



Webinar June 25th

The role of data in cocoa sector sustainability



Before we start, some logistics



Guiding questions

- How has the role of data and evidence-based approaches evolved in the cocoa sector?
- How will the increasing use of data help shape efforts towards sustainability in the future?

Using GotoMeeting:

- Right click in the Attendees list and click “Add name’.
Fill in your Name and Organization
- In case of a question select “private” in the chat and send to Eva Schouten, NewForesight. We will answer your question after the speaker has finished.
- In case of any difficulties, use the chat function or “raise” your hand

Cocoa and chocolate – what are the images that come to mind?



What do we hear about in the news?

UN: Ivorian military officers
smuggling cocoa 'Warlord Style'

30/4/2013

Third party certification only way to
combat cocoa child labor

12/6/2013

Child Labour: the true cost of chocolate production

19/6/2018

**Sustainable cocoa farming
crucial to protect Ghana's
forest** 4/6/2018

**Land Disputes Gnaw at Côte d'Ivoire's
Forests**

25/11/2013

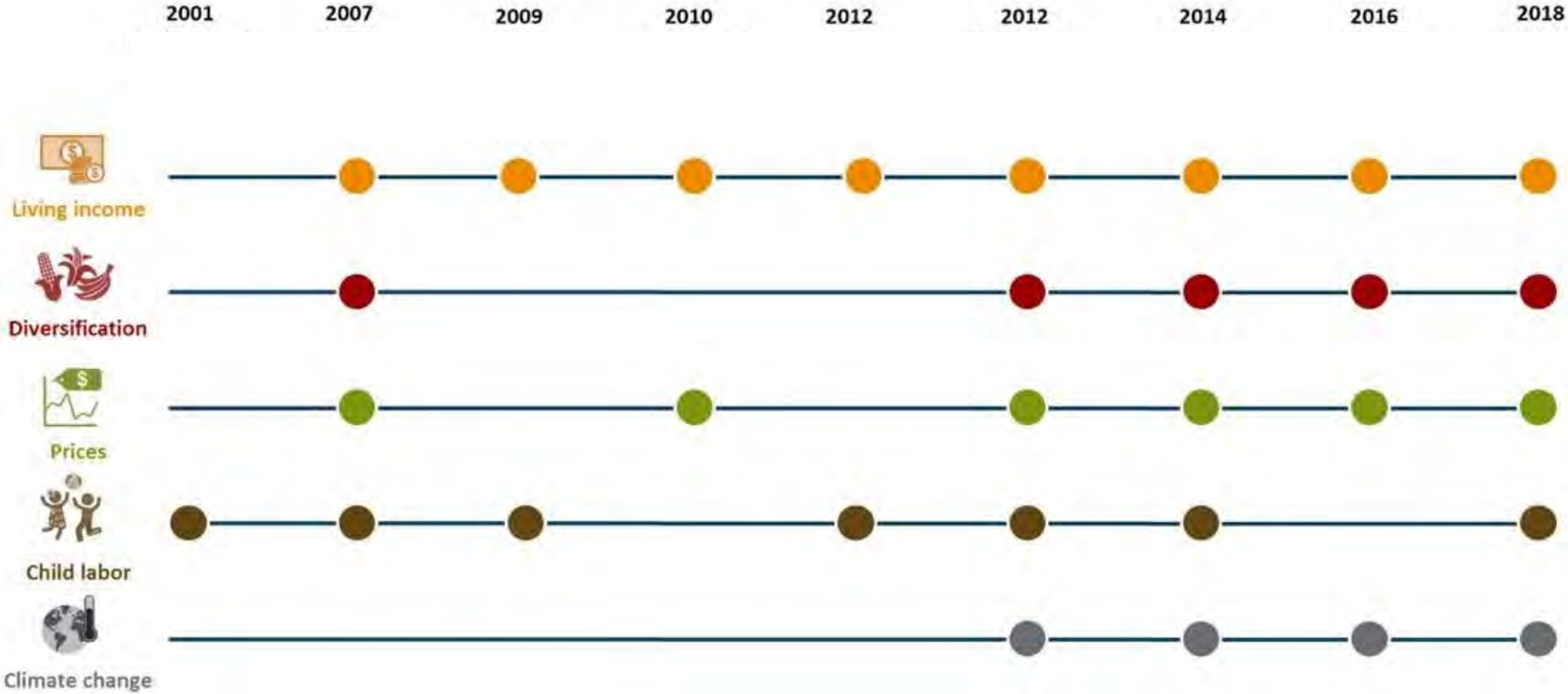
The cost of chocolate and the unjust underbelly of supply chains

19/6/2018

**Migrant farm workers face systemic abuses: Amnesty
International**

20/10/2014

What about at conferences?



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Do we also sometimes hear some positive news?

“...unprecedented commitments on forest protection and restoration. and sustainable cocoa production and farmer livelihoods...”

“...decades-long commitment to sustainability in the cocoa sector...”

“...ambition of moving sustainable chocolate from niche to norm by 2025...”

“...more than 250.000 farmers trained...”

Friedel Hütz-Adams

*Senior Researcher at SUEDWIND-institute
Co-author of the Cocoa Barometer*



Antonie Fountain

*Managing Director at VOICE Network
Co-author of the Cocoa Barometer*

Anna Laven

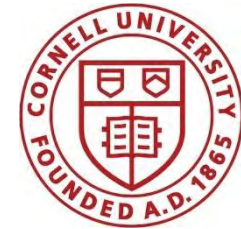
*Senior Advisor at KIT, Royal Tropical
institute*



William Saab

*Senior Consultant at
NewForesight*

And who is in the audience?





Speaker:
Friedel Huetz-Adams
Senior Researcher at SUEWIND-institute
Co-author of the Cocoa Barometer



Webinar, 25.06.2018

The role of data-driven approaches in the cocoa sector

Institut SÜDWIND
von: Friedel Hütz-Adams

Data: Non-competitive collaboration?



**I don't need eyesight, I need vision
(Faithless)**

**People with a vision should go to the doctor
(Helmut Schmidt, former German Chancellor)**

Data: Non-competitive collaboration?

Sharing data is no vision, it is a necessity

- Discussion on cocoa will go on: Pressure from unions, NGOs, Press, Politicians, Investors will increase
- Farmers might stop cocoa farming
- Communication problem as long as the industry has so many different programs:
 - Nobody has an overview on impacts = no trust

Data: Non-competitive collaboration?



Research 1 = Baseline Situation

- Social and economic situation of farmers
 - Detailed data collected every year: capacity building of research in the cocoa producing countries
 - Detailed data about different countries: Allow comparisons possible to identify inactive governments

Goal: To get valid data from an independent source

Data: Non-competitive collaboration?

Research 2 = Designing Models

- Develop standards for evaluation:
 - How do we measure the impact of certifications and company projects?
 - How do we isolate other influences for improvements like rising prizes for cocoa or progress initiated by governments?

Goal: The development and implementation of a widely accepted model

Data: Non-competitive collaboration?

Research 3 = Impact

- Impact of certification/company projects:
 - Improvements of the situation of the farmers
 - Improvements of cocoa yields (volume & quality)
 - Interdependency with government programs

Goal: We have to identify and replicate what works best

Data: Non-competitive collaboration?

Present situation

- Last four slides were from the presentation "[Brüssel, 25.05.2011
Cocoa-Sector: Non-competitive collaboration](#)"
- WCF: Cocoa MAP never worked
- BUT: More and more data are collected
- Extensive databases of companies (including GPS figures on locations, farm size, yield, family size, diversication etc.) exist
- Many data are not shared
 - Unnecessary costs
 - Farmer and governments should own data!

Data: Non-competitive collaboration?



ZENTRUM FÜR ÖKONOMIE
UND MANAGEMENT

- 17 KIT database: cocoa most important crop
- 18 Balineau / Bernath / Pahuatini 2017: Data are based on surveys conducted on farms aligned to Barry Callebaut Cocoa program
- 19 Como Consult 2016; Base line for Pro Planteurs project, region in eastern Part of CDI
- 20 Ingram, Verina et al. 2014: Database: Analysis of Impact of UTZ-Certification in Cote d'Ivoire
- 21 Waarts, Yuca et al. 2015; Database: Analysis of Impact of UTZ-Certification in Ghana
- 22 Foundjem-Tita / Donovan / Stoian / Degrande 2016; Evaluation study of Fairtrade cooperatives and control group
- 23 Fairtrade International: Sample of 3202 Farmers in Cote d'Ivoire
- 24 Aidenvironment, NewForesight and IIED 2015a: based on calculations after interviews with experts
- 25 Aidenvironment, NewForesight and IIED 2015b: based on calculations after interviews with experts
- 26 ICI (International Cocoa Initiative) 2016: Big data collection in different regions of Cote d'Ivoire and Ghana
- 27 Asamoah, Mercy / Owusu-Ansah, Frank (2017): Research on land use in Ghana, GPS-Data
- 28 Tulane University (2015): focus on child labour
- 29 Nestle 2017: Summary without transparent database
- 30 Agrilogic 2017: FFB Côte d'Ivoire Company Report Barry Callebaut, Company A: Unknown database, but company does a lot of on the ground research with many farmers included
- 31 Company A: Unknown database, but company does a lot of on the ground research with many farmers included
- 32 Company A: Unknown database, but company does a lot of on the ground research with many farmers included

			17: KIT (2016)	24: ICI (2013)	23	22 certifié	22 ant certifié	24	25	27	28	19	18	29	30	20/21 certifié	20/21 ant	31	32
figurer in red: see literature list below																			
Household Size		Average																	
	Côte d'Ivoire	3,15	6,34	7,39	9							10	8	7	8,7			7,00	
	Ghana	5,19	5,33	4,38										6					
Adults per Household		Average																	
	Côte d'Ivoire	4,61	3,65	3,62	3							5,3			4,9				
	Ghana	2,75	3,29	2,75															
Age of Farmers		Average																	
	Côte d'Ivoire	45,62	44,69	47						45,1			44		46	46			
	Ghana	49,15	49,73	49	51			48,8	47,8										
Farm Size (in hectare)		Average																	
	Côte d'Ivoire	5,28	6,56	5,77	6,7			3,50		5,28	5,81	4,87	5	6,9	3,70				
	Ghana	3,85	4,9	1,94		4,40	3,80		2,60	3,1			1,54					3,96	
Used for Cocoa (in		Average																	
	Côte d'Ivoire	4,88	4,42	5,04	4,9					3,5			4,31		4,4	2,30			
	Ghana	3,88	3,80							3									
Yield per Ha (in kilo)		Average																	
	Côte d'Ivoire	410,78	369,75	314,00	437			450,00				323	471	375	545	467,00	315,00		
	Ghana	489,89	433,26	402,00		540,00	770,00		450,00	353,00				631		311,00	321,00		631,00
total yield Yield (in kilo)		Average																	
	Côte d'Ivoire	2.009,00	1325,00	1369,00	1999										2342	2.326,00			
	Ghana	1.288,00	1175,00	1288,00															
Labour productivity		Average																	
	Côte d'Ivoire	16,26		16,26															
	Ghana	20,50		20,50															
Labour days per Ha		Average																	
	Côte d'Ivoire	56,11		39,21											73				
	Ghana	123,50		187,00											60				
Expenditure Inputs per		Average																	
	Côte d'Ivoire	62,50	95,50	47,00												78,00			porha
	Ghana	89,00	171,86			97,00	73,00												97,00
Household Labour days		Average																	
	Côte d'Ivoire	70,24		83,28											58,4				
	Ghana	62,00		62,00															
Hired Labour days per		Average																	
	Côte d'Ivoire	14,60													14,6				
	Ghana	125,00		125,00															
Expenditure Labour (in		Average																	
	Côte d'Ivoire	171,50			108											235,00			porha
	Ghana	141,25		267,00		175,00	51,00												72,00
Cost per Ha (labour +		Average																	
	Côte d'Ivoire	188,65			35										147,6	314	258		
	Ghana	173,00																	173,00
% Cocoa of Income		Average																	
	Côte d'Ivoire	75,75	66,00		74								88		79			62	
	Ghana	73,75	61,00			74,00	71,00		62,00						88				
Cocoa Income		Average																	
	Côte d'Ivoire	2.899,57	2368,00		2722	2347						3076			4115	3069	2632	2340	2229
	Ghana	2.882,50	1776,00												1936				
Household income USD		Average																	
	Côte d'Ivoire	3.469,75	3426		2707										3659	4877	2636		
	Ghana	2.960,00	2911												2960				



INSTITUT FÜR ÖKONOMIE
KUMENE





Thanks for your attention!

