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**Development through trade for
Bolivian forest communities**

Fogg, Suzanne | Twin

Funding sought
Project start/end

£7,040.00
1 Oct 2018 - 12 Oct 2018

1. Contact Details

Q1. Lead applicant contact details

Please enter the contact details for the lead applicant. The lead applicant is the same as the Flexi-Grant account holder. Please note that the Flexi-Grant account holder will be the only contact point for the application.

Ms Suzanne Fogg

Programme Manager

Twin

Primary Applicant

www.twin.org.uk (Work)

Twin & Twin Trading, 1 Curtain Road,
London, UK, EC2A 3LT, United Kingdom
(Work)

Q2. Lead organisation contact details

Please enter the applicant organisation details

Twin

www.twin.org.uk (Work)

Twin & Twin Trading, 1 Curtain Road,
London, UK, EC2A 3 LT, United Kingdom
(Work)

Please add any 'Committee Feedback' to the field below:

Please add any 'Specific Ineligibility' feedback to the field below:

Please add any 'Conditions' to the field below:

Please add any 'Positive Feedback to the field below:

2. Title & Location

Q3. Working title of the proposed Darwin project

Development through trade for Bolivian forest communities

Q4a. Host country (of proposed Scoping trip)

Bolivia

Q4b. Other collaborating country/ies

not applicable

Q5. Is this a resubmission of a previous scoping application?

No

3. Scoping Principals & Lead Organisation Summary

Q6. Principals in Scoping work i.e. the travellers

Please give the details of the individuals (up to 2) from the lead organisation who would be directly involved in the Scoping work - i.e. making a visit to a host country. One page CVs must be provided.

Details	Main traveller	Second traveller
Surname	Ruiz	Astuhuaman
Forename(s)	Cristina	James
Post held	Head of Programmes	Regional Manager - Latin America
Department	Producer Partnerships Programme	
Telephone/Skype		
Email		
Country travelling from	UK	Peru
Please attach the traveller's CV		

Q7a. About the lead applicant organisation

Briefly discuss your expertise in sustainable use or conservation of biodiversity and/or development. Please refer to recent track record you have in this field. You may be asked to provide evidence of this track record.

Twin is a development through trade NGO working with 43 producer organisations representing over 300,000 coffee, cocoa and nut smallholders globally.

We work with farmers to generate sustainable livelihoods, support social justice and mitigate against climate change and environmental degradation.

Our trading company, Twin Trading, markets and trades into speciality and niche European, Asian and North American markets. For 25 years we have accessed value-added markets, balancing producer support with market demand. Key highlights include:

In partnership with RSPB and forest edge communities of the Gola Rainforest in Sierra Leone, we have supported the creation of cocoa cooperatives, established farmer field schools, delivered training on sustainable agriculture and forest conservation, and established cocoa processing. With Twin's market access support, the first container of forest-friendly Gola cocoa was sold to craft chocolatiers in America.

To strengthen the capacity of 3 brazil nut producers organisations in Bolivia to develop their export markets, Twin trained their leadership on governance, business management and communication, resulting in improved relations with 2 European buyers.

Twin has also developed successful value chain partnerships with coffee producers in Peru, Nicaragua, Rwanda, DRC, Uganda and Tanzania, and high profile roasters and retailers, such as Taylors of Harrogate and Sainsbury's.

Q7b. Would you like to include a letter of support from the lead applicant?

Yes

The limit for any single file uploaded as supporting materials with your application is 6MB. Please ensure documents are saved in PDF form where possible in order to minimise size.

5. Project Partners

Q8. About the partner organisation(s)

Please list all the partners involved and explain their roles and responsibilities in the Scoping work. Briefly discuss your partner's expertise in sustainable use or conservation of biodiversity and/or development. Please refer to recent track record they have in this field. You may be asked to provide evidence of this track record. If there is more than 1 partner organisation, you can enter the details of more partners below. Please specify which of the partners is new to the partnership.

