ministers of Agriculture and Forestry
ASIADHRRA	Asia for the Development of Human Resources in Rural Areas
ASWGAC	ASEAN Sectoral Working Group on Agricultural Cooperatives
EU	European Union
FAF	Food, Agriculture and Forestry
FFP	Farmer Fighting Poverty
FO	Farmer Organisation
ICT	Information and Communication Technology
IFAD	International Fund for Agricultural Development
LVC	La Via Campesina
MASHP	Meeting on ASEAN Standards for Agricultural Produce
MTCP 2	Medium Term Cooperation Program Phase 2
NGO	Non Governmental Agency
SIDC	Sorosoro Ibaba Development Cooperative
SOM AMAF	Senior Official Meeting on ASEAN Ministers of Agriculture and Forestry
SPA	Strategic Plan Action

1. Foreword ASEAN Foundation



Now that ASEAN 2025 and ASEAN Vision on Food, Agriculture, and Forestry are in place, it is time to translate these policies into action for proper implementation. A dynamic partnership and efficient coordination between the stakeholders of is vital to the long-term development of sustainable, inclusive agriculture towards ASEAN 2025.

The ASEAN Foundation hopes to encourage and promote interpersonal interaction and close collaboration among relevant partners and policy-makers through the ASEAN Farmers' Organisation Support Programme.

To that end, the ASEAN Learning Series and Policy Engagement on Agricultural Cooperatives aims to synergise and complement the efforts to link relevant stakeholders into policy-making processes. Another key objective is to ensure that our key stakeholders, the agricultural cooperatives, are not only actively informed and updated, but also engaged in this process, to reinforce their commitments and safeguard their ownership.

On behalf of the ASEAN Foundation, I thank our distinguished ASWGAC representatives, farmers' organisations, private sectors, NGOs, and CSOs for their participation in the ASEAN Learning Series (ALSPEAC) Workshop. We are also grateful to the EU and the IFAD for their generous funding for the event. Finally, we acknowledge our knowledge partners AgriProFocus, Agriterra, OXFAM, SCOPI, and our development partners and the civil society organisations for their unflagging support for the ALSPEAC Workshop.

The next 3 days will be important to clarify and discuss many of the mentioned issues, within the framework of ASEAN and the global coffee value chains. I look forward to your active deliberation and fruitful outcomes of the workshop.

Elaine Tan
Executive Director,
Asean Foundation

2. Agricultural Cooperative to support the ASEAN ECONOMIC COMMUNITY

ASEAN Economic Community (AEC) is the realization of economic integration as espoused in the ASEAN 2025. This is based on a convergence of interest of ASEAN Member Countries to deepen and broaden economic integration through existing and initiatives with clear time lines. The AEC will establish ASEAN as a single market, making ASEAN more dynamic and competitive with new mechanisms and measures¹. In supporting the AEC, AFOSP bring attention to synchronized its activities as highlighted in ASEAN 2025 vision.

ASEAN 2025: in the next decade, ASEAN emphasis on the development and promotion of micro, small and medium enterprises (MSME) and its economic integration efforts. The AEC 2025 highlighted the visions to:

- Create integrated and cohesive ASEAN economy that support the economic growth
- Foster productivity that is designed for commercial application to increase ASEAN Competitive edge in moving the region up the global value chains (GVCs) into higher technology and knowledge-intensive manufacturing and services industries.

¹ Kotler, P. et al., 2015. Think New ASEAN! Rethinking Marketing Towards ASEAN Economic Community. McGrawHill.

The Characteristics and elements of AEC 2025:

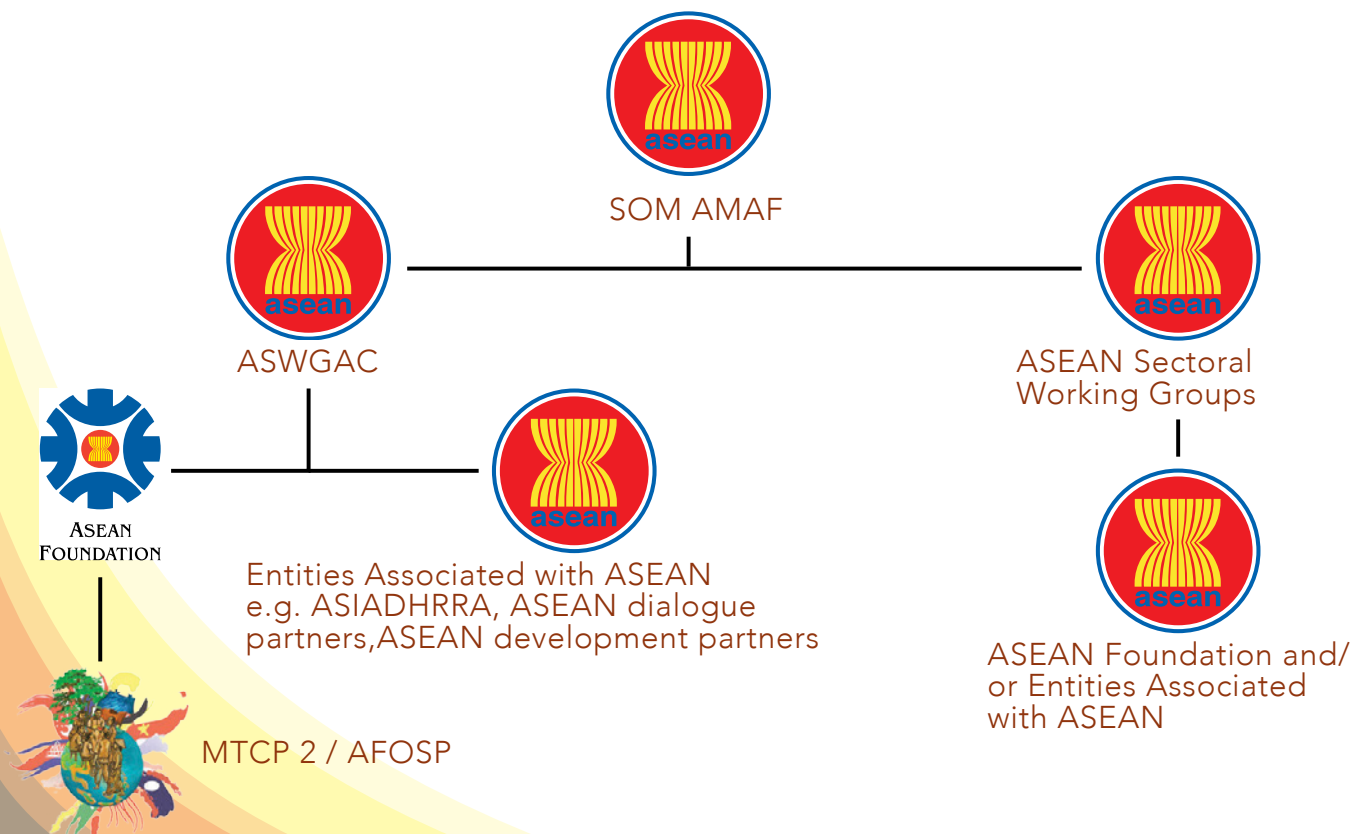
A. Highly Integrated and cohesive Economy	B. A competitive, Innovative and Dynamic ASEAN	C. Enhance Connectivity and Sectoral Cooperation	D. A resilient, inclusive, people oriented and people centred ASEAN	E. Global ASEAN
A1. Trade in goods	B1. Effective Competition Policy	C1. Transport	D1. Strengthening the role of MSME	
A2. Trade in services	B2. Consumer Protection	C2. Information and Communications technology	D2. Strengthening the role of private sector	
A3. Investment environment	B3. Strengthening Intellectual Property Rights Cooperation	C3. Energy	D3. Public Private Partnership	
A4. Financial integration, financial inclusion, and financial stability	B4. Productivity-driven growth, innovation, research and development and technology commercialisation	C4. Food, Agriculture, and Forestry	D4. Narrowing the Development gap	
A5. Facilitating movement of skilled labor and business visitors	B5. Taxation Cooperation	C5. Tourism	D5. Contribution of stakeholders on regional integration efforts	
A6. Enhancing participation in Global Value Chains	B6. Good governance	C6. Healthcare		
	B7. Effective, efficient, coherent and responsive regulations and good regulatory practice	C7. Minerals		
	B8. Sustainable Economic Development	C8. Science and Technology		
	B9. Global Megatrends and emerging trade related issues			

2.1. ASEAN Sectoral Working Group on Agricultural Cooperative (ASWGAC) and AFOSP

Under the AEC pillar, there are 14 ASEAN Sectoral Bodies, one is AMAF. Further, AMAF is supported by 14 Sectoral working groups. Agricultural Cooperatives is under the purview of Sectoral Working Group on Agricultural Cooperatives (ASWGAC). There is also one specific sectoral working group on the joint promotion of 11 commodities (coffee, carrageenan, cocoa, coconut, vegetable oil, forest product, tea, pepper, peas and beans, tapioca, and tuna). The Coordination under AMAF appears in page 7.

ASEAN Foundation supports the Secretary General of ASEAN and collaborate with ASWGAC to support ASEAN Economic Community Building by promoting greater awareness of the ASEAN identity, people-to-people interaction, and facilitate close coordination among the business actors, civil society, academia, and other stakeholders in ASEAN².

Coordination arrangement AFOSP to support ASWGAC is:



²The ASEAN Charter

The role of ASEAN Foundation (AF) in AFOSP is to bridge the communication and coordination not only between ASEAN Center for the Development of Agricultural Cooperative (ACEDAC) and ASEAN Sectoral Working Group on Agricultural Cooperative (ASWGAC) with Farmer Organisations but also with potential institutions, academia, and private sector. It is expected that the coordination among multi-stakeholder will bring benefit to agricultural cooperatives, farmers and their households, and improved livelihoods in rural areas.

