



**Partnership Fair Report  
19 September 2018**

Within its mandate and in order to complement the Donors Forum that took place on 18 September 2018, the Projects Committee held a Partnership Fair to provide additional information and details of opportunities offered by selected donors and other organisations in support of the coffee sector, and to pursue the 2030 Sustainable Development Agenda.

Chaired by the Honduran Ambassador, **H.E. Mr Iván Romero-Martínez**, the Partnership Fair took place on 19 September 2018. Its aim was to provide an important opportunity to bring together donors, international development agencies and partners with delegates of the 122<sup>nd</sup> Session of the International Coffee Council. All participants were able to explore how to address the main challenges faced by the coffee sector, such as the livelihood of smallholder farmers, climate change, poor agricultural practices, supply chain, low prices and pests and diseases, through international cooperation and partnerships.

The Fair provided a platform for international cooperation agencies, donors and partners to inform delegates about their programmes, tools and funding for the coffee sector. Delegates had the opportunity to explore future partnerships to increase social, economic and environmental sustainability of their coffee sector. Each organisation gave a short presentation, with time for questions and answers, providing plenty of opportunity to engage, in addition to informal or bilateral meetings.

Member delegations were made aware of organisations supporting the coffee sector and their different programmes and tools, as well as modalities for partnership and for benefitting from technical assistance and funding. The following cooperation agencies and international organisations participated in the first Partnership Fair:

- ❖ International Trade Centre (ITC);
- ❖ United Nations Industrial Development Organization (UNIDO);

- ❖ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ);
- ❖ Standards and Trade Development Facility (STDF);
- ❖ Global Environment Facility (GEF);
- ❖ Japan International Cooperation Agency (JICA);
- ❖ United Nations Development Programme (UNDP);
- ❖ International Fund for Agricultural Development (IFAD); and
- ❖ Twin and Twin Trading

The Chairman commenced by welcoming all delegates and observers and thanked the cooperation agencies and donors who accepted to present their organisations and the enabling conditions for access to their funding programmes. Delegates were invited to make further contact with the presenters for in-depth information. The Chairman requested that the ICO be informed of the results for follow-up assistance.

Ambassador Romero-Martínez then requested that the Head of Operations take over the chairmanship of the Fair and facilitate the speakers' presentations for the 30-minute slot allotted to each of them, and also with related question-and-answer sessions. A brief summary of the speakers' main message is presented below, while the PowerPoint presentations are available on the ICO website.

**i) International Trade Centre (ITC): Partnering for development results**

**Mr Robert Skidmore** presented the ITC programme for private sector development in developing countries in support of small and medium enterprises in order to compete in international markets. As the operational arm of the United Nations Conference on Trade and Development and the World Trade Organization, the ITC provides a number of services, including trade and market intelligence, building a business-friendly environment, strengthening trade and investment support institutions, etc. More specifically, the ITC programme aims to de-commoditize coffee through product diversification, building direct relationships between exporters and buyers, promoting the creation of value addition and empowering women in the coffee sector. The presentation was followed by discussions on a number of key practical aspects where the ITC could assist. These include the role of the ITC in connecting companies from coffee-producing countries with buyer and roaster companies; the assistance provided by the ITC to developing country coffee strategies as well as details of the eco-system work carried out by the ITC ([www.intracen.org](http://www.intracen.org)).

**ii) United Nations Industrial Development Organization (UNIDO):  
Technical cooperation activities**

**Ms Aurelia Calabro** and **Mr Andrea De Marco** outlined the technical cooperation activities of UNIDO. UNIDO works closely with the Food and Agriculture Organization of the United Nations (FAO) and IFAD in many recipient countries in the area of agribusiness to address all issues in the value chain. The Coffee Sustainability Programme in Ethiopia implemented by the Department of Agribusiness Development of UNIDO was presented as a Public Private Partnership (PPP) funded by the Italian Government, illycaffè and the Ethiopian Coffee Authority. The aim of UNIDO is to support a country development strategy with focus on its mandate: Sustainable Development Goal 9 '**Industry, Innovation and Infrastructure**'. An official request has to be submitted by the country before setting up a technical team to analyse the problem. Fundraising activities would then follow before starting project design and implementation. In the discussion, UNIDO representatives indicated four main areas of intervention, namely pre-production, processing, post-processing and market development. To benefit from the UNIDO programme, the importance of the product for the country needs to be assessed for the purpose of eligibility. The request should be submitted by the relevant government department to support the country's value chain. In the case of Ethiopia, upon request of the Government, the private sector indicated the relevant areas requiring support ([www.unido.org](http://www.unido.org)).

**iii) Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH**

**Mr Jonas Dallinger** introduced the programmes implemented by the GIZ, a German service provider for international cooperation. Its aim is to improve living conditions in developing countries. Jonas works in the programme on sustainable supply chains and standards, which promotes sustainable sourcing of agricultural products for the German market.

The main means of cooperation through GIZ include bilateral projects, such as climate initiatives and rural development, PPPs and sector projects. Current activities in the coffee sector include:

- Programme for sustainable supply chain and standards.
- Cooperation with the private sector: Access to finance, farm management in Uganda, PPP in Peru, good agricultural practices in South-East Asia.

In the discussion Members were informed on how to access GIZ support. It starts with a focal point in each country. Members should ask their respective focal point to include coffee in the programme. Private companies can apply for financial aid and technical

support through the develoPPP.de programme. More information can be found here: <https://www.bmz.de/en/issues/wirtschaft/privatwirtschaft/ppp/develoPPP/index.html>. For general information on GIZ please visit (<https://www.giz.de/en/html/index.html>)

**iv) Standards and Trade Development Facility (STDF)**

**Mr Simon Padilla** presented the role and experiences of the STDF to facilitate safe trade. The STDF mobilises additional resources from governments, donors and the private sector to build capacity in developing countries. For the coffee sector, STDF's support to coffee farmers in Papua New Guinea was presented. In the discussions it was confirmed that post-harvest issues can also be addressed by the STDF. To access STDF funding, applications should be submitted by interested countries. Application forms and a template can be downloaded from its website (<http://www.standardsfacility.org/>).