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Speaker:
Antonie Fountain
Managing Director at VOICE Network
Co-author of the Cocoa Barometer

VOICE Network

Antonie Fountain
Managing Director



VOICE Network

- Umbrella association of NGO's and Trade Unions

Antonie Fountain
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VOICE Network

- Umbrella association of NGO's and Trade Unions
- Watchdog and catalyst

Antonie Fountain
Managing Director



VOICE Network

- Umbrella association of NGO's and Trade Unions
- Watchdog and catalyst
- Three Core Activities

Antonie Fountain
Managing Director



VOICE Network

- Umbrella association of NGO's and Trade Unions
- Watchdog and catalyst
- Three Core Activities
- Informed Civil Society

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VOICE Network

- Umbrella association of NGO's and Trade Unions
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- Three Core Activities
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 - Research

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Managing Director



VOICE Network

- Umbrella association of NGO's and Trade Unions
- Watchdog and catalyst
- Three Core Activities
 - Informed Civil Society
 - Research
 - Advocacy

Antonie Fountain
Managing Director



Market Information



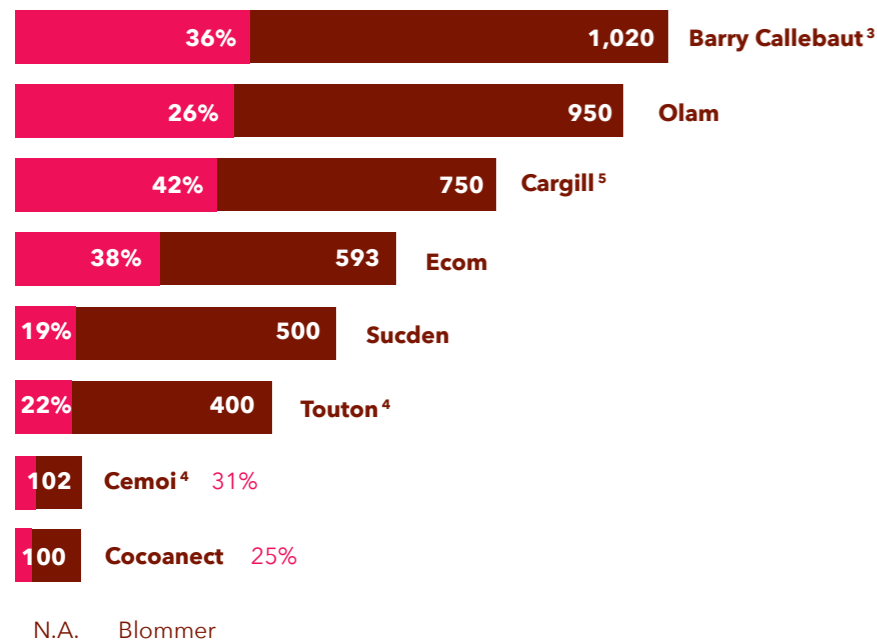
Market Information

Companies:

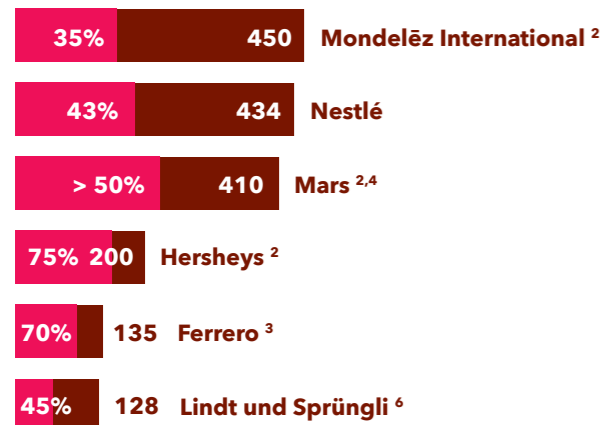
Certified cocoa* / used cocoa 2017¹

* certified or own project verified cocoa

Trader/Grinders



Chocolate Producers



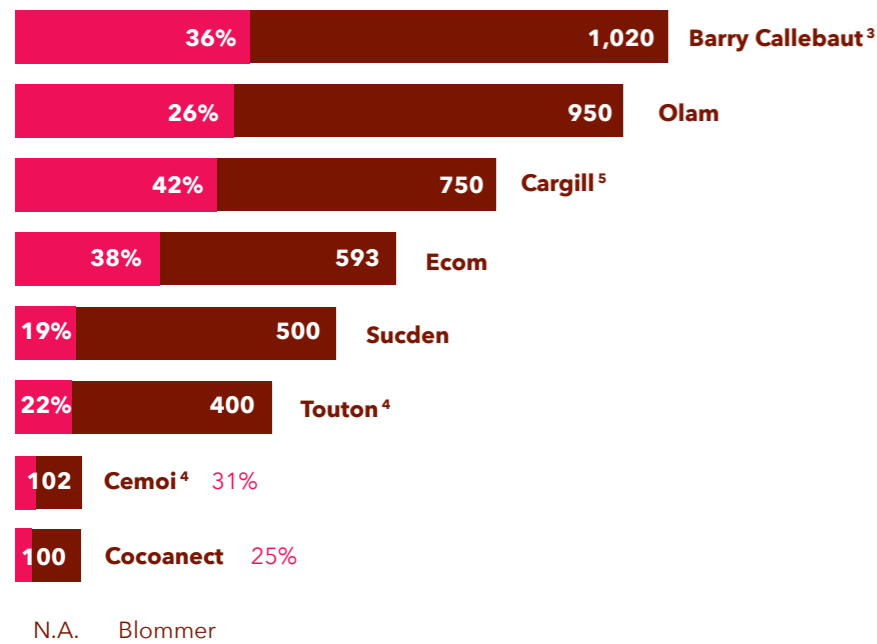
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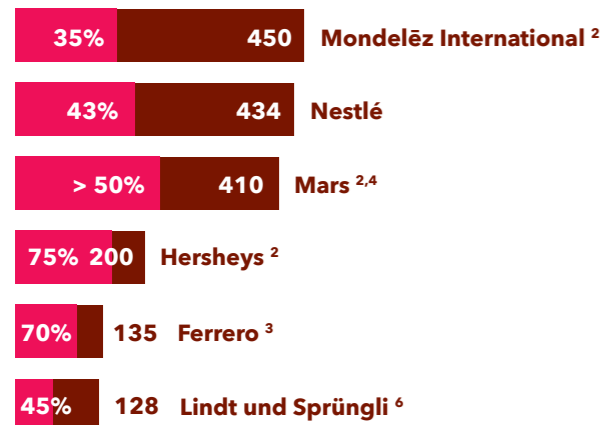
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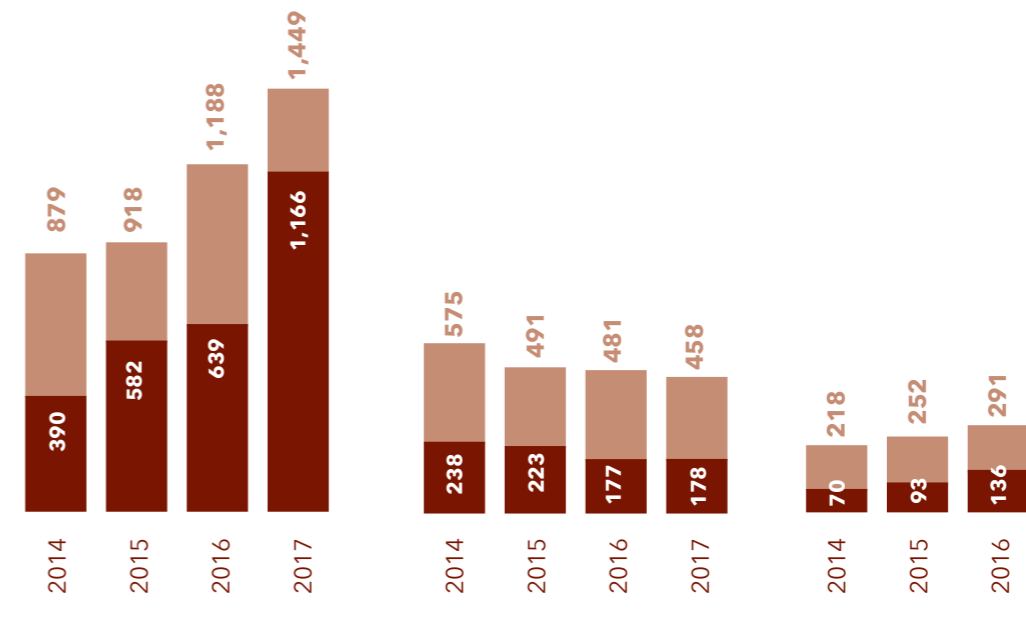


Chocolate Producers



Produced/sold as Certified

(data from questionnaire)