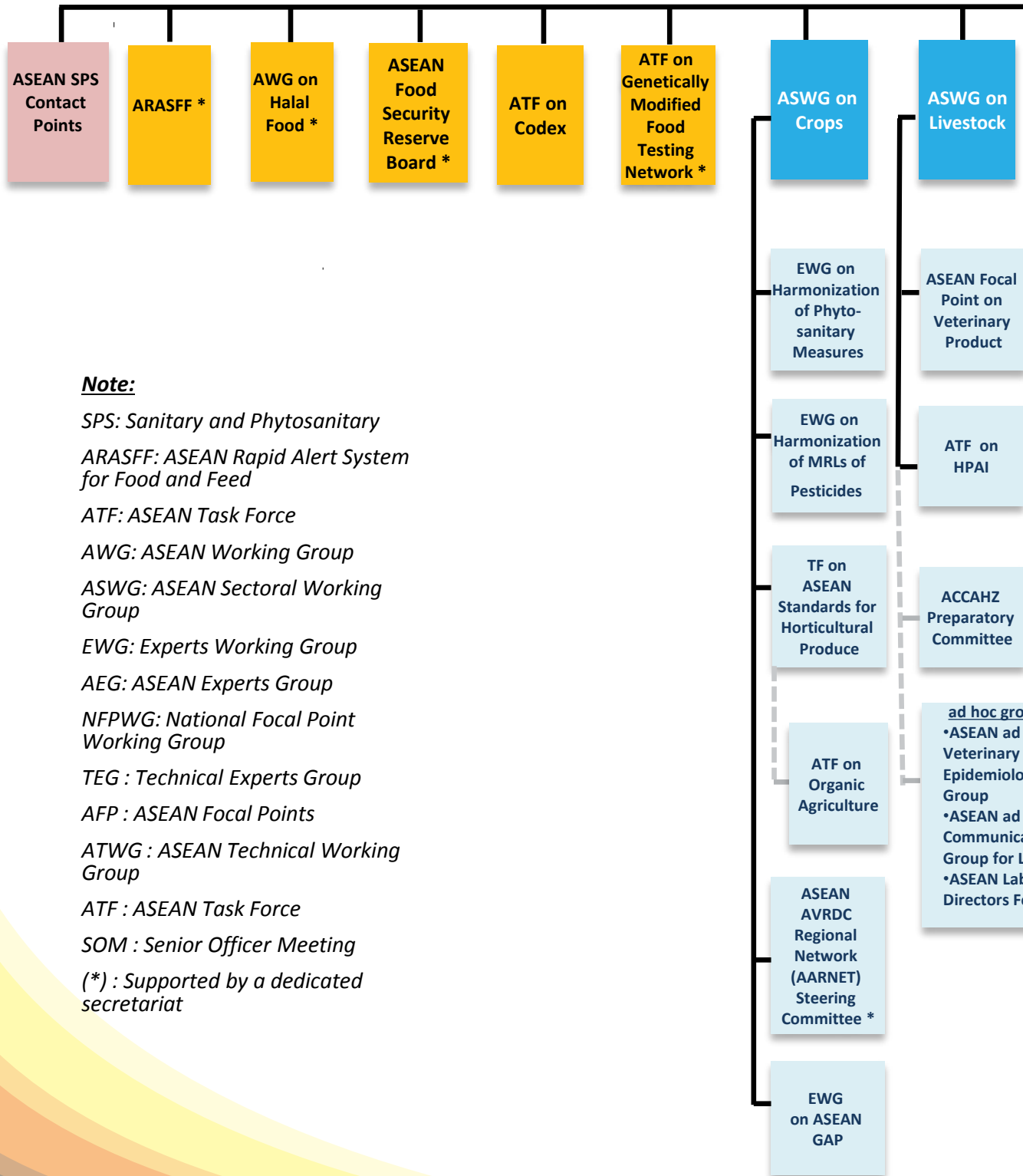
The coordination among multi player shall support the Vision of ASEAN Cooperation on Food, Agriculture, and Forestry (2016 – 2025) in particular to assist vulnerable small producers and SMEs to improve productivity and product quality, thus they can meet global market standards.



Photo credit : Ngrancah Coffee Plantation, Magelang

Structure of ASEAN Cooperation

ASEAN Ministers of Agriculture



Note:

SPS: Sanitary and Phytosanitary

ARASFF: ASEAN Rapid Alert System for Food and Feed

ATF: ASEAN Task Force

AWG: ASEAN Working Group

ASWG: ASEAN Sectoral Working Group

EWG: Experts Working Group

AEG: ASEAN Experts Group

NFPWG: National Focal Point Working Group

TEG : Technical Experts Group

AFP : ASEAN Focal Points

ATWG : ASEAN Technical Working Group

ATF : ASEAN Task Force

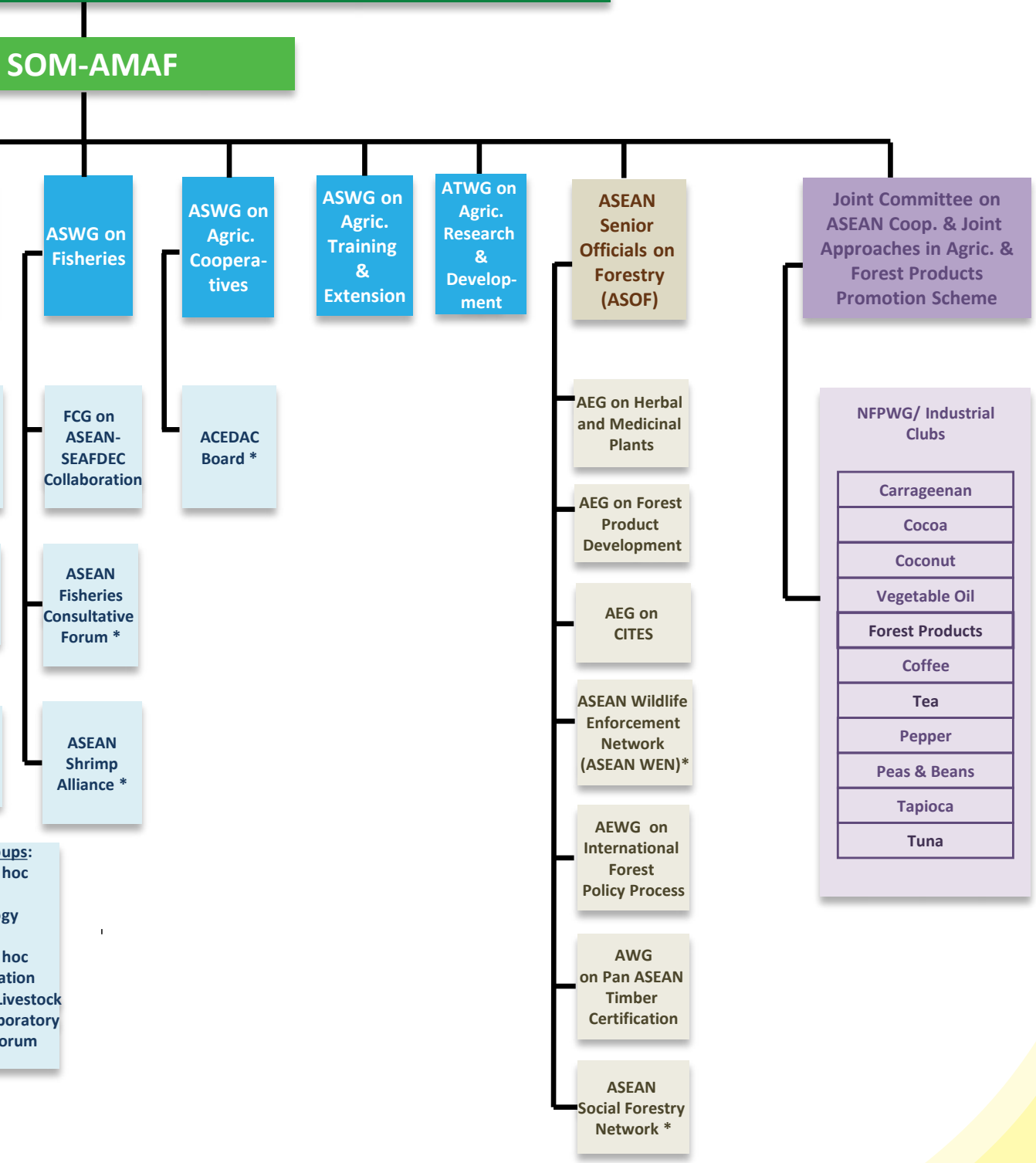
SOM : Senior Officer Meeting

() : Supported by a dedicated secretariat*

in Food, Agriculture and Forestry

Agriculture and Forestry (AMAF)