1. Partner Name:	Food and Agriculture Organisation (FAO) - Bolivia
Website address:	www.fao.org/bolivia
Details of anticipated roles and responsibilities:	FAO will be responsible for: -liaison with national and regional stakeholders in Bolivia; -guidance on past, current and planned work in Pando region to support producer organisations in mitigating climate change and promoting diversification; -local knowledge to support understanding past challenges and avoid repetition, and mitigate risks in project design

<p>Expertise in sustainable use or conservation of biodiversity and/or development:</p>	<p>FAO, the UN agency focused on eliminating hunger and malnutrition and reducing rural poverty has been working in Bolivia since 1978 to promote sustainable agriculture, forestry and fisheries.</p> <p>Its Forest and Farming programme in Bolivia focuses on linking forest conservation and sustainable agriculture, and sharing knowledge across its partner network including Bolivia, Nicaragua, Guatemala, Nepal, Kenya, Liberia, Zambia and Vietnam. It works with smallholders, communities and indigenous people and women's groups to improve livelihoods and decision making over forest and farm landscapes. In parallel, the GIBA programme is strengthening economic opportunities through integrated management of the Bolivian Amazon, focused on productivity to commercialisation. This includes support to producer organisations to:</p> <ul style="list-style-type: none"> -diversify and build resilience, -secure land tenure and develop sustainable land use planning arrangements -restore forest landscapes, and -manage soil and water conservation, and carbon sequestration, -adapt agricultural and agroforestry practices that mitigate against climate change, -establish agricultural processing facilities to support local economic development and improve rural livelihoods -promote nutrition and food security. <p>FAO builds cross sector support with stakeholders in academia, civil society organisations, private sector and with local and regional governments, to combine effective policy and legal environment with programme implementation</p>
<p>Name of main contact point and post held:</p>	<p>Sergio Ledesma, National Coordinator of GIBA Programme, FAO Bolivia</p>
<p>Would you like to include a letter of support from this organisation?</p>	<p><input checked="" type="radio"/> Yes</p>

Letter of Support:

The limit for any single file uploaded as supporting materials with your application is 6MB. Please ensure documents are saved in PDF form where possible in order to minimise size.

Do you have more than one partner involved in the Scoping work?

No

Q9. Can you confirm that none of the partners (excluding the lead applicant) have led a Darwin Initiative Main Project before?

Yes

6. Justification & Concept Notes

Q10. Justification of need for a Scoping Award

Please provide written details of why alternative funding is not available from within your own organisation or from other sources. Will matched funding be provided?

Twin is a small NGO, that relies on a mix of buyers and donor funding for its producer support and development activities; we have limited disposable resources to scope new projects in new geographical areas.

Where possible, we capitalise on buyer visits and field monitoring trips to collect additional information about our existing producer partners involved in existing development programmes or trading partnerships, or occasionally potential new producer partners that are in a country with an established partner (e.g. Peru or Rwanda).

Liberation Foods, as the leading Fairtrade snack company in the UK that sources FLO certified nuts from several producer organisations in Bolivia, has previously matched grant funding secured by Twin from the Fairtrade Foundation. They have also subsequently helped monitor progress and collect data about the producer organisations and their membership during their own seasonal reviews. Liberation is not in a position to allocate funds at this scoping stage, but could help Twin solicit other potential sources of matched funding for a larger producer support programme, when a well-developed concept with measurable performance indicators, and risk matrix, is available with demonstrable environmental, social and financial value for the producers and Liberation.

The FAO manages the competitive Forestry and Farming Facility that is available to producer organisations to influence policy, develop their entrepreneurial capacity and develop their technical knowledge for agricultural extension, however the facility is not available for market access support. Furthermore they lack the knowledge and linkages to international buyers and markets that is key.

Q11. Concept note for the Scoping Award

This question concentrates on the scoping study work and should demonstrate the objectives of the Award including:

- objectives of the visit
- what work (including research, remote communications or other collaborations) has been carried out prior to applying for this Award
- what work will be carried out under the Award – please see the guidance for advice on what type of activity can be funded
- evidence of the proposed partners' intentions to collaborate in your Scoping work

The visit has 3 aims:

- To assess the capacity of producer organisations to adopt forest land use planning approaches, and establish farmer field schools to promote agricultural diversification that will increase incomes of smallholder producers;
- To assess the capacity of the producer organisation umbrella groups to act as a resource pool to deliver training on business development, as well as on cocoa and coffee quality and marketing, and provide logistical support in the value chain (e.g. liaison with government services, health certificates, export licenses, taxes, etc.).
- To establish the roles and responsibilities of each partner, to assess the opportunities and challenges (e.g. especially transport, storage and communication) and to develop specific household income and crop productivity indicators, with measurable progress targets, based on accurate and recent baseline information.