UTZ

RFA/SAN

Fairtrade



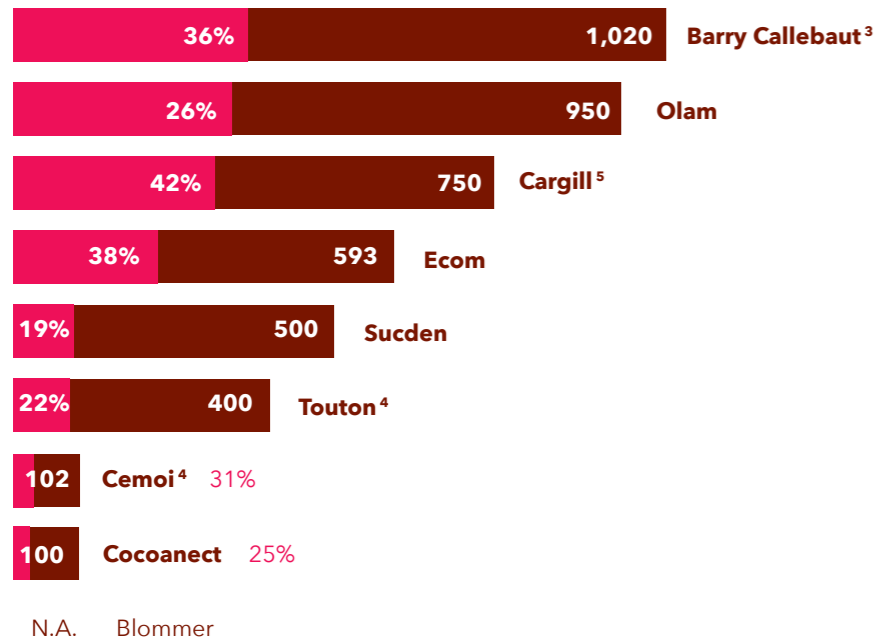
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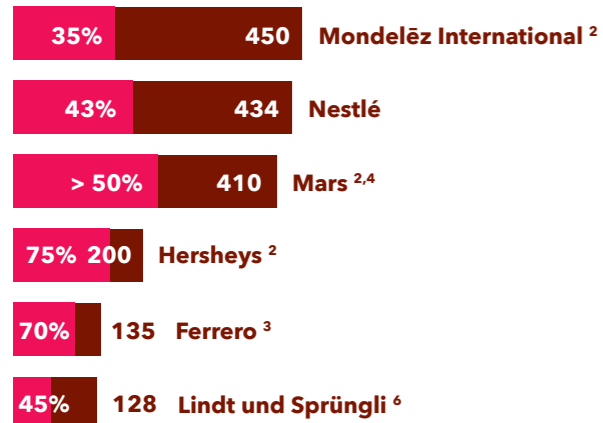
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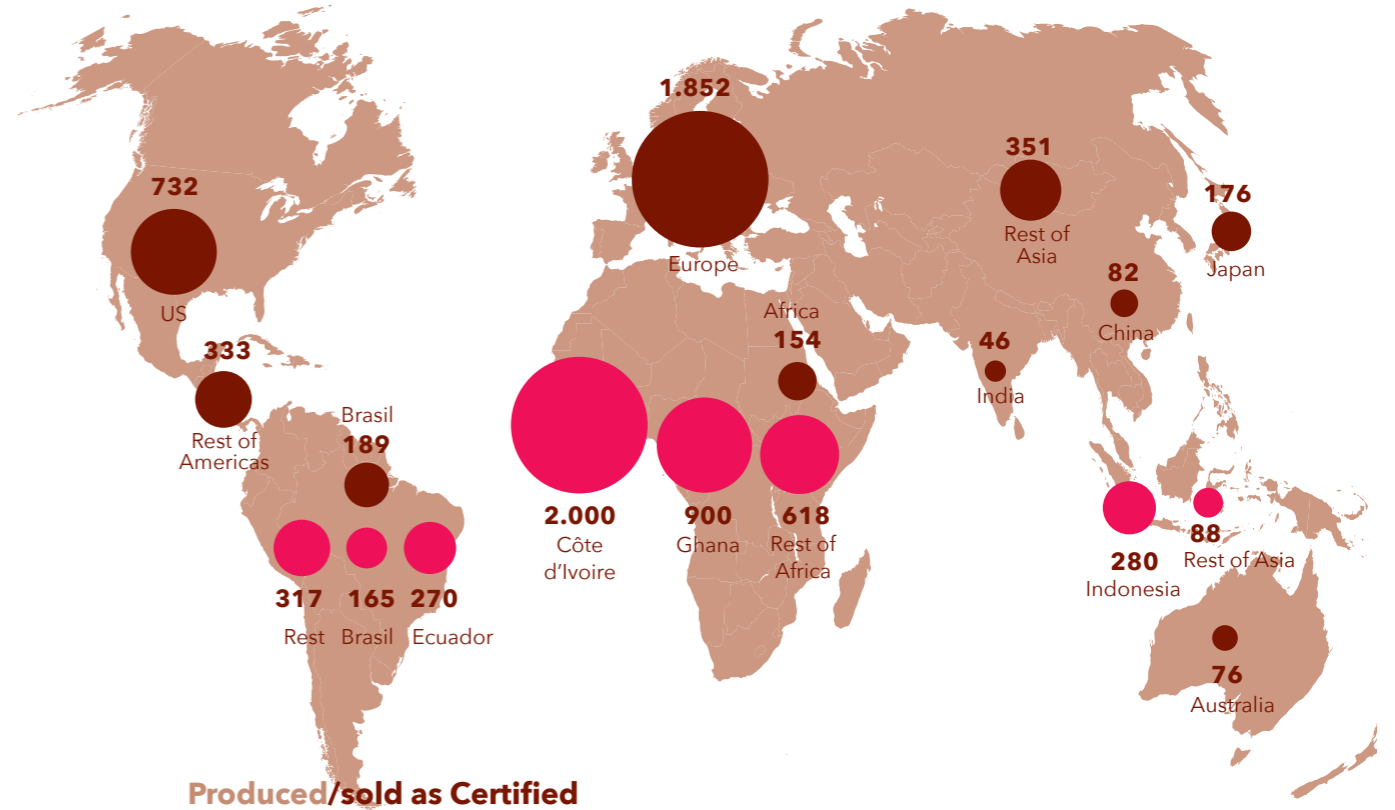
Chocolate Producers



Production / Consumption

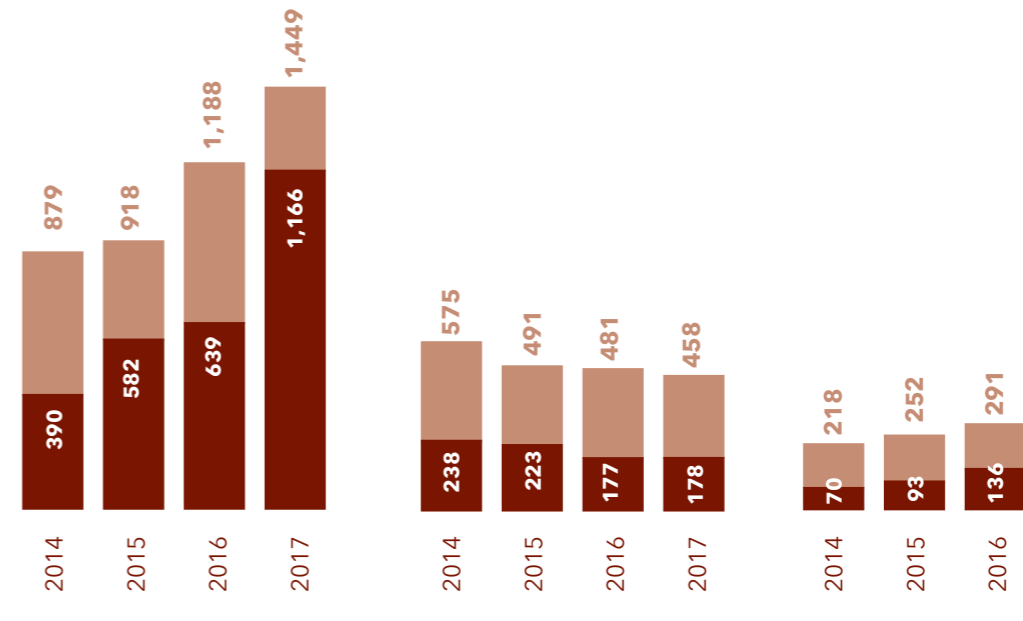
Cocoa Production in 1,000 tonnes 2017/18

Source: ICCO 2018, Table 2, 40



Produced/sold as Certified

(data from questionnaire)



UTZ

RFA/SAN

Fairtrade



Under-represented issues



Under-represented issues

Value Distribution	Sells	Buys	Value Added	Profit	final sale
Farmers income weighted	\$ 1.874	\$ 664	\$ 1.210	\$ 1.210	6,6%
Inland Transport	\$ 1.971	\$ 1.874	\$ 97	?	0,5%
Taxes/MarketingBoard	\$ 2.745	\$ 1.971	\$ 774	?	4,2%
International Transport	\$ 2.793	\$ 2.745	\$ 48	?	0,3%
Costs port of arrival	\$ 2.993	\$ 2.793	\$ 201	?	1,1%
International Traders	\$ 3.038	\$ 2.993	\$ 45	\$ 15	0,2%
Processors & Grinders	\$ 4.434	\$ 3.038	\$ 1.395	\$ 211	7,6%
Manufacturer*	\$ 10.858	\$ 4.434	\$ 6.425	\$ 870	35,2%
Retail & Taxes	\$ 18.917	\$ 10.858	\$ 8.058	\$ 473	44,2%

Per tonne of sold cocoa



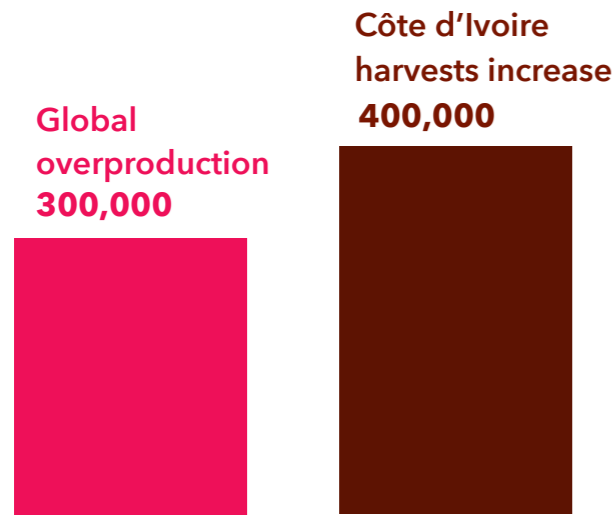
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Per tonne of sold cocoa

Cocoa production increase:

Global overproduction / harvest increase Côte d'Ivoire



metric tonnes

Source: ICCO, Quarterly Bulletin of Cocoa Statistics.

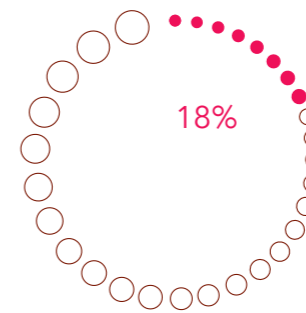
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Per tonne of sold cocoa

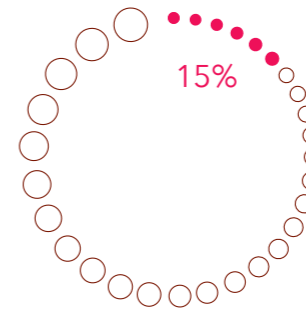
Scale of solutions vs. problem

Number of children
in cocoa in West Africa:
2,200,000
(Source ICI)



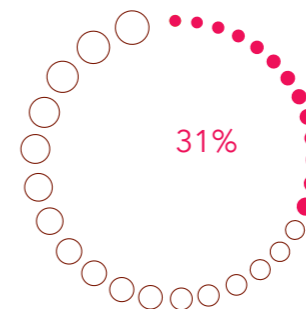
Number of children in ICI CLMRS ambition for 2020: **400,000**

Number of farmers in
Côte d'Ivoire and Ghana:
2,000,000
(Source CocoaAction)



Number of farmers in CocoaAction ambition for 2020: **300,000**

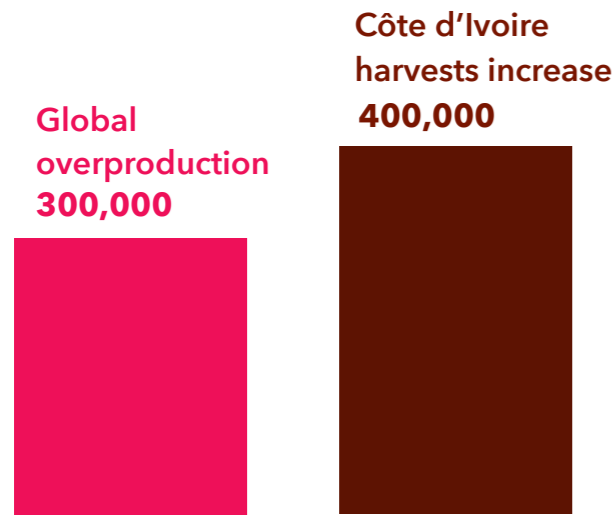
Living income:
\$2.51
(Source Fairtrade)