As of 19 February 2014

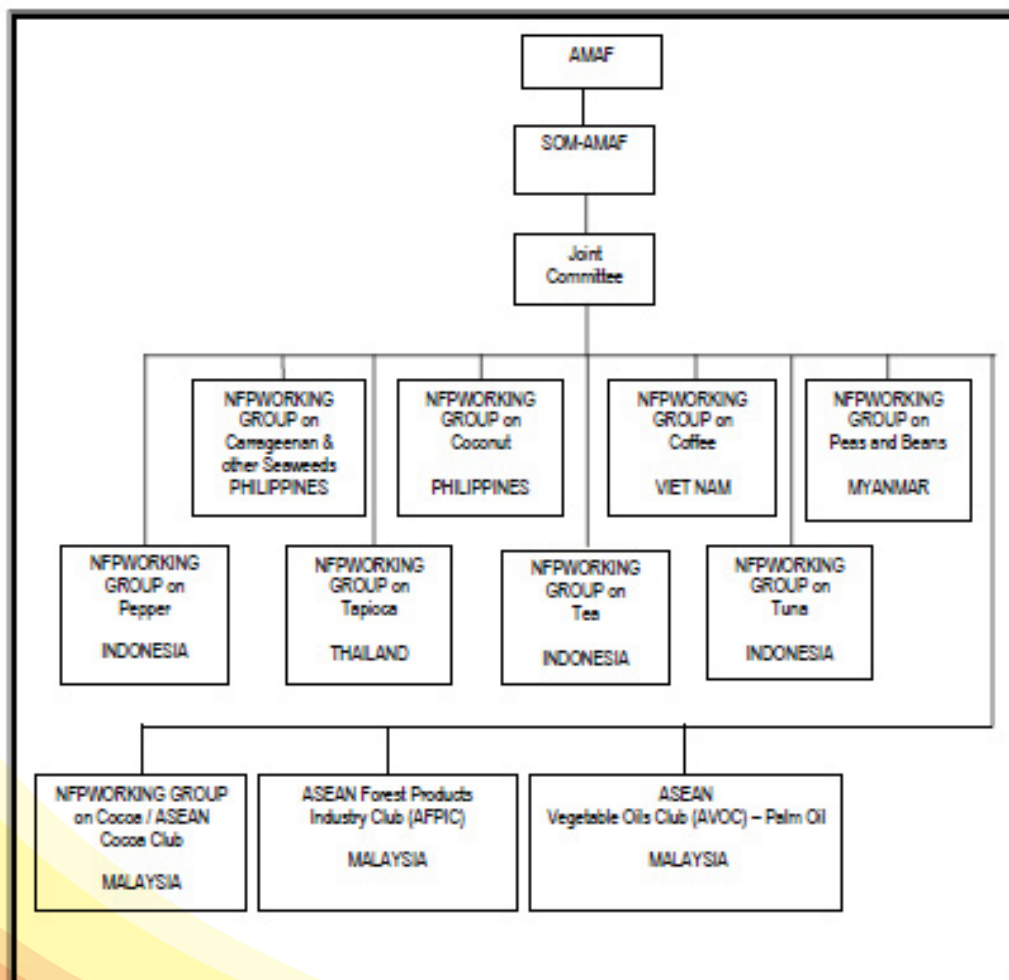


ups:
 hoc
 gy
 hoc
 ation
 livestock
 poratory
 orum

2.2. Why Coffee as the start-up activity for agricultural cooperatives to participate Global Value Chain³

On 24 September 2014 in Nay Pyi Taw, Myanmar, the Member States agreed to establish ASEAN Cooperation on Agriculture and Forest Products Promotion Scheme as joint efforts to improve the competitiveness of ASEAN Agriculture and Forestry Products. The joint efforts include negotiation, collective bargaining, and addressing issues and problems encountered by Member States in international markets. Coffee is one of joint product promotion under these MoU. Taking the existing joint promotion platform under ASEAN, AFOSP expects to deliver impact for farmer cooperative under the flagship and coordination with ACEDAC.

Coordination Mechanism of the ASEAN Co-operation in Agriculture, Forest and Fisheries Products Promotion Scheme



³<http://agreement.asean.org/media/download/20141003172848.pdf>

2.3. Promoting policy forum among farmers organisations with ASWGAC, development partners and private sector

AFOSP is coordinating and working with multi-level stakeholders to support the implementation of ASWGAC Strategic Plan Action (SPA) through Learning Exchange. The SPA of ASWGAC⁴ is:

STRATEGIC PLAN OF ACTION (SPA) FOR THE ASEAN COOPERATION IN AGRICULTURAL COOPERATIVE (2016-2020)

SECTOR : AGRICULTURE
 SUB-SECTOR : AGRICULTURAL COOPERATIVE
 WORKING GROUP : ASEAN SECTORAL WORKING GROUP ON AGRICULTURAL COOPERATIVE (ASWGAC)

STRATEGIC THRUST 2: Enhance trade facilitation, economic integration and market access					
Action Programme	Activities	Sub Activities	Responsible ASEAN Bodies/Lead Country	Timeline	Key Performance Indicators /Deliverables/Means of Verification
Established business linkages among the potential agricultural cooperatives and farmers organisation (ST2, AP2.5)	Establish data base of agricultural cooperatives in ASEAN	<ol style="list-style-type: none"> 1. Compile data and information on agricultural cooperatives 2. Publishing the state of AMS's cooperatives 	ACEDAC/ Thailand	2016-2020	<ul style="list-style-type: none"> - One set of data base of agricultural cooperatives established by Dec 2017 - Number of potential products of agricultural cooperatives uploaded in ACEDAC Website
	Establish regional agricultural cooperatives and farmers organization networking	Engagement program among the AMS	ACEDAC/ Philippines	2016-2017	One Regional Agricultural Cooperatives and Farmers Organization established
	Identify trade regulation among AMS	Engagement from the relevant working group on trade regulations	ACEDAC/ AMS	2016-2017	Sets of trade regulations identified
Promote direct investment and strategic partnership with ASEAN Agricultural cooperatives and farmers organisation, producers, consumer and traders (ST2, AP 2.6)	To establish the agriculture insurance for the trading of agricultural produce	<ul style="list-style-type: none"> • Identify potential cooperative insurance in the AMS • Identify the terms and conditions apply in each AMS 	ASWGAC/ Philippines	2017-2020	- Establishment of one cooperative insurance
	To promote direct investment among the AMS	<ul style="list-style-type: none"> • Identify the incentives and investment opportunities in AMS • To establish the potential agricultural produce for contract farming among the AMS 	ASWGAC/ AMS	2017-2020	<ul style="list-style-type: none"> - Outsourcing fund from the relevant and potential financial institutions - At least five contracts farming

⁴<http://asean.org/storage/2016/10/Strategic-Plan-of-Action-for-ASEAN-Cooperation-on-Agricultural-Cooperatives-2016-2020.pdf>

Strengthening the Food Marketing System of Agricultural Cooperatives for Enhancing Food Security in ASEAN. (SPA 2011-2015)	1. Strengthen the role of agricultural cooperatives in food marketing chain 2. ASEAN Cooperatives Business Forum (ACBF)	<ul style="list-style-type: none"> Match-making of agricultural cooperatives and investments for the identified cooperatives Rebranding of agricultural cooperatives and e-commerce 6th ASEAN Cooperatives Business Forum (6th ACBF) 	ACEDAC Secretariat/ AMS	2017-2020	<ul style="list-style-type: none"> Match making at minimum of five products among AMS One cooperative branding shall be established
			Philippines	2016	<ul style="list-style-type: none"> One business forum shall be held in November 2016

STRATEGIC THRUST 5:

Assist resource constrained small producers and SMEs to improve productivity, technology and product quality, to meet global market standards and increase competitiveness in line with the ASEAN Policy Blueprint on SME Development

Action Programme	Activities	Sub Activities	Responsible ASEAN Bodies/Lead Country	Timeline	Key Performance Indicators /Deliverables/Means of Verification
Assist small scale producers in the FAF sector to become viable and competitive enterprises by provision of better technology, inputs, finance and extension services, access to higher value markets, and by facilitating integration into modern value chains. (ST5, AP 5.1)	Capacity building for assisting small scale producers in the FAF sector.	Implement training including dispatch of short-term Japanese experts by Capacity Building Project 2 - Training course on Management of Farmers Market through Agricultural Cooperatives	ASWGAC, ACEDAC ACEDAC/ CB Project 2	July 2016 - September 2017	<p>[Indicator] - Number of farmers/cooperatives etc. Involved in after participants implement their Action Plan</p> <p>- Improved activities of farmers/cooperatives</p> <p>[Deliverables] - Improvement of farmers/cooperatives activities</p> <p>[Means of Verification] - Monitoring and Evaluation, Follow-up Survey</p>
Promote and strengthen cooperatives and farmers organizations so as to better	- Promote e-commerce for agricultural cooperatives in ASEAN	- to identify and address the relevant issues that will be face by the small farmers and cooperatives	ASWGAC, ACEDAC/ AMS	2016-2020	- establishment of the e-commerce platform to integrate the AMS's agricultural cooperatives
Integrate small producers in the value chains and to provide collective platforms to deal with production and market risks. (ST5, AP5.2)	<ul style="list-style-type: none"> - promote the awareness of ASEAN agricultural cooperatives and farmers' organisations on ASEAN process and dynamics - promote policy forums between ASEAN farmers' organisations and ASWGAC. - Facilitate thematic learning exchanges for ASEAN farmers' organisations 	<ul style="list-style-type: none"> - produce awareness material - produce farmers' friendly ASEAN GAP - ASEAN Learning Route 	<ul style="list-style-type: none"> ASWGAC Partner : AF/AFOSP 	<ul style="list-style-type: none"> 2017 2016-2019 	<ul style="list-style-type: none"> - set of awareness material produced - set of ASEAN GAP playingcard produced - three thematic learning route