Our preparatory work has been centered around:

- Discussions with the Liberation managers sourcing brazil nuts about changing economic, political and environmental context; reporting difficulties securing sufficient volumes of brazil nuts due to drops in productivity. In 2017 farmers reported 60% harvest drop, high temperatures and poor rainfall, reduced biodiversity and lower rates of pollination, resulting in reduced incomes, inability to access social services, rural schools closing, further increasing producer vulnerability.
- Desk-based literature review of FAO and Liberation producer organisations and suppliers over the past 6 years.
- Internet research relating to learnings from past work to reduce deforestation and promote diversification (e.g. Kew's Forest Futures work research on soil fertility, permaculture, non timber forest products, WCS's work the genetic variability of cocoa species, wild cocoa production, training on harvesting and post-harvest practices). These findings highlight that;
- Brazil nut gatherers have suffered from severe price fluctuations due to low yields as a result of changing climate (low rains, high temperatures, reduced biodiversity).
- Producer organisations have been unable to support their members through the price volatility, resulting in decreased membership, instability and for some, insolvency.
- Buyers have been unable to source brazil nuts and the value chain has become fragmented, with manipulation by multinational traders to the detriment of the brazil nut gatherers and their POs.
- Progress in forest conservation is at risk as local communities seek to source forest products to supplement their decreased incomes.

The Scoping work will therefore focus on:

- consultations with producer organisations to establish focus areas for organisational strengthening (e.g. business management and market access)
- consultations with umbrella organisations and service providers to establish their capacity for expansion and growth of new technical areas (e.g. quality control),
- a review of the options for diversification and level of technical expertise for crop production and post-harvest processing and value addition for coffee and cocoa, with visits to farm plots, and field schools.
- meetings with other key stakeholders, as advised by FAO (local and national government, e.g. Ministries of Agriculture and Trade, service providers, etc.) to learn lessons and capture opportunities
- farmer field and forest visits, where possible will be

Q12. Concept note for the resultant project

This question concentrates on the full Darwin application you intend to submit after the Scoping Award and should discuss:

- the expected outcome and outputs of the resultant Darwin project
- how the resultant Darwin project would meet a need in the host country (and the wider region if applicable e.g. if the proposed project would be based in a UMIC)
- how the project would contribute to any or all of the following Conventions: the Convention on Biological Diversity (CBD); the Nagoya Protocol on Access and Benefit-sharing (ABS); the International Treaty on Plant Genetic Resources for Food and Agriculture (ITPGRFA); the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES)
- how the project will contribute to sustainable development in the country concerned
- briefly what the proposed partner's/s' expected role in the resultant Darwin project will be
- briefly the expected role of the Scoping travellers in the resultant Darwin project.

Twin's full application will build on our Theory of change that interventions to create strong producer organisations that market brazil nuts, cocoa, coffee, and support agricultural diversification, will enable them to return increasing value to their members and thereby create sustainable livelihoods for smallholder producers in the Bolivian Amazon region.

We will define clear outcomes that centre on commercialisation of new crops by producer organisations and value chain development to improve lives and also contributing to sustainable development. The four key outcome areas would be;

1- Producers diversify their agricultural production, including into cocoa and coffee, with consistently higher yields, as a result of adopting sustainable agricultural and agro-forestry practices.

2 - Smallholder producers have strong, inclusive producer organisations with the foundations for good business, social and environmental performance that promote biodiversity and conservation.

3 – Producers organisations access international markets and develop traceable value chains, with added value from local processing.

4 – Producers' income and food security have increased, as a result of improved productivity and access to value-added markets

Working with the FAO to define the proposed outputs, these will focus on;

- o Formalised and strengthened organisational structures of producer organisations, registered for export activities,

- o Strong governance systems for inclusive and democratic producer organisations, accountable to farmers and elected representatives

- o Development of basic business and management systems, with effective internal controls procedures (certification standards)

- o Agricultural extension tools developed for agricultural diversification (e.g. in cocoa and coffee) suitable for use by producer organisations and service providers

- o Farmer field schools with lead/master farmers trained in agricultural diversification with understanding of the respective value chains

- o Established approach and network for lead/master trainers to cascade learning to peers

- o Agricultural inputs and equipment

In addition, Twin's role will focus in particular on the access to markets outputs;

- o Fully traceable buying quality control systems

- o Cost/benefit analysis for centralised processing for cocoa and coffee

- o Development of new product marketing strategies for cocoa and coffee

- o Registration and audits for potential certifications

- o Establishment of producer organisation's export functions

- o New buyer relationships and contract negotiation

This project idea supports the National Government Plan to protect the Amazon forest and support forest communities, as well as the regional government (municipality and department) strategies. These are entirely in line with the Sustainable Development Goals which the FAO and Twin are committed to. The project aims to contribute directly to the Convention on Biological Diversity, supporting diversification by smallholder producers with crops such as coffee and cocoa, using sustainable agricultural practices.