Current farmer income: **\$0.78**

Cocoa production increase:

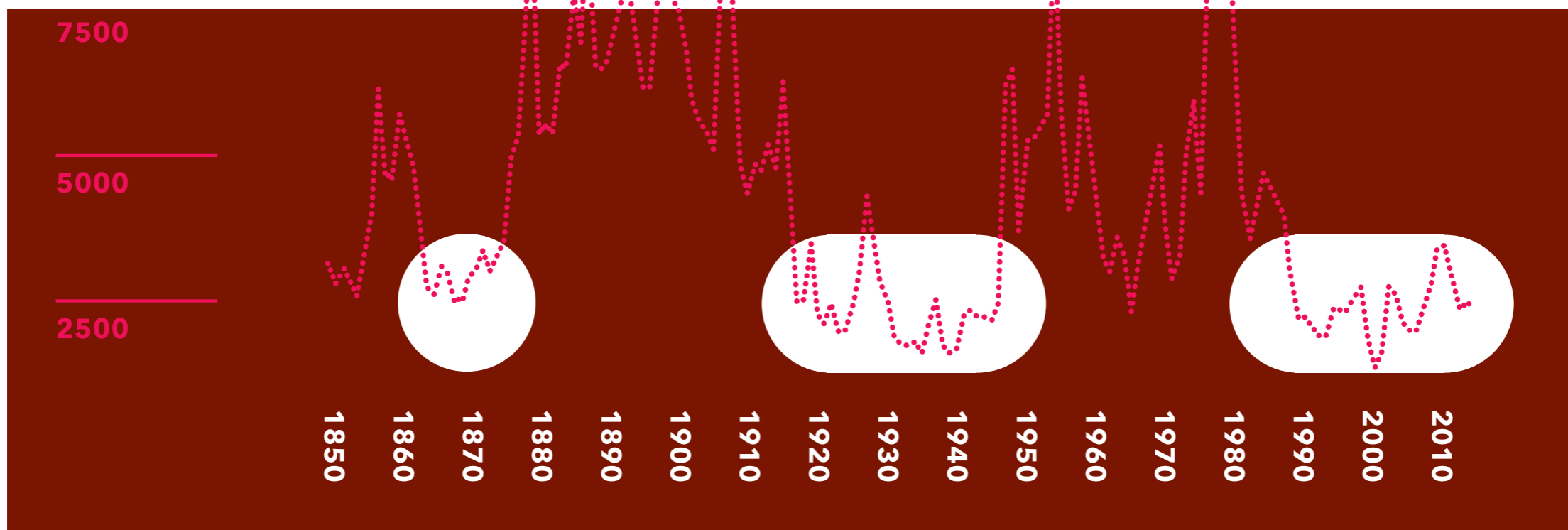
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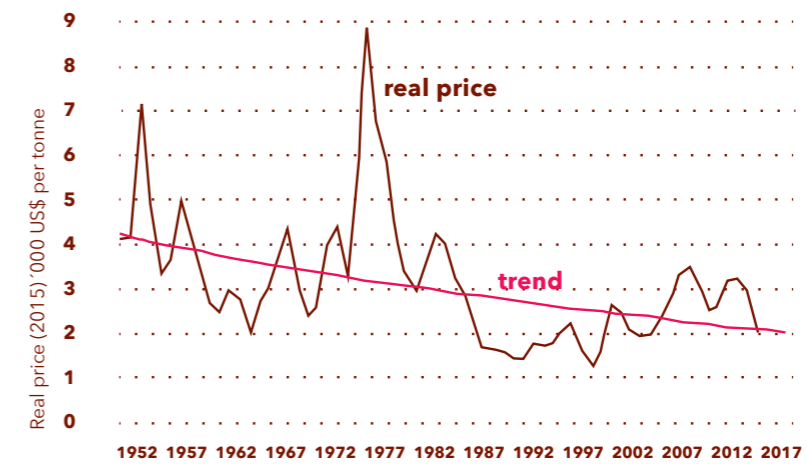
metric tonnes

Source: ICCO, Quarterly Bulletin of Cocoa Statistics.