	Capacity building for promoting and strengthen cooperatives and farmers organization	<ul style="list-style-type: none"> - Implement training including dispatch of short-term Japanese experts by Capacity Building Project 2 - Training course on Improvement of the cooperative supervision for better performance of agricultural cooperative 	ASWGAC/ ACEDAC/ CB Project 2	July 2016 - September 2017	<p>[Indicator]</p> <ul style="list-style-type: none"> - Number of farmers/cooperatives etc. Involved in after participants implement their Action Plan - Improved activities of farmers/cooperatives <p>[Deliverables]</p> <ul style="list-style-type: none"> - Improvement of farmers/cooperatives activities <p>[Means of Verification]</p> <ul style="list-style-type: none"> - Monitoring and Evaluation, Follow-up Survey
Empowerment of personnel and leaders of agricultural cooperatives (SPA 2011-2015)	Exchange Visit of Cooperatives Personnel and Leaders(SPA 2011-2015)	<ul style="list-style-type: none"> - Exchange visit will be conducted by AMS - Training course on Improving Capacity of Woman Leaders in an Efficiency Management of Farmers Institutions 	ACEDAC Secretariat/ AMS ASWGAC/ Thailand/ CB Project 2	2016-2020 July 2016 - September 2017	<p>Five exchange visit conducted</p> <p>[Indicator]</p> <ul style="list-style-type: none"> - Number of farmers/cooperatives etc. Involved in after participants implement their Action Plan - Improved activities of farmers/cooperatives <p>[Deliverables]</p> <ul style="list-style-type: none"> - Improvement of farmers/cooperatives activities <p>[Means of Verification]</p> <ul style="list-style-type: none"> - Monitoring and Evaluation, Follow-up Survey
Establishment of strategic alliances among agricultural cooperatives in ASEAN (SPA 2011-2015)	Identification of cooperatives for strategic alliances(SPA 2011-2015)	<ul style="list-style-type: none"> - Sharing of supply and value chain practices among the AMS - Sharing of knowledge and practices in zero waste management 	ACEDAC Secretariat/ Philippines	2017-2020	<p>Brochure showcasing supply and value chain practices compiled</p> <p>Brochure showcasing knowledge and practices in zero waste management</p>

2.4. ASEAN Event to promote Agricultural Cooperative's Product: ASEAN Cooperative Business Forum

The ASEAN Cooperative Business Forum (ACBF) is a platform for the different organizations to discuss key challenges and opportunities in their effort to establish an ASEAN economic community within the framework of Social Solidarity Economy enhancing the agricultural business.

The 6th ASEAN Cooperative Business Forum (ACBF) was held on 28 November to 1 December 2016 in Manila, Philippines. During the gathering, the participants signed a declaration that commits to promote and advance agriculture, strongly advocate sustainable agricultural technologies and promote local industries towards sustainable livelihoods and conservation of natural resources. The 7th ACF will also be hosted by Philippines in November 2017.

Moreover, AFA and AsiaDHRRA co-organized Post-ACBF Planning Workshop. The planning workshop results will serve as input for ASWGAC towards the formulation of ASEAN Roadmap on Agricultural Cooperatives, and identify areas and action points for coop-to-coop and multi-stakeholder collaboration. In this 2017, AFOSP – ASEAN Foundation support to deliver the ASEAN Roadmap for Agricultural Cooperatives.





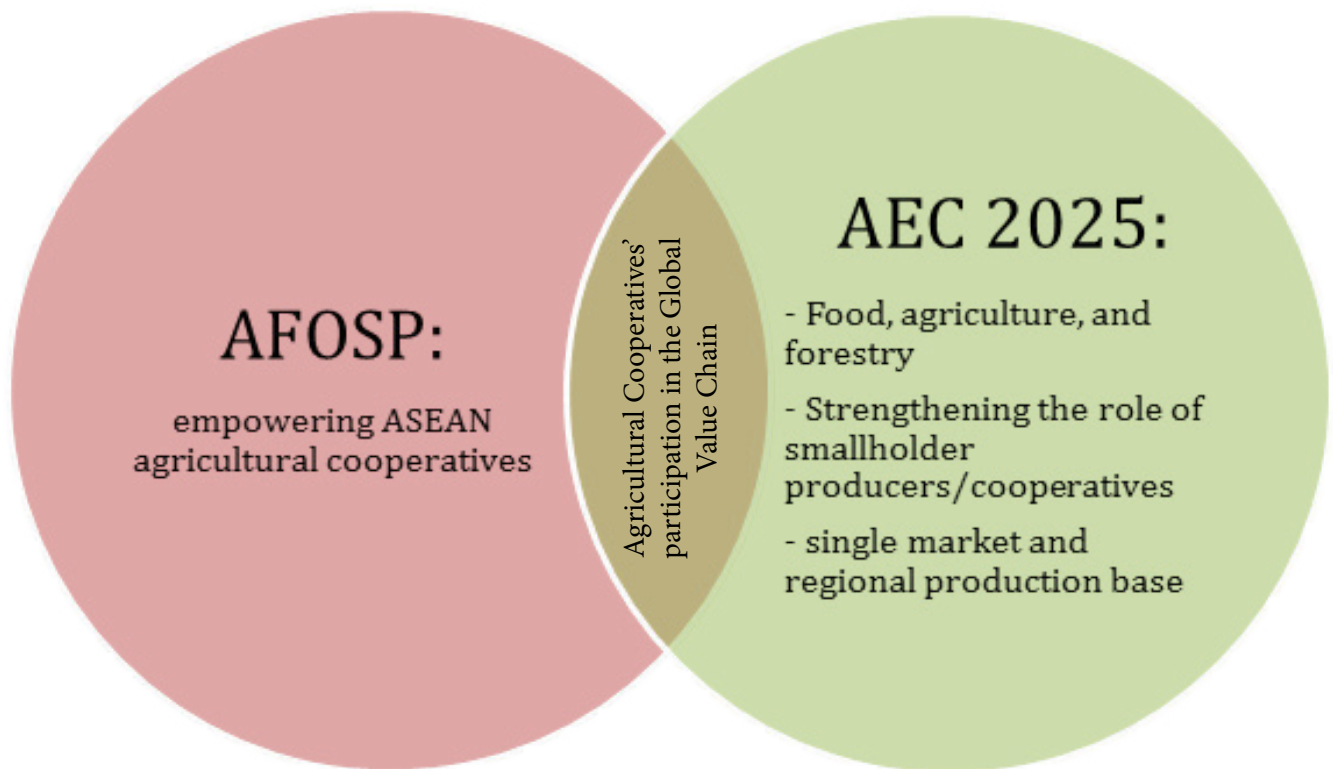
3. AFOSP and MTCP 2

ASEAN Farmers' Organisation Support Programme (AFOSP) is an EU-IFAD Grant funded multi-stakeholder projects. The programme consists of two major components of the Regional Policy Dialogue (Medium term Cooperation Program Phase II and Regional Policy Dialogue/MTCP 2) and Farmers Fighting Poverty (FFP). The main stakeholders of AFOSP are the Asian Farmers' Association for Sustainable Rural Development (AFA), La Via Campesina (LVC), the ASEAN Foundation (AF), and participating ASEAN Farmers' Organisations (FOs).

The overall project objective is to improve the livelihood and food security situation of smallholder farmers and rural producers in ASEAN countries, contributing to the realisation of the **ASEAN Vision 2025: Forging Ahead Together**. Its main objective is to strengthen the institutional and operational capacities of farmers' organisations in the region and to promote policy dialogues and interactions at all levels. At the ASEAN level, the ASEAN Foundation (AF) facilitates and coordinates the engagement and participation of the ASEAN farmers in the regional policy-making process.

The ASEAN Farmers' Organisation Support Programme (AFOSP) operates in the seven ASEAN Member States (Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand, and Vietnam). Farmer Organisations (FO) are being supported through the provision of international and national expertise and the implementation of the project.





3.1. ASEAN Learning Route 2016: Innovation Plan

The ASEAN Learning Route on Agricultural Cooperatives (ALRAC) took place from 28 March – 3 April 2016 in Thailand and the Philippines. Two workshops on innovation were conducted to review and to discuss the good practices in the respective fields of Kitchakood Agricultural Cooperative (Thailand) and Sorosoro Ibaba Development Cooperative (Philippines). The workshops focused on the three subjects of:

- Good management of agricultural cooperatives in the areas of internal organization, service provision to members, networking, and market power
- Cross-country marketing strategies and agreements involving public-private sector, and
- National legal framework/laws, programmes and mechanism for the support of agricultural cooperatives under the ASEAN Economic Community.

The ALRAC participants from seven ASEAN Member States (Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand, and Vietnam) highlighted the need to improve the cooperative management through a strategic alliance, fair economic cooperation, and to focus on the niche market (such as organic produce).

ALRAC was the first workshop organised by AFOSP in partnership with PROCASUR to engage with ASEAN. It had successfully served as a platform to promote policy interaction between farmers' organisations and ASWGAC focal points. The project website can be accessed at :

<http://www.asiapacificfarmersforum.com>.



Visit to Khao Kitchakood Kitchakood Agricultural Cooperative

Participants learnt that the cooperative definitely had clear visions and objectives as well as good governance structure in accordance with Thailand's national law on cooperatives.

Field Observation and Lesson Learned:

- a. Cooperative supported by a highly professional management team with specialized staff as well as a good working environment that promoted the ethics of teamwork.
- b. Cooperative has a very good regulatory framework and a well-defined business development plan.
- c. Cross-country marketing strategies: cooperative could easily engage with other private marketing cooperation and also build partnerships with other large traders. The existing and new partnership with private sectors was indeed important as it important ally that provides market information on products.
- d. Cooperative also worked closely with government institutions in term of accessing new market opportunities. Support at national level is also present as participants noted that the cooperative received endorsement from the royal family which is definitely a support the cooperative access to market.