The FAO works closely with the Bolivian Government and will ensure the project design is inline and actively supported by the relevant national stakeholders in Ministries of Agriculture and Trade.

The Twin team involved in the Scoping Study would be involved in the resultant Darwin Project; Cristina Ruiz as Project Director, overseeing the delivery in her role as Head of Programmes, and James Astuhuaman as regional project manager, would provide the regular monitoring and support visits, in

7. Costs

Q13. Costs

Provide a detailed breakdown of costs to be funded by the Darwin Initiative in GBP.

	Main traveller	Second traveller	Total
Airfare including travel to airport			2,250.00
Visas and other travel documents			0.00
Total daily subsistence claimed (please provide details below)			2,990.00
Workshop costs (please provide details below)			£1,000.00
Other costs (please provide details below)			£800.00
		Total request from Darwin (must not exceed £10,000)	7,040.00

Additional details to support the figures above

	Main traveller	Second traveller
Daily subsistence rate per day	£130.00	£130.00
Number of days subsistence claimed (max 30 days per traveller)	12	11

Workshop costs

Please provide further details on your workshops costs.

We expect 4 workshops for producer organisations, and umbrella organisations in 2

sites (Cobija and R. Alta) in the Pando Region.

We have costed these at GBP 200 each to factor cost of travel of participants, venue and refreshments.

Other costs

Please provide further details on your other costs.

An additional travel budget of GBP 800 has been allocated to cover the costs of internal flights to Cobija and R. Alta in the Amazon Region of Bolivia. Taxis to the airport have also been included as these are significantly more than short journeys to meetings, included in the DSA.

8. Timetable & Activities

Q14. Activities and timings

Please complete the Scoping Award Timetable to include your anticipated dates of travel (start and finish) and activities to be undertaken on your trip. **N.B.:** this question is specifically about your travel plans – your dates and specific milestones during travel – NOT your timetable to Stage 1 application. Your application will be considered ineligible if this section does not specifically cover your planned scoping trip.

Date	Milestone
01/10/2018	START
03/10/2018	Introductory Meeting with FAO in La Paz, and key stakeholders.
04/10/2018	Consultation meetings (Riberia Alta) with producer organisations and key partners of FAO, involved in brazil nut, cocoa and coffee production , field /forest visits
05/10/2018	Assess local processing facilities and consultation with partners involved in transformation ad export
08/10/2018	Consultation meeting (Cobija) with producer organisations and key partners in brazil nut, cocoa and coffee (repeat of R. Alta review and assessment), field /forest visits
09/10/2018	Assess local processing facilities and consultation with partners involved in transformation ad export

11/10/2018	Debrief meeting with FAO in La Paz with review of PO capacity, scope for diversification, roles and responsibilities, budget, areas of priority and risks
12/10/2018	Return flights to UK for C. Ruiz, and to Peru for J. Astuhuaman
12/10/2018	FINISH

Q15. In what year would you expect to submit the full Darwin project application?

Round 26

9. Certification

Q16. Certification

On behalf of the

company

of

Twin

I apply for a grant of

£7,040.00

in respect of all expenditure to be incurred during the lifetime of this project based on the activities and dates specified in the above application.

I certify that, to the best of our knowledge and belief, the statements made by us in this application are true and the information provided is correct. I am aware that this application form will form the basis of the scoping schedule should this application be successful.

(This form should be signed by an individual authorised by the applicant institution to submit applications and sign contracts on their behalf.)

- I have uploaded CVs for project principals
- I have uploaded letters of support from the lead application organisation and the partner(s)



Name	Suzanne Fogg
Position in the organisation	Programme Manager
Signature (please upload e-signature)	

Date

02/02/2018

If this section is incomplete the entire application will be rejected.

10. Submission Checklist

Checklist for submission

	Check
Have you provided anticipated start and end dates for your Scoping trip?	<input checked="" type="checkbox"/>
Has your application been signed by a suitably authorised individual?	<input checked="" type="checkbox"/>
Have you read the Guidance documents for both <u>Main projects</u> and <u>Scoping awards</u> , and are you satisfied that your concept would be eligible for a main project application?	<input checked="" type="checkbox"/>
Have you read the current <u>Terms and Conditions</u> for this fund and can you confirm you are willing to be bound by these if your application is successful?	<input checked="" type="checkbox"/>
Have you uploaded 1 page CVs and letters of support as required?	<input checked="" type="checkbox"/>
Have you checked the <u>Darwin website</u> immediately prior to submission to ensure there are no late updates?	<input checked="" type="checkbox"/>