Long term cocoa price

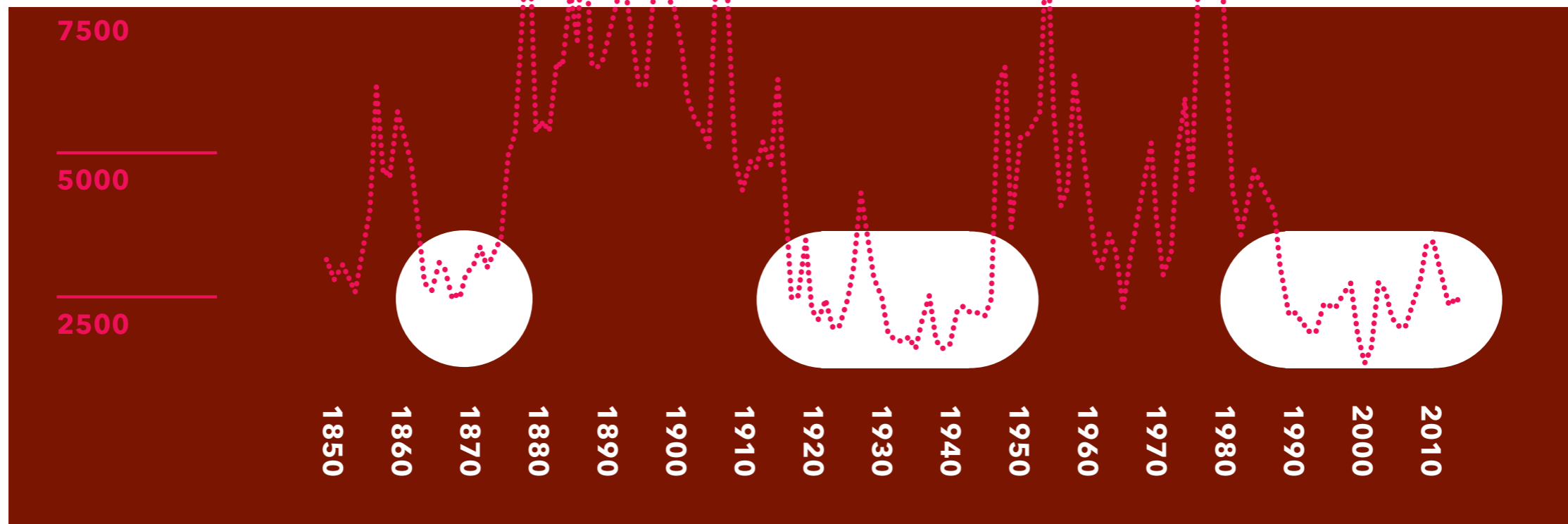


Long-term cocoa price trends



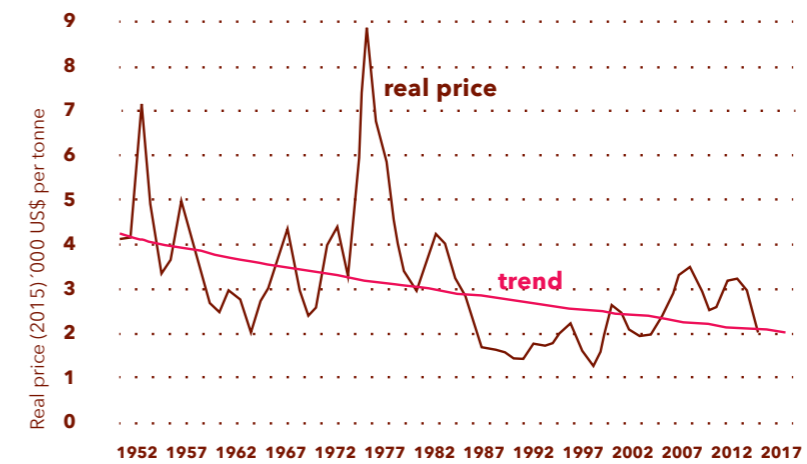
Source: LMC 2018³⁶

Long term cocoa price



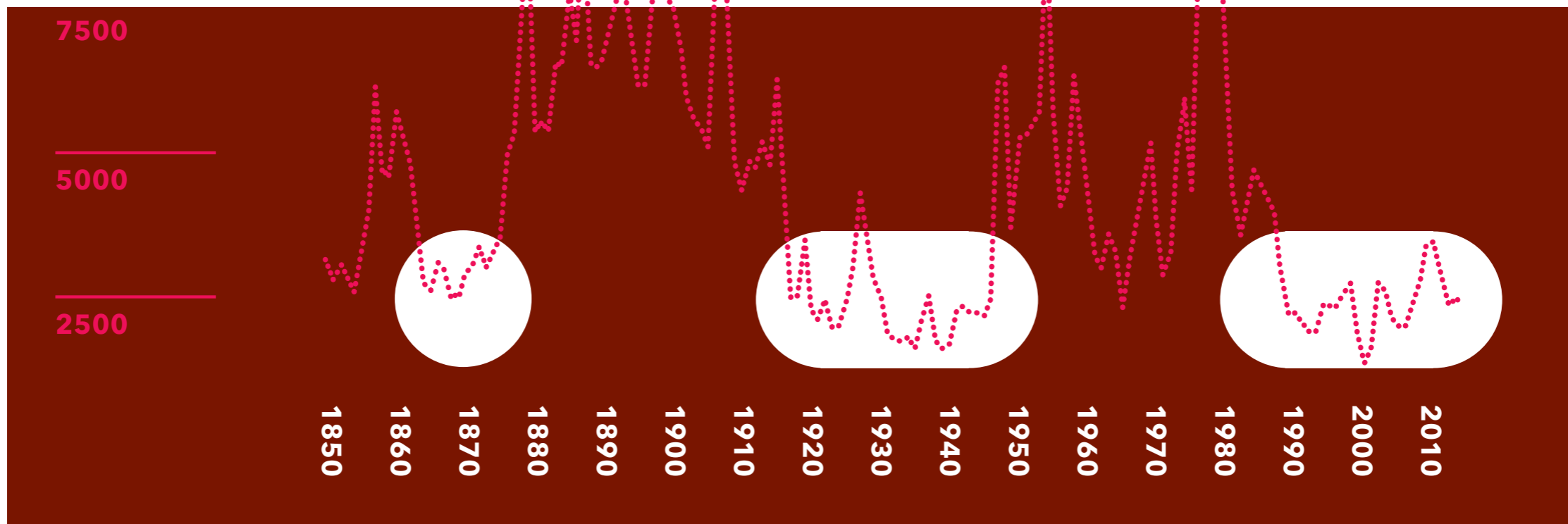
Repetition

Long-term cocoa price trends



Source: LMC 2018³⁶

Long term cocoa price

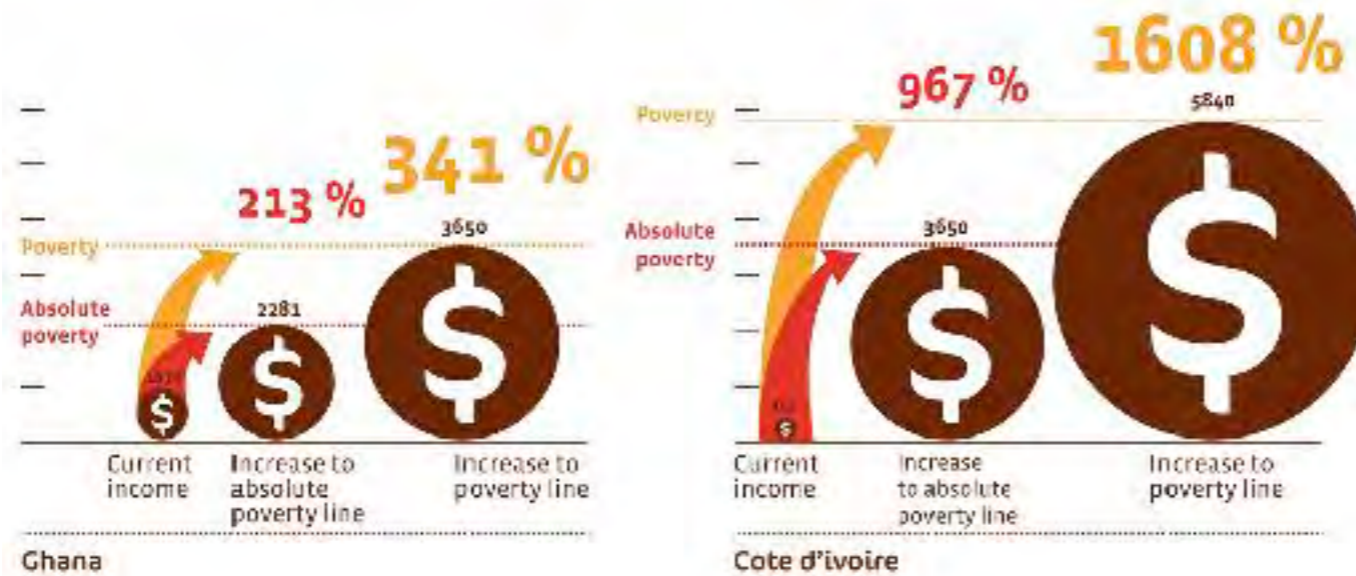


Repetition



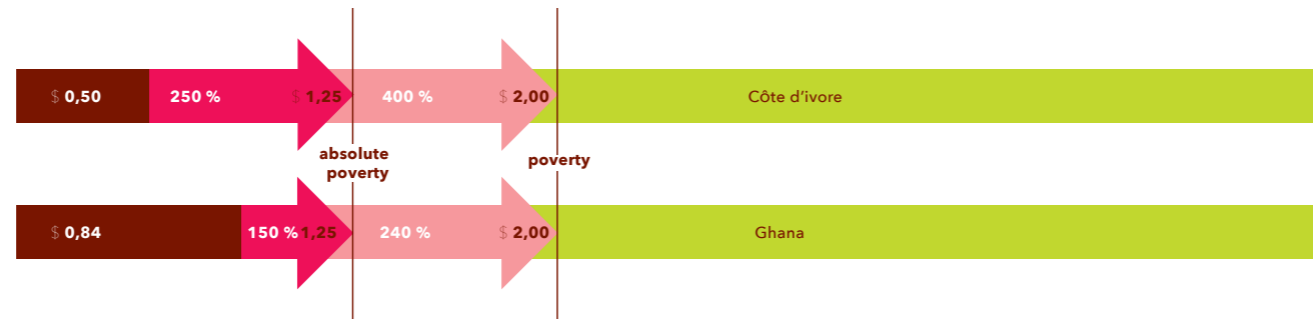
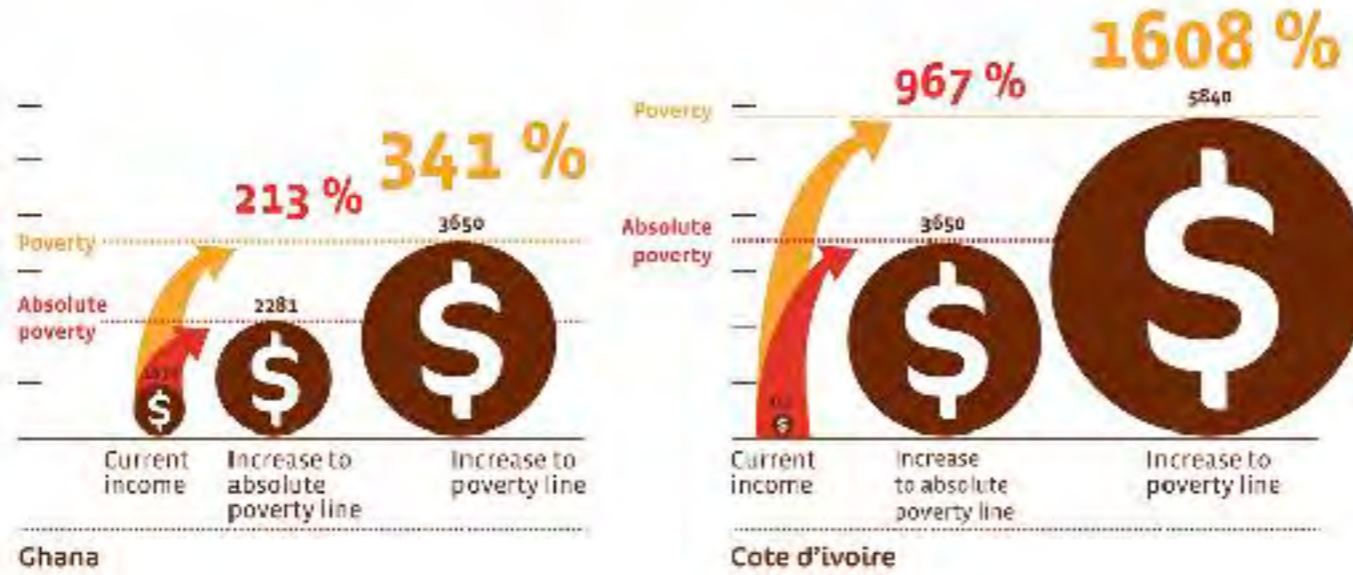
Repetition

Visual 4 Income increase needed to escape from poverty and absolute poverty



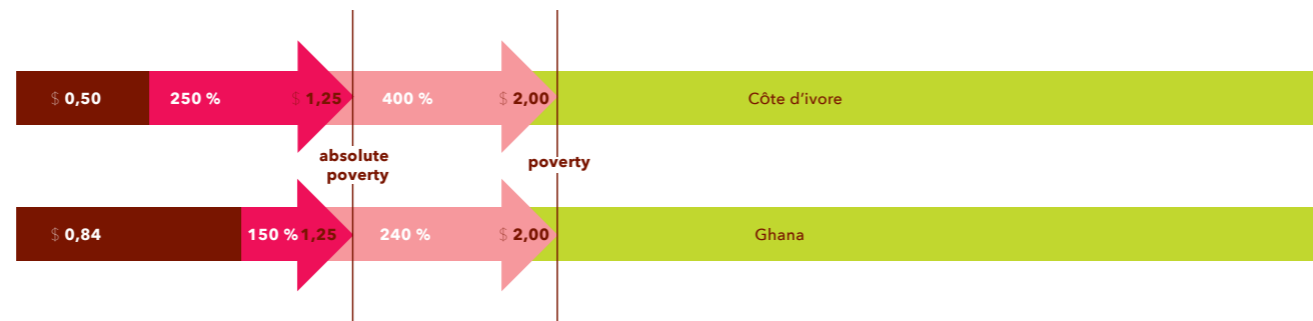
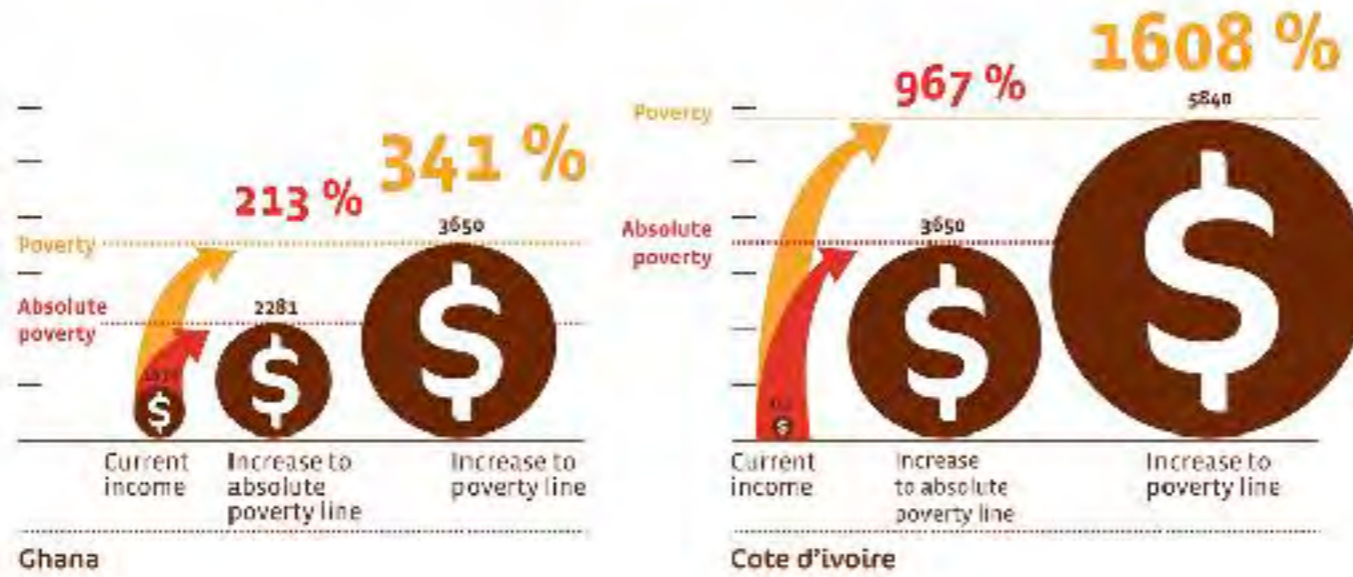
Repetition

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Repetition

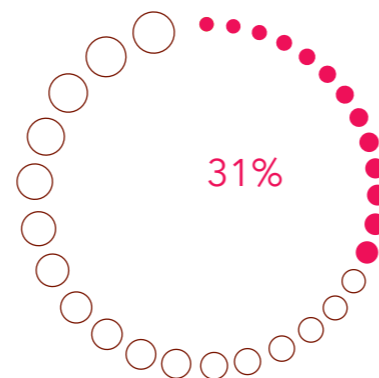
Visual 4 Income increase needed to escape from poverty and absolute poverty



Living income:

\$2.51

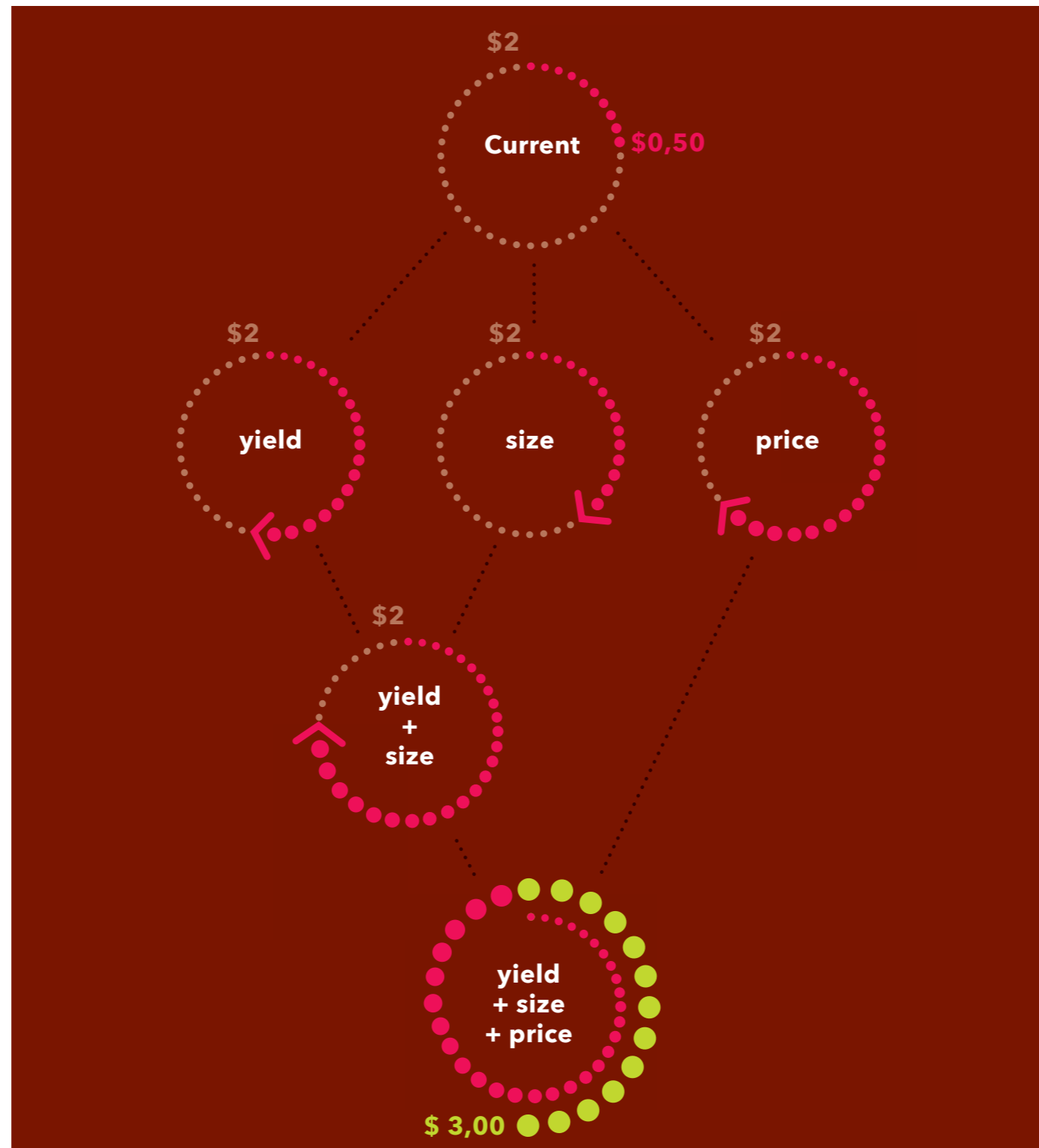
(Source Fairtrade)



Current farmer income:

\$0.78

Challenge Assumptions



Lead by example

FOB €2,794.50					
	Sales	Buyer	Value Added	Profit	In % of final sale
For most countries in general	€1,257.91	€578.30	€1,257.91	€1,257.91	45.4%
Benefits of certification p.c.	€156.35	€40.12	€116.43	€116.43	4.2%
Inland Transport	€1,473.48	€1,473.48	€0.00	-	0.0%
Taxes/Marketing Board	€2,745.06	€1,072.98	€774.08	-	28.2%
International Transport	€1,247.24	€1,247.24	€0.00	-	0.0%
Terminal Handling, Customs of arrival	€2,003.50	€2,792.79	€200.61	-	7.2%
International Traders	€3,038.25	€2,993.39	€41.90	€15.19	0.5%
Producers & Distributors	€4,415.00	€3,094.29	€1,114.29	€717.47	25.7%
Manufacturer*	€10,856.15	€4,483.50	€6,424.55	€370.17	3.4%
Retail & Buyer	€10,910.00	€7,030.15	€3,879.85	€1,274.92	11.7%

Weight calculation	Quantity	Weight
Côte d'Ivoire	1,440	35%
Ghana	340	21%
Rest of West Africa	606	17%
India	337	13%
Latin America	244	9%
Total	4,051	100%

Stand as certified	Processed	Sold	Weight	Sold as certified
Fairtrade	571,608	278,870	44%	40%
UTZ	691,490	257,311	17%	15%
Fairtrade	1,263,098	536,181	75%	54%
Total	1,430,188	636,181	100%	44%

Farmer Revenue MAP	FF which covers Dependents	Yield (t/ha)	Form size (ha)	Total Yield (tonnes)	Input costs (€/ha)	Total Income	GP/FF	Net Income (€)	GP/FF (€)	Total Income	GP/FF (€)	
Côte d'Ivoire	90%	10	0,486	3,5	1,7	€240,22	€2,528,35	€0,60	€1,656,02	€0,45	€1,840,10	€0,59
Ghana	78%	5,807	0,12	2,613	1,8	€121,11	€1,808,58	€0,81	€1,709,11	€0,65	€1,800,59	€0,81
Nigeria	65%	7	0,1	2,7	0,5	€40,08	€2,724,67	€0,85	€1,513,64	€0,54	€2,044,40	€0,80
Indonesia	50%	4,6	0,4	1,8	0,7	€300,00	€1,383,33	€0,82	€843,23	€0,50	€1,686,46	€0,80
Equador	37%	5,5	0,15	1,1	1,0	€300,00	€1,070,58	€2,64	€770,54	€0,47	€1,541,55	€0,78
Weighted Average	61%	4,155	0,403	3,281	1,2	€251,27	€2,125,40	€0,91	€1,555,48	€0,57	€2,011,29	€0,80

Calculated Income per Cocoa Farm	Farm size (ha)	Yield (t/ha)	Total Yield (tonnes per farm)	Net Input costs per farm	Revenue	Net Income
Côte d'Ivoire	0,5	10,786	5,393	€872,35	€2,528,35	€1,656,02
Ghana	2,643	0,42	1,1	€390,44	€1,808,58	€1,409,14
Nigeria	2,7	0,5	0,9	€40,08	€2,724,67	€1,684,64
Indonesia	1,8	0,4	0,7	€300,00	€1,383,33	€843,23
Equador	1,1	0,15	1,0	€300,00	€1,070,58	€770,58
Weighted Average	1,280	10,107	1,280	€251,27	€2,125,40	€1,555,48

Certification Benefits & Costs	Premium RA	Premium UTZ	Premium FT	Rainforest	UTZ	Fairtrade	Average Premium	Audit Cost (€)	Costs RA	Costs UTZ	Costs FT	Average Costs	Net RA	Net UTZ	Net FT	Net average
Côte d'Ivoire	€110,00	€100,00	€200,00	€100,00	€100,00	€200,00	€150,00	€100,00	€30,00	€30,00	€30,00	€30,00	€100,00	€100,00	€100,00	€100,00
Ghana	€200,00	€140,00	€200,00	€100,00	€140,00	€200,00	€171,36	€100,00	€41,00	€41,00	€41,00	€41,00	€155,00	€98,00	€155,00	€155,00
Nigeria	€150,00	€140,00	€200,00	€100,00	€140,00	€200,00	€150,00	€100,00	€10,00	€10,00	€10,00	€10,00	€100,00	€100,00	€100,00	€100,00
Indonesia	€110,00	€140,00	€200,00	€100,00	€140,00	€200,00	€150,00	€100,00	€40,00	€40,00	€40,00	€40,00	€110,00	€110,00	€110,00	€110,00
Equador	€150,00	€140,00	€200,00	€100,00	€140,00	€200,00	€150,00	€100,00	€15,00	€15,00	€15,00	€15,00	€130,00	€130,00	€130,00	€130,00
Weighted Average	€120,28	€144,28	€200,00	€100,28	€144,28	€200,00	€150,00	€100,00	€10,12	€10,12	€10,12	€10,12	€120,16	€120,16	€120,16	€120,16

FOB Distribution	Farmer	Farmer C	Inland Transport	Taxes, Marketing Board & other				
Côte d'Ivoire	54%	€1,487,00	€55,00	3,5%	€55,00	42%	€1,162,50	€367,50
Ghana	54%	€1,610,00	€107,00	8,7%	€107,00	8,7%	€1,395,90	€1,312,90
Nigeria	30%	€2,470,00	€25,00	3,5%	€25,00	7%	€170,45	€170,45
Indonesia	70%	€1,921,15	€54,00	4,5%	€54,00	2,6%	€57,60	€57,60
Equador	30%	€2,470,00	€25,00	3,5%	€25,00	7%	€170,45	€170,45
Weighted Average	68%	€1,673,98	€56,44	3,5%	€56,44	26,2%	€774,38	

In closing



In closing

- Data itself is useless

In closing

- Data itself is useless
- Always stay humble

In closing

- Data itself is useless
- Always stay humble
- Sharing is caring



Speaker:
Anna Laven
Senior Advisor at KIT, Royal Tropical Institute

The role of data driven approaches in the cocoa sector

Webinar, June 25, New Foresight

Demystifying the cocoa sector in Ghana and Côte d'Ivoire

KIT 2018: Roger Bymolt, Anna Laven, Cedric Steijn & Marcelo Tyszler

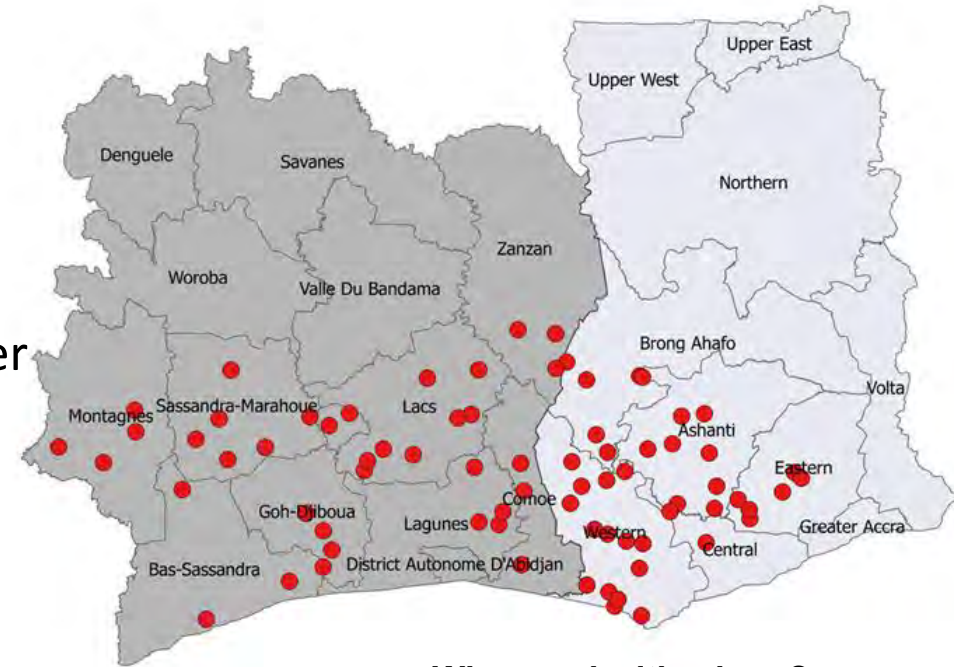


Background

- There are many hypotheses, assumptions and even myths about the cocoa sector and its future
 - Supply/demand
 - Age of farmers
 - Poverty of cocoa farmers vs non-cocoa farmers
 - Diversification
 - And many more...
- Research is often limited in scope or based on small sample sizes
- Reports and *databases* is often not shared
- Risk programmes and policies are based on (incorrect) assumptions
- Aim to close part of the knowledge gap and share this data in the public domain

Scope of the study

- Desk study
- 74 Focus group discussions (37 per country) - PADEV
- 3045 surveys (± 1500 per country)
- Rural households in cocoa growing areas
- 2 stage random sampling
- 34% women respondents
- Survey and FGD are same sample



When and with whom?