Visit to Sorosoro Ibaba Development Cooperative (SIDC)

Field observation and Lesson Learned:

- a. Management at SIDC has a clear membership development policy and programme. It is based on a win-win policy where both the members and cooperatives benefits from each other.
- b. Good financial policy as it upholds transparency and responsible management of the funds. SIDC was kind enough to incorporate small and underperforming cooperatives that had financial problems into their cooperative. In addition to incorporating these cooperatives, SIDC also generates employment opportunities that directly contributes to the social development of various communities.
- c. SIDC's cross country marketing strategies was great: the enterprises within the cooperative are closely connected with clear interfaces and had strong relationships with other private companies.
- d. SIDC also has good partnerships with other cooperatives that help enhance their overall performance.
- e. In terms of support at national level, The Philippines Agricultural Development Sector has definitely supported institutions such as private companies, NGOs and



cooperatives. On top of that, there are also good law on cooperatives in the Philippines, for example participants noted that agricultural cooperatives are allowed to venture into a non-agricultural business as well which that flexibility exists within the laws. There is also huge support from the government as they support cooperatives in regards to registration, funds, technical assistance and ICT especially for marketing. SIDC received support from Congress as they have two members that strongly advocates for the cooperatives which make definitely makes their presence stronger in the country.

Reflecting on the lessons learned during the study tour, and as part of the exercise in the Learning Route, the participants were grouped according to country to discuss and develop their respective country's innovation plan for improving their national rural people's livelihoods situation. The following is the goal of the proposed national innovation plans.

Country	Goal of Innovation Plan
Cambodia	To improve the management the agricultural cooperative and the rice value chain.
Indonesia	To increase economic opportunities and benefit for agricultural cooperatives.
Lao PDR	To count with an effective commercial agriculture handled by the cooperatives.
Myanmar	To build an agricultural economy with cooperatives, which promote social and economic justice and progress for the wellbeing of the community and living standards of the farmers.
The Philippines	To strengthen the Filipino Cooperatives preparedness to be engaged in the ASEAN Community and to establish a relationship based advocacy on mutual interests, fair economic cooperation and strategic inter-agri coop partnerships.
Thailand	To empower farmers and enhance cooperative management.
Viet Nam	To expand production based on organic standards; to improve relationship of coops and enterprises; to enhance effectiveness of coops; and to mobilise farmers to take part on new model of coops like in Thailand and Philippines.

Reflection (*what are the current progress or status of Innovation Plan in 2017*):

The organizer is providing paper to participants to write their reflection/question. Please put the writing in the 'Parking Lot Section'. We will discuss on the 3rd day of workshop



Photo credit : Ngrancah Coffee Plantation, Magelang

3.2. ASEAN Learning Series and Policy Engagement 2017: the learning exchange platform for mentoring and partnering in inclusive coffee value chain

The ASEAN Learning Series is a continuation of the ASEAN Learning Route (ALRAC) that facilitates peer to peer learning exchange. This year, the learning series is focusing on the participation of agricultural in the global value chain. The learning enables farmers and their organisations to make their own, independent decisions with regards to services for members on production, creating market opportunities as well as improving women participation along the value chain.

Linking to ASEAN joint promotion on agricultural and forestry products and sharpening the discussion for thorough recommendation policy recommendations and tangible implementation, the learning exchange will focus on the sharing information on trade practices relating to exporting coffee. It will outline the quality control aspects, niche markets, labelling and certifications, other sustainability schemes including financing and investment.

The three-day event is specifically designed as a learning exchange on the inclusive coffee value chain and it is expected to encourage strategic alliance among the farmers' cooperatives, policy makers, and private sectors as well as to promote collective marketing under the ACEDAC coordination.

The expected outputs are:

- a. Common vision and action plan for collective coffee marketing;
- b. A Coffee Farmers' Cooperatives directory serves as a baseline data for ACEDAC.

The outcomes are:

- a. A continuous regional knowledge sharing platform of coffee cooperatives under the ACEDAC flagship to engage, dialogue and work with ASEAN, regional inter-government bodies, and other public/private stakeholders;
- b. Improved access to market opportunities (in particular for coffee) through an inclusive ASEAN Business Model;
- c. Increased collaboration to provide affordable agri-financial and agri-investment services for smallholder farmers and agricultural cooperatives.

AREA OF HARVESTED COFFEE IN HECTARE, FAO 2014



PRODUCTION OF COFFEE IN TONS, FAO 2014



Reflection (*how to increase productivity, challenges and what support needed*):

The organizer is providing paper to participants to write their reflection/question. Please put the writing in the 'Parking Lot Section'. We will summary your thoughts and perspectives for generating recommendation.



Photo credit : Ngrancah Coffee Plantation, Magelang

4. Inclusive Agricultural Value Chain for Coffee

4.1. World Coffee Trade⁵

<p>Exports latest update 30 November 2016</p> <ul style="list-style-type: none"> • 71.93 million bags of Arabica • 40.46 million bags of Robusta <p>Monthly export per May 2017:</p> <ul style="list-style-type: none"> • Vietnam: 1.8 million bags. Readiness for export is 55% in January to June • Indonesia: 1.2 million bags. Readiness for export is 65% in July and December. • Thailand: 2 Thousand bags • Philippines: 1 thousand bags 	<p>Total Production by all exporting countries in 2016 Latest update 6 January 2017</p> <ul style="list-style-type: none"> • 95.2 million bags of Arabica • 56.41 million bags of Robusta <p>Asia⁶</p> <ul style="list-style-type: none"> • Indonesia: 10 million bags • Lao PDR: 500 thousand bags • Philippines: 200 thousand bags • Thailand: 435 thousand bags • Vietnam: 25 million bags
<p>Global Coffee Production Data as 14 October 2016 – Next update January 2017</p> <ul style="list-style-type: none"> • 148 million bags produced in 2015/2016 • 0.7% increased production of Arabica in 2015/2016 compared to previous year • 1.3 increased production of Robusta in 2015/2016 compared to previous year 	<p>Global Coffee Consumption Data as 14 October 2016 – Next update January 2017</p> <ul style="list-style-type: none"> • 151.3 million bags of coffee consumed in 2015/2016 • 1.3% average annual growth rate in global coffee consumption 2012/2013

⁵http://www.ico.org/monthly_coffee_trade_stats.asp; Note 1 bag = 60 kg

⁶<http://www.ico.org/prices/po-production.pdf>

Crop year

Coffee is a seasonal crop. Seasons vary from country to country, starting and finishing at different times. It is also affected by the crop availability for export (processing, drying, conditioning, and many others)

1 October to 30 September	1 April to 31 March	1 July to 30 June
Benin, Cameroon, Central African Republic, Colombia, Costa Rica, Cote d'Ivoire, Democratic Republic of Congo, El Salvador, Equatorial Guinea, Ethiopia, Gabon, Ghana, Guatemala, Guinea, Honduras, Jamaica, Kenya, Lao PDR , Liberia, Mexico, Nicaragua, Nigeria, Panama, Sierra Leone, Sri Lanka, Thailand , Togo, Trinidad and Tobago, Uganda, Venezuela, VietNam	Angola, Bolivia, Brazil, Burundi, Ecuador, Indonesia , Madagascar, Malawi, Papua New Guinea, Paraguay, Peru, Rwanda, Zimbabwe	Congo, Cuba, Dominican Republic, Haiti, Philippines , United Republic of Tanzania, Zambia

Note: for collective marketing, we have to identify the coffee season in Cambodia, Malaysia and Myanmar and the readiness for export from each country.

Daily Prices per 6th July 2017 (US cents/lb)⁷

Columbian Milds	Other Milds	Brazilian Naturals	Robusta
148.55	146.23	125.84	106.14

Reflection for collective Marketing:

1. Identification of crop year and how much agricultural cooperative can produce coffee
2. Identification of domestic consumption and export

4.2. Market for Coffee

Structure of the retail market. Roasters have two distinct market segments:

- a. Retailer (grocery) market where coffee is purchased largely but not exclusively for consumption in home;
- b. The institutional (catering) market: restaurants, coffee shops and bars, hospitals, offices, and vending machines.

Structure of Coffee Trade (please see 6.3 for detail)

- a. Exemplary quality
- b. High and premium quality
- c. Mainstream quality

Reflection for discussion: Niche markets

- a. Specialty market
- b. Organic Coffee
- c. Sustainability schemes: Fairtrade, UTZ, Rainforest Alliance, the 4C Association
- d. Do we need trademarking and Geographical Indications in coffee?

4.3. Coffee Quality

Quality Segmentation according to the International Trade Centre:

Exemplary Quality⁸: limited availability from fine to unique taste experience (specialty)

These are usually very well presented washed coffees, including some superior washed robustas, but also include some naturals (Ethiopian Harars, Yemeni mochas, some Indonesian arabicas) and top organic coffees

⁷http://www.ico.org/coffee_prices.asp

⁸<http://www.intracen.org/coffee-guide/coffee-quality/exemplary-and-high-quality/>

<p>High and Premium Quality: moderate availability from good to very good taste experience. good cupping coffees, well presented, but not necessarily visually perfect. They are retailed both as straight origins and as blends.</p>	<p>This category includes good quality, well prepared organic coffees, and washed as well as superior quality natural robustas. The market for this quality band is much broader and includes a good percentage of today's specialty coffee.</p>
<p>Mainstream Quality: very widely available with acceptable taste experience. It was estimated that 85% to 90% of all coffee roasted was of fair average quality and mass produced.</p>	

ASEAN Standards for Coffee Bean (ASEAN Stan 31:2013)⁹.

- a. Minimum requirements (detail can be downloaded at ASEAN website):
 - Dried green bean must be harvested and have reached an appropriate degree of maturity, in accordance with the variety, season and area in which they are grown
- b. Classification of dried green bean:
 - Extra class: superior quality. It must free from defects. Total allowable defects should not be more 7%.
 - Class I: good quality. Total allowable defect should not more that 15%.
 - Class II: satisfy minimum requirement. Total allowable defect should not be more than 25%.