**v) Global Environment Facility (GEF)**

**Mr Pascal Martinez** provided further details of the GEF's food systems, land use and restoration impact programme for the period 2018-2022. The programme aims to develop efficient and effective food value chains and reduce deforestation from commodity supply chains. In the discussion, Mr Martinez informed that a Call for Proposals will be open on 15 October 2018 with an initial deadline for submission on 30 December 2018. He invited all ICO Members to contact their GEF focal point in order to identify which of the 17 agencies could be more suitable to develop a proposal for them for the coffee sector (<https://www.thegef.org/>).

**vi) Japan International Cooperation Agency (JICA)**

**Mr Masaki Wakai** presented the JICA bilateral aid in the form of technical cooperation in the coffee sector in developing countries. JICA dispatches experts to developing countries for capacity-building projects through technical cooperation and also dispatches volunteers. It also provides loans to governments. In the coffee sector JICA is providing technical cooperation in Ethiopia, the Philippines, Rwanda and (Thailand \*under preparation) in the coffee sector (especially focusing on their coffee value chains in Rwanda). It is providing support to private sector investment and finance to Vietnam. The project in Vietnam aims to strengthen the coffee value chain by expanding coffee processing plants and supporting farm management for smallholder farmers. The project is integrated in the Government Strategic Plan to industrialise the country through the coffee value chain. The main outputs of the coffee value chain project in Vietnam are the development of the advanced agricultural product processing industry, as requested by the government; the reduction of poverty

through farm management support to smallholder farmers; and the co-financing mechanism between JICA and the Asian Development Bank (ADB), which would benefit the private sector. Other areas of Japanese cooperation include its support to volunteers who are working in Ecuador, El Salvador, Guatemala, Honduras and Rwanda. In the discussion Members were informed that JICA should be contacted with regard to any type of project that relates to cooperation in the area of agriculture. The support of JICA covers various areas including poverty alleviation, climate change and infrastructure. For the timeline for cooperation, in the case of government cooperation, a request to the Government of Japan in consultation with JICA should be made in August. The answer of the Japanese Government would be provided in March for the programme to commence after April. In the case of private sector investment and finance, requests can be made any time by contacting JICA (<https://www.jica.go.jp/english/>).

**vii) United Nations Development Programme (UNDP)**

**Mr Charles O'Malley** outlined the Green Commodities Programme of the UNDP. UNDP uses a multi-stakeholder approach to address a number of challenges in the commodity sector. More specifically, the programme aims to improve shared understanding of issues, design better solutions, ensure co-ownership by key stakeholders, foster national leadership and increase likelihood of effective and efficient implementation. UNDP's support to the Coffee National Action Plan of Peru was presented. It is a model for sector governance that guarantees the development and sustainability of coffee by increasing the levels of production and productivity. In the discussion it was further noted that UNDP supports agricultural commodities that represent a key sector for the country and presents significant livelihood and environmental challenges. (<http://www.undp.org/content/gcp/en/home.html>).

**viii) International Fund for Agriculture Development (IFAD)**

Further to his presentation at the Donors' Forum, **Mr Steven Jonckheere**, discussed IFAD's experience in Uganda as an example of their support to an inclusive and sustainable rural transformation to contribute to the Sustainable Development Goals. The main focus of IFAD is to improve the livelihood of smallholder farmers and promote inclusive value chains. The inclusive value chain development project is a holistic and demand-driven approach based on supporting production and processing for target groups. Each country can access IFAD support through regular Calls for Proposals. Applications should be generated by governments as part of their national strategy (<https://www.ifad.org/>).

**ix) Twin and Twin Trading**

**Mr Richard Anstead**, Managing Director, informed Members on activities undertaken by his organisation. Twin is a non-profit organisation which owns a coffee trading company. It promotes market linkages between small-scale farmers across the entire value chain bring Twin Trading Markets coffees to international roasters. Twin also provides technical assistance, while working through producer organisations supporting the organisations across their work on governance, gender, sustainable agriculture, quality, business management and market access. A number of partnership programmes have been implemented in coffee-producing countries. Examples of its support include an Export Capability Programme in Rwanda and

Burundi, and sustainable coffee production in Peru. In the discussion it was confirmed that Twin is a relevant partner for project implementation in producing countries. Twin has a global reach, with offices in London and Kigali. Please contact them at [info@twin.org.uk](mailto:info@twin.org.uk) or [richardanstead@twin.org.uk](mailto:richardanstead@twin.org.uk) (<https://www.twin.org.uk/>).

**Conclusion**

The delegates expressed great interest in all the presentations. Several questions were raised regarding the possibility of benefitting from the knowledge and assistance provided by all presenting organisations. They congratulated the ICO for the support given and the opportunities to learn how to work with key donors and partners. In closing, the Head of Operations thanked the speakers and their organizations for their commitment and for showing to Members the many opportunities to support the sustainable development of the coffee sector. He stressed that the ICO would continue supporting its Members in accessing knowledge in project development, funding and monitoring. A request was made to Members to share information on the follow-up discussions with partners. The ICO also reiterated its intention to prepare a guide that covers all the key donors and partners who support the coffee sector, providing details of each programme and modalities to develop projects and benefit from their services, knowledge and funds.