Ghana

- Nov. 2016 - Jan 2017
- KIT + ALC

Côte d'Ivoire

- Jan 2017 - March 2017
- KIT + ALP

Data & Deliverables

Data on

- Crop choices and preferences
- Household characteristics
- Intra household dynamics
- Gender & nutrition
- Indexes (PPI,DHS,MDD,WEAI)

Deliverables:

- Final report on demystifying the cocoa sector (>300 pages)
- Summary report
- Full data set on dataverse
- Easy data navigator
- Papers & Presentations
- ...



Key messages

- Cocoa is currently farmers' best option and has become more important, not less
- Crop diversification is already common practice – 5/6 crops
- Cocoa is not the only source of income; households estimate that between 61 (Ghana) and 66% (Cdi) comes from cocoa
- Most cocoa households are poor but are not belonging to the poorest of the poor
- Let's make cocoa part of the solution and unleash the potential of cocoa farmers

We believe that

Everyone needs to take responsibility for improving the livelihoods of farmers and see how cocoa can be part of the solution.

What we see as one of our roles is to collect and share quality data and do data analysis that contributes to transparency and create a good starting point for discussion, as well as action.

How?

How do studies like the household survey collect and share data to inform action and progress in the sector?

Active and pro-active in data sharing to support sustainability efforts, for example:

- Community of practice – Living Income
- Fair trade study on Living Income
- Barometer
- Input for research proposals
- Use data as benchmark, baseline, control group

It works best if the ones you share data with, share the commitment to put data in public domain

Challenge: time and money in ‘post-publication phase’ – how can others support dissemination and follow up?

Challenge: how to get data & insights back to the respondents and local decision-makers?

How?

How will sustainability efforts benefit from the improved quality, availability, sharing, and use of data?

- Without quality data interventions can be based on assumptions, are less effective or can do harm
- Sharing quality data saves money. More money to work on impact
- Data can inform policy and help to keep different stakeholders accountable
- Data helps to measure progress and impact



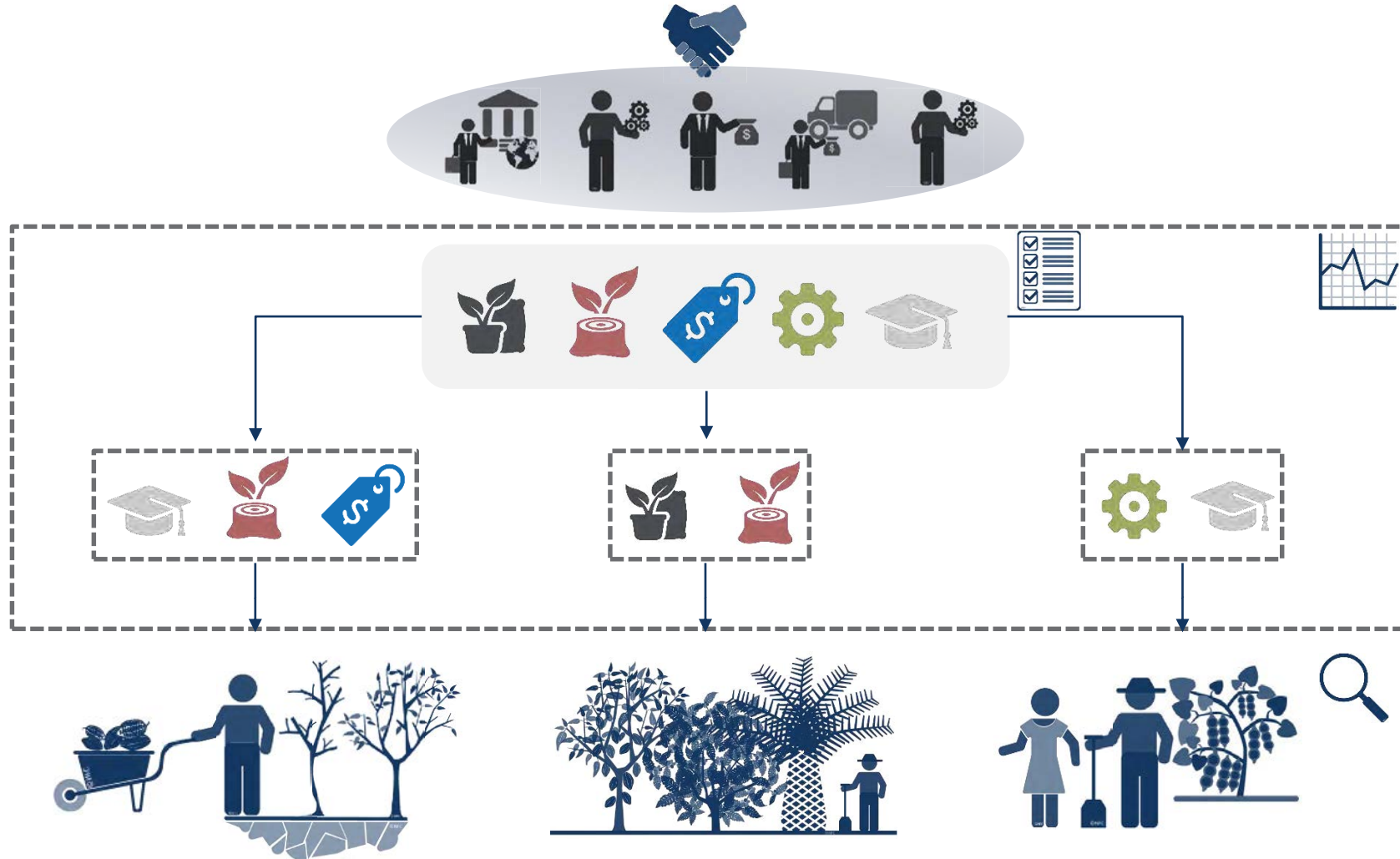
Speaker:
William Saab
Senior Consultant at NewForesight

NewForesight: what do we do?

***Sustainable
market
transformation***

“We envision a world in which markets incentivize sustainable behavior and operate within the boundaries of our planet”

What does my vision of a successful cocoa sector look like?



Why is data important in cocoa sector sustainability?