Reflection on Global and ASEAN quality segmentation:

1. How agricultural cooperative determine and measure defects for export?

⁹<http://www.asean.org/wp-content/uploads/images/Community/AEC/AMAF/UpdateApr2014/ASEAN%20standard%20for%20coffee%20bean>.

4.4. ASEAN Coffee Origins

Coffee Profile: Example

Description	Indonesia	Viet Nam
Processing	<i>Giling basah</i> (semi-washed), fully-washed, dry, honey (miel) processes	
Taste Profile	Very little high quality. Most of taste is flat, woody, lacks sweetness.	
Coffee	Arabica and Robusta	Mostly Robusta
Growing Region	<ol style="list-style-type: none"> 1. Sumatera: 1,100 – 1,600 m. Harvest in September – December. 2. Java: 900 – 1,800m. Harvest in July – September 3. Sulawesi: 850 – 1,800m. Harvest in May – November. Interesting coffee such as Kalosi is fully washed. 4. Flores: 1,200 – 1,800m. Harvest in May – September. Bajawa coffee can be semi-washed or fully washed. 5. Bali: 1,250 – 1,700m. Harvest in May – October. 	<ol style="list-style-type: none"> 1. Central highlands: 600 – 1,000m. Robusta and Arabica. Harvest in November – March. 2. South Viet Nam: 200 – 800m. Robusta. Harvest: November -March. It has attracted interest from large corporation such as Nestle who are looking to improve their supply chain. 3. North Viet Nam: 800 – 1,600m. Arabica and Robusta. Harvest in November - March

Overview for discussion ¹⁰:

1. Cambodia



Production :

Coffee	Robusta from Khmer and indigenous growers in Mondulkiri
Flowering Period	
Harvest Period	
Shipping Period	
Country Export	
Port of Shipment	
Market preference	Direct trade

¹⁰ [http://www.supremo.be/home.nsf/BCW/Indonesia!OpenDocument&Click=C12568E900454963.c7e37f72a16fdf0bc1256c4e00397064/\\$Body/0.6532](http://www.supremo.be/home.nsf/BCW/Indonesia!OpenDocument&Click=C12568E900454963.c7e37f72a16fdf0bc1256c4e00397064/$Body/0.6532)

2. Indonesia



Production:

Coffee	Arabica and Robusta
Flowering Period	Main: November – February Secondary: April - June
Harvest Period	Main: May – August Secondary: October - January
Shipping Period	June - February
Country Export	Japan, EU, Republic of Korea, USA
Port of Shipment	Panjang, Palembang, Belawan, Surabaya, Semarang, Jakarta
Note	Indonesia imports from Viet Nam

¹¹ Official classification by defects: black bean, partly black beans, broken black beans, husk coffee, brown beans, large husk fragment, medium husk fragment, small husk fragment, beans in silverskin, beans in parchment, large parchment fragment, medium parchment fragment, small parchment fragment, broken beans, immature beans, beans with one hole, beans with more than one hole, spotted beans, large stick - piece of hard earth or stone, medium stick -piece of hard earth or stone, small stick - piece of hard earth or stone

Classification

Typical description	Grade 4 maximal 60 defects ¹¹
Processing	<p>Picking: selectively by hand</p> <p>Washing of Arabica: wet methods</p> <p>Fermentation: washed 12 – 36 hours</p> <p>Arabica is sundried</p> <p>Sorting: mechanical and/or handpicking</p>

Marketing

Marketing	Exporters
ICO Member	ICO ID 15
Total production	Decreasing
Local consumption	Increasing
Exports	Decreasing

3. Lao PDR



Production:

Coffee	Robusta
Flowering Period	Main: July - September
Harvest Period	Main: January - March
Shipping Period	March - July
Country Export	Japan, EU, China, USA
Port of Shipment	Bangkok (Thailand) and Haiphong (Viet Nam)
Note	

Classification

Typical description	
Processing	<p>Picking: handpicking</p> <p>Washing: no</p> <p>Fermentation: no</p> <p>Drying: sundried</p> <p>Sorting: manually</p>

Marketing

Marketing	Exporters and official bodies
ICO Member	
Total production	Increasing
Local consumption	Stable (no study as guidance)
Exports	Increasing

4. Malaysia¹²



Production:

Coffee	Liberica (90%) and Robusta (10%)
Flowering Period	Main: June – August Secondary: July - September
Harvest Period	Main: September - February
Shipping Period	
Import from	Indonesia, Viet Nam, Brazil
Export processed coffee	Thailand, Singapore, Philippines, USA, Hongkong
Import in 2013	106,555 tons (RM 972 million)
Export in 2013	80,484 tons (RM 1,299 million)
Planted area in 2013	3,764 hectare
Production in 2013	14,739 tons
Policy	In the National Agricultural Policy (NAP3, 1998 -2010), coffee has been identified as one of commodity which prioritized by the government
Challenges	Competition with other industrial crops (strategy to overcome: intercropping coffee coconut)

¹²http://ap.fttc.agnet.org/ap_db.php?id=574

5. Myanmar



Production:

Coffee	Arabica (95%0 in region around than Taung, Robusta (5%); with two minor species of Liberica and Excelsa
Flowering Period	Main:
Harvest Period	Main:
Shipping Period	
Country Export	China, Republic of Korea, Malaysia, Japan, Thailand, small amount to Europe, USA
Port of Shipment	
Bring Myanmar to International Quality Standards	<p>Myanmar Coffee Association (MCA): privately funded¹³</p> <ul style="list-style-type: none"> • 115 members: 25 larger estates, 5 coffee roasters, trading firms • Growing region in Lwin, Ywangan, Naung Cho, Mogok, Chin Hill and Than Taung, the last two regions are remote and isolated areas. MCA cultivate approximately 500 hectare of Arabica • In 2013 total production was 7,441 metric ton of coffee

¹³<http://stir-tea-coffee.com/features/myanmar-arabica-awakening/>

6. The Philippines



Production:

Coffee	Robusta
Flowering Period	Main: June – August Secondary: July - September
Harvest Period	Main: September - February
Shipping Period	
Country Export	
Port of Shipment	Manila
Note	Philippines is a net importer of coffee. Due to the steady growth of the local market, the Philippines are not exporting anymore except small quantities and mostly instant coffee.

Classification

Typical description	Robusta grade 1 Premium
Processing	<p>Picking: handpicking</p> <p>Washing:</p> <p>Fermentation:</p> <p>Drying: sundried or with dryers during the rainy season</p> <p>Sorting: mechanical and/or handpicking</p>

Marketing

Marketing	Exporters
ICO Member	ICO Member
Total production	Decreasing
Local consumption	Increasing
Exports	Decreasing

7. Thailand



Production:

Coffee	Arabica and Robusta
Flowering Period	Main: May - July
Harvest Period	Main: September - February
Shipping Period	February - September
Country Export	Japan, EU, Republic of Korea, USA
Port of Shipment	Bangkok
Note	

Classification

Typical description	
Processing	<p>Picking: handpicking</p> <p>Washing only Arabica</p> <p>Fermentation:</p> <p>Drying: sundried</p> <p>Sorting: mechanical and/or handpicking</p>

Marketing

Marketing	Exporters
ICO Member	ICO Member
Total production	Stable
Local consumption	Increasing
Exports	Stable

8. Vietnam



Production:

Coffee	Robusta
Flowering Period	Main: November - February
Harvest Period	Main: September - March
Shipping Period	November - September
Country Export	Japan, EU, Republic of Korea, USA, Indonesia, Philippines
Port of Shipment	Saigon, Nha Trang, Haiphong
Note	

Classification

Typical description	Vietnam Grade 2 - 5% (max 5 % blacks and broken, max 1 % admixture and pods, max 1 % excelsa beans, max 13 % moisture, 95 % above 5mm.)
Processing	<p>Picking: strip-picking or selective-picking, all by hand</p> <p>Washing: dry method, using (locally made) machines that are operated manually</p> <p>Fermentation: The bulk of the (small) Arabica crop is sundried</p> <p>Drying: sundried on cement floor</p> <p>Sorting: manually</p>

Marketing

Marketing	Exporters, growers/cooperatives, official bodies
ICO Member	ICO Member
Total production	Stable
Local consumption	Increasing
Exports	Stable

4.5. Reflection on ASEAN Coffee Value Chain: What are your chain model?

Participants are provided with general coffee supply chain model and requested to fill in the questionnaire and share their experiences in the group. Participants are also requested to identify the trade and non-trade barrier during the discussion.



4. Tentative Agenda

(detailed agenda will be provided during the event)

19 July 2017: Contribution to ASEAN 2025: agricultural cooperatives participation in the coffee value chain	
08.00 - 09.00	Registration
	Welcome Speech
	Flash Back: ASEAN Learning Route on Agricultural Cooperative (ALRAC) 2016
	Photo session
10.00 - 11.00	<p>ASEAN Cooperation in Agriculture and Forest Products Promotion Scheme on Coffee</p> <p>Sharing on :</p> <p>Agricultural Cooperative: Challenges and Opportunities in coffee value chain on the perspective of ASEAN Vision on Food, Agriculture and Forestry 2016 – 2025 and Strategic Plan of Action (SPA) of ASWGAC (2016 – 2020).</p> <p>ASEAN Strategic Plan Action on Crops and ASEAN Standards on Coffee</p> <p>ASEAN 2025, ASEAN SPA on Food, Agriculture, Forestry 2016 – 2025</p>
11.00 - 12.00	Panel 1: Exchange Information on Agricultural Cooperative in ASEAN
12.00 - 13.00	Lunch
13.00 - 14.30	Panel 2: Coffee Cooperatives and market access
14.30 - 15.30	Group Discussions
15.30 - 16.45	Coffee Value Chain Analysis and market access
16.45 - 17.00	Explanation for Group Work Day 2
1700 - 1730	Group Work for Day 2








20 July 2017: Field Visit, Community Development and working together

09.00 - 11.00	Site Visit
11.45 - 13.00	Lunch and meeting continued at Pentingsari Agro-Village
13.00 - 14.00	Market Access and Profesionalising Coffee Agricultural Cooperative
14.00 - 15.00	Group Discussion
15.00 - 15.15	Explanation for Group Work Day 3
Free discussion	Group Work Day 3

21 July 2017: VISION for 2020

08.30 - 09.00	Feedback and reflection of the Field Visit Session
09.00 - 11.00	Panel 3: Coffee Collective Marketing: partnerships and cooperation
11.00 - 12.00	Group Discussion
12.00 - 13.00	Lunch
13.00 - 15.00	Coffee Cupping: roasting, buying and storing, tasting and describing coffee from Anomali Café Coffee Brewing: Barista Session from Wiki Kopi Jogja
15.00 - 16.00	Learning Exchange Platform post ALSPEAC 2017
16.00 - 17.00	Common Vision for working together

5. List of Participants by Country and Institution

<p>CAMBODIA</p>  <ol style="list-style-type: none"> 1. Department of Agriculture Cooperative Promotion 2. Farmer Network Net 3. Coffee M.K. Mondulkiri 	<p>INDONESIA</p>  <ol style="list-style-type: none"> 1. ASEAN Centre for the Development of Agricultural Cooperatives (ACEDAC) Secretariat 2. Serikat Petani Indonesia 3. Aliansi Petani Indonesia 4. Swisscontact 5. VECO 6. IPPHTI 7. Koperasi "Isaipe Ue" 8. WAMTI 9. Ngrancah Kopi 10. Wikikopi Jogja 11. Salim Ivomas Pratama <p>(as of 11 July 2017)</p>
<p>LAO PDR</p>  <ol style="list-style-type: none"> 1. NRDPE, Ministry of Agriculture and Forestry 2. Lao Farmer Network (LFN) 3. Jice Coffee Cooperative 4. Coffee Producer Coop of Bolavain 	<p>MALAYSIA</p>  <ol style="list-style-type: none"> 1. Farmer Organisation Authority 2. National Farmers Organization (NAFAS)
<p>MYANMAR</p>  <ol style="list-style-type: none"> 1. Cooperative Department, Ministry of Agriculture 2. AFFM 3. Myanmar Coffee Association 	<p>THE PHILIPPINES</p>  <ol style="list-style-type: none"> 1. Cooperative Development Authority 2. Department of Agriculture (BAFPS) 3. PKSK 4. Federation for Free Farmers
<p>THAILAND</p>  <ol style="list-style-type: none"> 1. Cooperative Promotion Department, MOAC 2. Chumphon Coffee Producer Cooperative 	

6. Resource Person

6.1. Koperasi Baitul Qiradh Baburrayyan (KBQB)¹⁴

KBQB is an Indonesian coffee producer cooperative located in Aceh Tengah, one of the sub-districts in the Aceh province of Sumatra. Cooperative members come from this sub-district as well as from Bener Meriah. This area is home to the well-known specialty coffee, "Gayo coffee". KBQB officially registered with the government in 2002, with 600 members. Productivity & Quality. KBQB has been Fairtrade certified since 2007 and is one of the leading coffee cooperatives in the country¹⁴¹⁵.

KBQB's experience and professionalism have ensured long-term trading partnerships in the US, Australian and European market. Certified since early 2007, they are selling 100 percent of their green coffee – unroasted beans that have been processed ready for export – as Fairtrade. This makes them one of the most influential co-ops in the area, setting the local reference price in Takengon, and in Fairtrade as well.

Not only does the co-op adhere to the Fairtrade standards of economic fairness, democratic participation, and transparency. KBQB's coffee is also produced in an environmentally sustainable way; all coffee is 100 percent organic.

KBQB invested the premium in training members and collectors on a wide range of topics including increasing productivity, cupping and identifying quality, integrated pest management, and land and water conservation. KBQB also used the premium to purchase seeds and a new hulling machine to more efficiently process coffee. The new coffee seeds will be able to withstand harsh climatic conditions and resist diseases.

¹⁴ <http://fairtradeusa.org/producer-profiles/kbqb-koperasi-baitul-qiradh-baburrayyan>

¹⁵ <https://www.fairtrade.net/producers/meet-the-producers/meet-the-producers-details/article/coffee-rooted-in-rich-soil-is-life-cultivating-organic-coffee-in-sumatra.html>

6.2. Wikikopi

Wikikopi is a business organization established in 2014 pioneering by 3 young people. The company value is bringing the benefit to its members in form of cooperative. Wikikopi focuses on the education, bring theory to practical application from coffee production to coffee tasting.

Activities:

- Residency Coffee
- Wikikopi direct trading
- Wikitani (coffee production)

Project Achievements:

- Secret dining experience: cooking experience using local ingredients. Coffee was used as the
- Brewing class
- Coffee Event
- Tea appreciation event

Contact:

WIKIKOPI (Wikikopi School)

Address: 2nd Floor Pasar Kranggan, Yogyakarta

Person in charge:

Tauhid Amunulloh (mobile number +62812 1515 2141)

6.3. Anomali Café

Anomali café established in 2007 initiated by two young entrepreneurs, Irvan and Agam. Anomali Café was born from the passion to deliver their passion on Indonesian coffee and promoting only Indonesian coffee in their shop.

6.4. Cooperative Kebun Makmur

Kebun Makmur established in 2002 in the form of small business group. Their core business is ranging from selling green bean, roasted coffee, and grinded in a small package of 1 kg or less than half kg. In 2006, Merapi Coffee certified with the National Standard Indonesia. In 2008, their work was awarded by the President of Republic of Indonesia. This was the milestone that encouraged the transformation from small collective marketing group transformed into cooperative.

Up and down Merapi Coffee

In 2010, Merapi erupted with its biggest volcanic blast and spewing hot clouds to heavily populated slopes of the volcano.



Over 350,00 people were evacuated and around 353 people killed during the eruption. It damaged 90% of 850 hectare coffee plantation areas. The cooperative's assets and harvest were burnt away.

After eruption, coffee farmers tempted to mind the sand. However, Sumijo (the head of cooperative) was patiently providing motivation and assistance. At present, the coffee areas have reached 300 hectare covering the areas of Cangkringan, Pakem, and half Turi. The number of farmers are 800.

The Robusta coffee production in 2016 -2017 was around 3 ton green bean.



7. Knowledge Partners

7.1. AgriProFocus

What is the AgriProFocus network?

AgriProFocus is an international multi-stakeholder network in the agri-food sector consisting of farmer entrepreneurs, private sector enterprises, government, knowledge institutions and civil society organisations. By bringing these stakeholders together, their individual and collective impact increases. Active in 13 countries in Africa and South-East Asia, and linking 22.000 agribusiness professionals worldwide, we are the go-to network for farmer entrepreneurs in agricultural value chains.



The role of AgriProFocus is to facilitate:

- **Linking:** AgriProFocus members work through the network to be able to have access to each others resources, contacts, expertise, tools and knowledge.
- **Learning:** Through the learning activities AgriProFocus facilitates members to explore, create and strengthen opportunities for synergy and joint action.
- **Leadership:** Building on evidence based cases, our members jointly shape the discourse at national, regional and global level.



Our Activity in Indonesia

Regular Activity	Thematic Activity
<ol style="list-style-type: none"> 1. Networking Event – Regular event which provides space for our members to network; create new connections, find opportunities, matchmaking and pitch their agribusiness/program/activities 2. Learning Event: share best practices, reflections and lesson learned in order to figure out the gap and opportunities which stimulate stronger synergy or collaboration 	<ol style="list-style-type: none"> 3. Gender in Value Chain: integrate gender approach into an agriculture value chain. 4. Alliance for Reducing Post Harvest Losses & Horticulture. 5. Palm Sugar National Forum 6. Access to Market and Finance 7. Youth in Agriculture – Joint campaign to promote agri-entrepreneurship among youngster

Our Achievements

Coffee Finance Fair – Three day event that consists of an exhibition, seminar and field visit in Lampung, August 2015. Brought more than 130 key players in the coffee sector together like financial service suppliers, coffee cooperatives, coffee processors, coffee producer groups, government and knowledge institution.

Young Agripreneurz Ambassador – The Young Agripreneurz Ambassador is a competition and campaign organised by the Innovation and Learning Community Youth and Agriculture under the AgriProFocus Indonesia network.

Address:

Jalan Kemang Selatan XII No.1
South Jakarta, Indonesia

Contact:

indonesia@agriprofocus.com
mwulandaru@agriprofocus.com

7.2. Agriterra

Agriterra was founded by the Dutch agricultural sector in 1997. Its mandate is to strengthen producers' organisations worldwide. Among other activities it supports co-operative farmer-led economic development in developing countries.



Agriterra accelerates the structural transformation of the economy by bringing the farmers and their organizations into the lead. The approaches:

- Farmers improve their activities or business on the basis of their own efforts
- Focus on governance, advocacy, financial management, (financial) commitments and business development

Activities

Agriterra provides advice, training and exchange in the field of:

- International farmer-to-farmer visits. Agriterra's Agripool advisory services in all developing countries of Latin America, Africa and Asia. (in 2015 there were 632 Dutch Experts in Agripool and 570 visits)
- Entrepreneurial smallholder cooperatives, associations and unions
- Integrating small scale producers in the value chain. In 2015, Agriterra reached 621,000 farmers with 40% were women.

Goals 2020:

- 1 million farmers reached
- 50 cooperatives connected to banks
- 25 factories/mills
- 55 million euro loans and working capital mobilized

- 100 million euro invested due to policy changes
- 30% increase of paying members
- 30% coverage of operational costs through service arrangements with private sector
- 50% clients with operational youth councils
- 15% women and 10% youth in board

Contact:

www.agriterra.org

Office: P/A Veco Indonesia

Jalan Badak Agung X, No 22, Renou, Denpasar 80235, Bali

7.3. Oxfam in Indonesia

Who are we

Oxfam is an international confederation of 17 organizations (affiliates) working together in 94 countries, as part of a global movement for change.



Oxfam's vision is a just world without poverty. We envision a world in which people can influence decisions which affect their lives, enjoy their rights, and assume their responsibilities as full citizens of a world in which all human beings are valued and treated equally.

The purpose of Oxfam is to help create lasting solutions to the injustice of poverty. We are part of a global movement for change, one that empowers people to create a future that is secure, just, and free from poverty.

Oxfam in Indonesia

Oxfam has been working in Indonesia to contribute towards finding lasting solutions to poverty and suffering in the country since 1957. Oxfam has been supporting local and national

partners in many parts of the country to realize our shared vision to ensure women's rights to a sustainable livelihood, to be heard and to have access to basic social services, are respected, in particular during shocks or disasters. We are presently implementing a wide range of sustainable development and disaster preparedness initiatives in 6 provinces and 25 districts. Our principal Government partner is the Ministry of Social Affairs.



Partnership Principles

Oxfam works with groups that share similar views as catalysts or change agents, facilitators of a process to build communities' confidence and capacities, as opposed to defining themselves as experts providing services, aid, goods or outputs. Oxfam's partnerships are based on six core principles: shared vision and values; complementarity of purpose and value-added; autonomy and independence; transparency and mutual accountability; clarity on roles and responsibilities; and commitment to joint learning to communities and acting on their behalf.

Sectoral and Geographic Focus

Our present portfolio of work focuses on working to achieve Gender Justice, Economic Justice and Rights in Crisis. Our development works is focused in Eastern Indonesia and Papua. This focus area was decided based on consideration of the developmental context, opportunities for advocacy, and Oxfam affiliate strengths and resources.

A FUTURE WITHOUT POVERTY. WE CAN MAKE IT.

Oxfam in Indonesia Country Office

Jl. Taman Margasatwa No. 26A
Jakarta Selatan 12550 – Indonesia
Telp. +62 21 7811827
Fax. +62 21 7812321

7.4. Sustainability Coffee Platform Indonesia

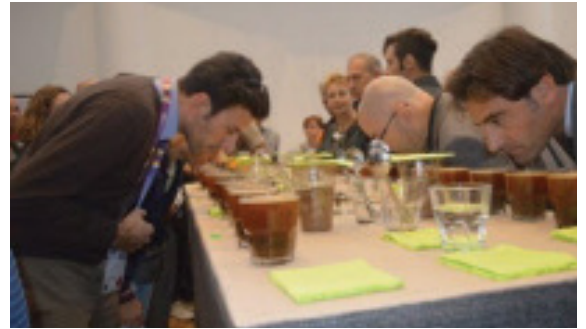
Sustainable Coffee Platform of Indonesia (SCOPI) is a non-profit organization in the form of association consisted of coffee players in Indonesia.

Vision	Promote and enhance public private partnership (PPP) in coffee production and trade to achieve economic opportunities for farmers, food security, and environment sustainability
Mission	<ul style="list-style-type: none"> • The core driver of SCOPI is development of PPP in the coffee sector across Indonesia • Facilitates sharing of learning and best practices • Promotes collaboration with other national coffee associations
Principle	<ul style="list-style-type: none"> • Inclusive, participative, democratic • Neutral and pre-competitive • Farmer-centered • Solution, support, synergy, loyalty, and commitment oriented • Beneficial for all participants and sectors • Multi stakeholder based • Open forum

Major Activities:

1. Task force: lead joint activities to solve major problems in coffee sector, Task Forces are responsible to ensure the program implementation of:
 - Access to Agri Input
 - Access to Finance
 - Transfer of Technology and Effective farmers organization
 - Sustainability standards and Geographical Indications

2. Learning and innovation through activities of:
 - MoU with Local Government
 - Business promotion and exhibition
 - Trainings
 - Internship



Achievements:

- a. In collaboration with the Ministry of Agriculture, SCOPI developed and produce the National Sustainability Standards Curriculum of Robusta and Arabica
- b. Supported the coffee auction event at the 28th SCAA Expo in Atlanta, America. The highest selling price was awarded to Gunung Puntang, West Java with USD 55/kg green bean
- c. Trained 123 master trainers of Robusta from 11 provinces
- d. The master trainers have trained about 14,050 farmer leaders from 663 farmer groups

8. Donors and Co-organisers

8.5. European Union

The European Union is a unique economic and political union between **28 European countries** that together cover much of the continent. The EU provides funding for a broad range of projects and programmes covering areas such as:

- regional & urban development
- employment & social inclusion
- agriculture & rural development
- maritime & fisheries policies
- research & innovation
- humanitarian aid.

More information on: <https://europa.eu/>



8.6. IFAD

The International Fund for Agricultural Development (IFAD), a specialized agency of the United Nations, was established as an international financial institution in 1977 as one of the major outcomes of the 1974 World Food Conference. IFAD is dedicated to eradicating rural poverty in **developing countries**.

More information on: <https://www.ifad.org>



8.7. Asian Farmer Association (AFA)

The Asian Farmers' Association for Sustainable Rural Development (AFA) is a regional alliance of peasant federations and organizations in twelve Asian countries established in May 2002, and currently with 12 million farmer members. It has gained its sound experience and capacities in project management and fund administration during the last 10 years while collaborating with donors and other partners in implementing development projects. AFA, with headquarters in Manila, is invited to various consultative processes organized by ASEAN, UN and other relevant bodies.



More information on: <http://asianfarmers.org/>

8.8. La Via Campesina (LVC)

La Via Campesina is the international movement which brings together millions of peasants, small and medium-size farmers, landless people, women farmers, indigenous people, migrants and agricultural workers from around the world. It defends small-scale sustainable agriculture as a way to promote social justice and dignity. La Via Campesina comprises about 150 local and national organizations in 70 countries from Africa, Asia, Europe and the Americas. Altogether, it represents about 200 million farmers. Asia headquarter is based in Jakarta.



More information on: <http://www.spi.or.id> and <https://viacampesina.org>

8.9. ASEAN Foundation (AF)

The ASEAN Foundation was established by the ASEAN Leaders in December 1997 during ASEAN's 30th Anniversary Commemorative Summit to help bring about shared prosperity and a sustainable future to all 10 ASEAN Member Countries. The ASEAN Foundation is promoting policy dialogue and interaction between multi stakeholders and ASEAN level institutions. The overall mandate of the AF is to actualize and energize the ASEAN 2025 with the important role to bridge coordination between relevant pillars and sectoral WG/bodies in ASEAN with CSOs/FOs of the Project, and facilitate work of FOs/CSOs engaging ASEAN on agricultural, food security and its value chain components.



**ASEAN
FOUNDATION**

More information on: <http://aseanfoundation.org/>

9. ORGANIZER : AFOSP

The ASEAN Farmers' Organisation Support Programme (AFOSP) is an EU and IFAD Grant funded project aims to improve the livelihoods and food security situation of smallholder farmers and rural producers in ASEAN countries, contributing to the realisation of ASEAN 2025: Forging Ahead Together. Its main objective is to strengthen the institutional and operational capacities of farmers' organisations in the region and to promote policy dialogues and interactions at all levels. At the ASEAN level, the ASEAN Foundation (AF) facilitates and coordinates the engagement and participation of ASEAN farmers in the regional policy-making process.



Further information on AFOSP is available at:

www.aseanfoundation.org/AFOSP

and <http://www.asiapacificfarmersforum.com/>

Moderators:

1. Lany Rebagay, Project Coordinator AFA
2. Agus Ruli, Secretary-General, La Via Campensina
3. Yacinta Esti, Project Coordinator AFOSP ASEAN Foundation

Facilitator: Coffee Value Chain Specialist, Yustinus Sunyoto

ASEAN Foundation Team Member:

1. Programme Manager : Yacinta J. Esti
2. Project Officer : Prima Kurnia Sari
3. Ticket arrangement : Citra Montagna
4. Communication :
 - Ni Komang Arianti
 - Amadeus Rembrandt
 - Vasudha Kataruka
5. Interns :
 - Ardi Wiryantara
 - Mauliani Safitri
 - Bonfilio Rendra Sulistiawan
6. Rapporteur : Agatia Wenan Tyawati
7. Intepreter : Dea Rusdiana
8. Videographer :
 - Okie Kristyawan
 - Agus Purwanto
 - Ady Nuadi Hermady
9. Photographer :
 - Suryo Wibowo

References:

FAO. 2015. FAO Statistical Pocketbook Coffee 2015.

Hoffman, J. 2014. The World Atlas of Coffee: from beans to brewing – coffees explored, explained and enjoyed

The International Trade Centre. 2012. Niche Markets for Coffee: Specialty, Environment and Social Aspects.

The International Trade Centre. 2011. The Coffee Exporter's Guide.



A series of horizontal brown lines for writing, spanning most of the page width.