1. Cocoa producing farmers, households and communities



2. Goods and services that work for farmers



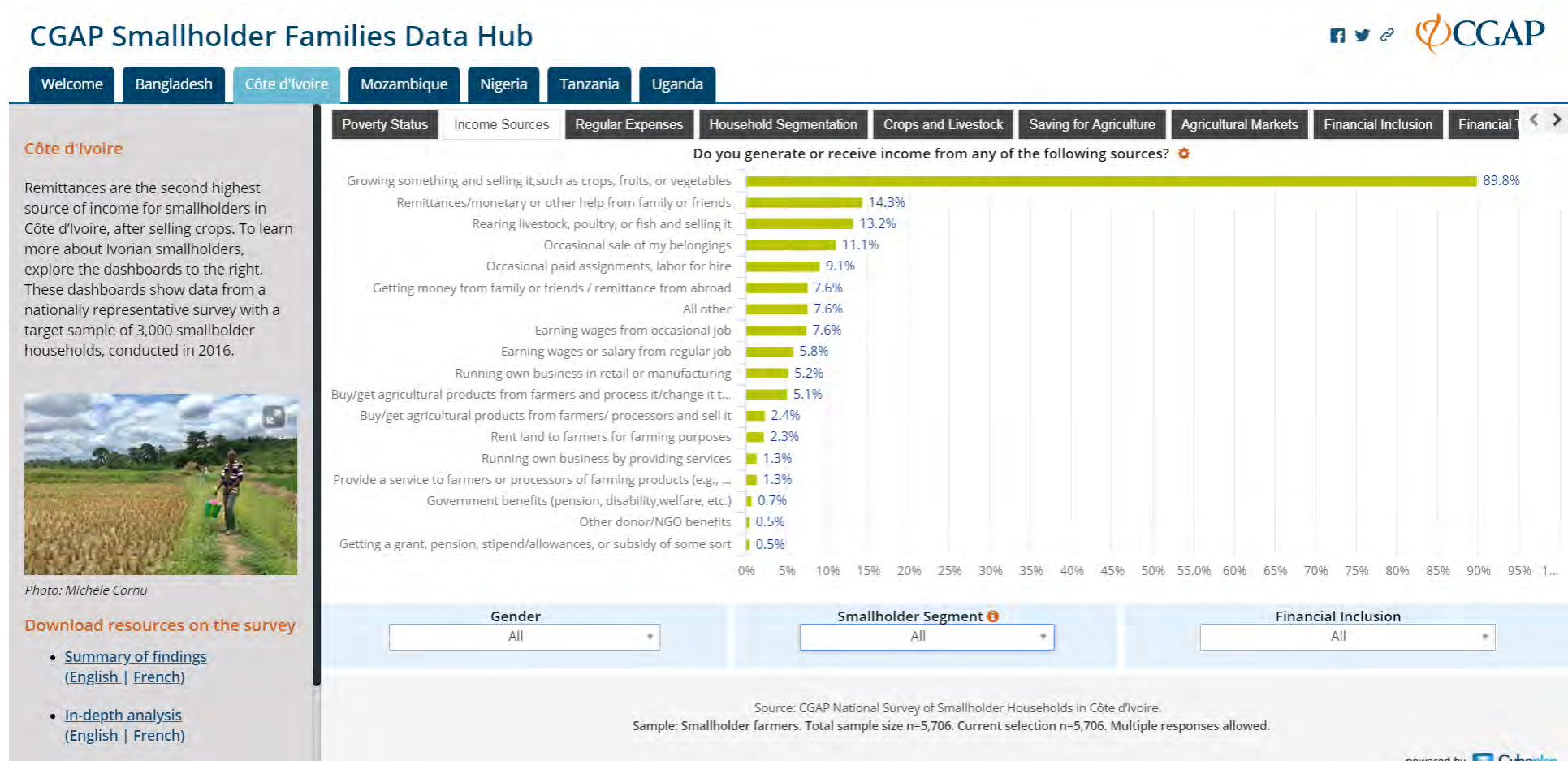
3. Sustainable service delivery models



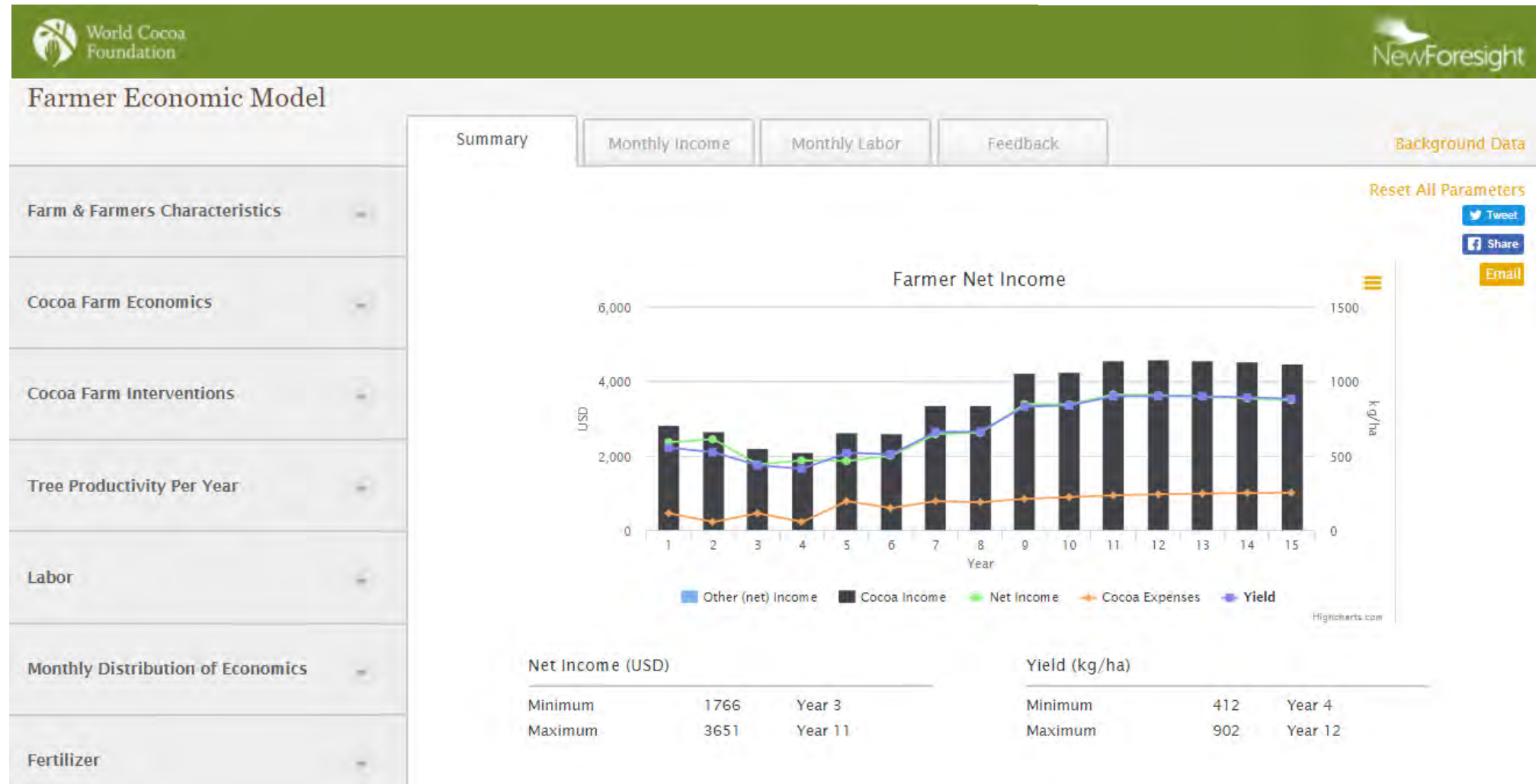
4. Coordination and accountability

1. Farmer insights

1. Cocoa producing farmers, households and communities



1. Farmer insights



2. Designing effective sustainability strategies

By 2025:

We will eradicate child labor
from our supply chain

We will lift more than 500,000
cocoa farmers out of poverty

We will become carbon
and forest positive

We will have 100% sustainable
ingredients in all of our products

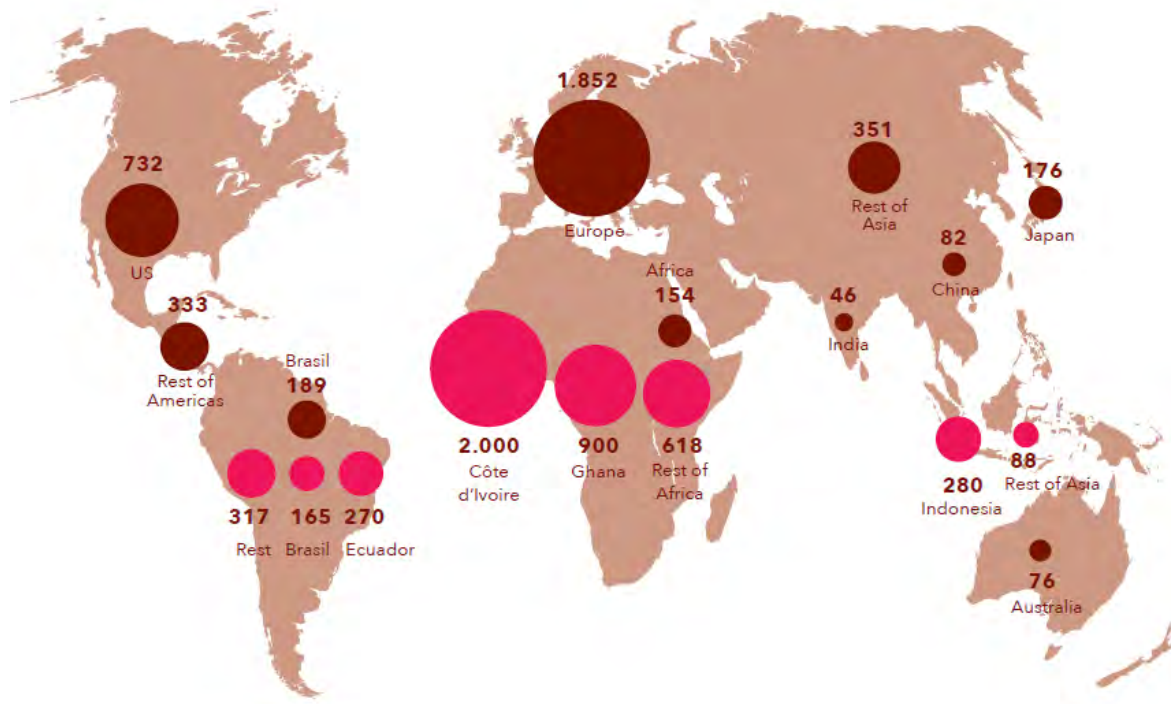


2. Designing effective sustainability strategies

Production / Consumption

Cocoa Production in 1,000 tonnes 2017/18

Source: ICCO 2018, Table 2, 40



Farm size

Yield

Cocoa price

Inputs

Labor

Other crops

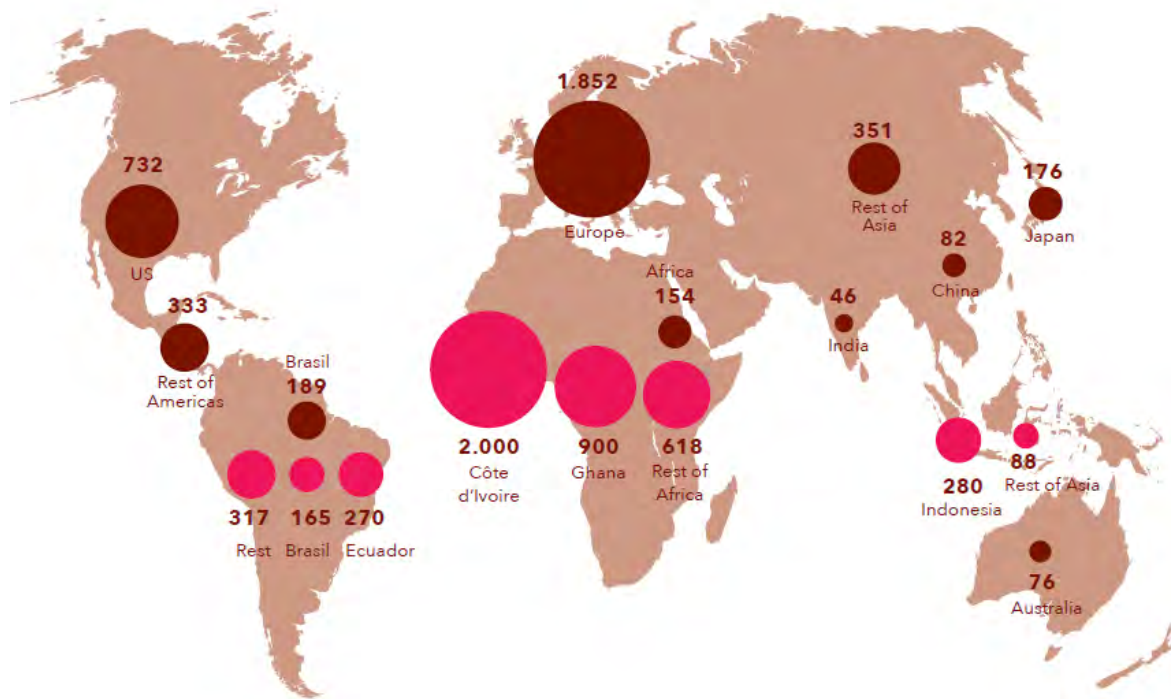
Household size

2. Designing effective sustainability strategies

Production / Consumption

Cocoa Production in 1,000 tonnes 2017/18

Source: ICCO 2018, Table 2, 40



Farm size

x

Yield

x

Cocoa price

- Inputs

Labor

+

Other crops

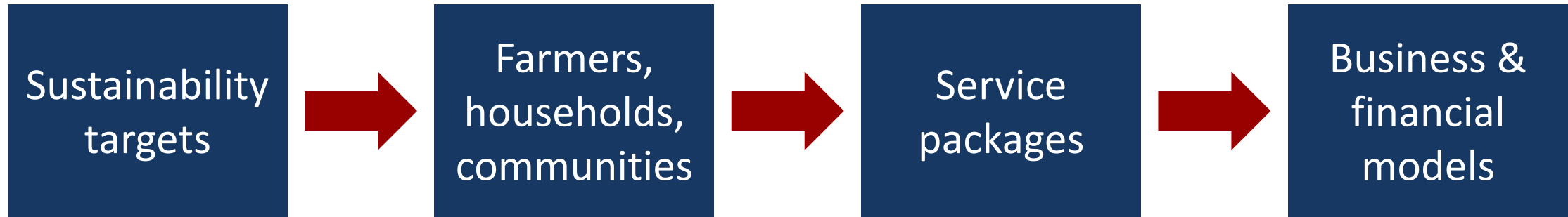
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Household size

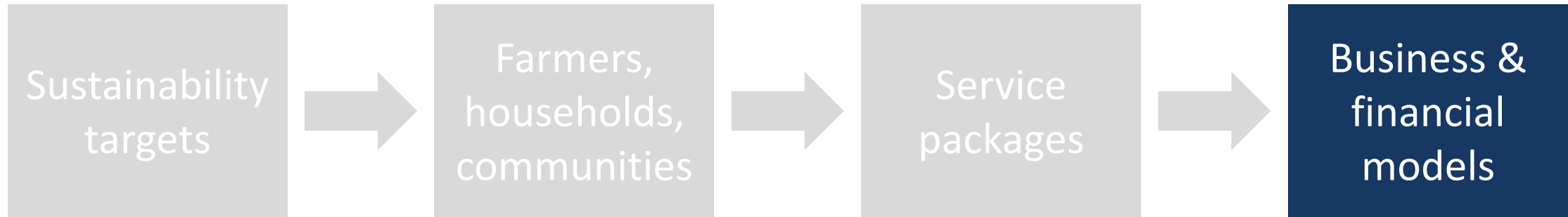
2. Designing effective sustainability strategies



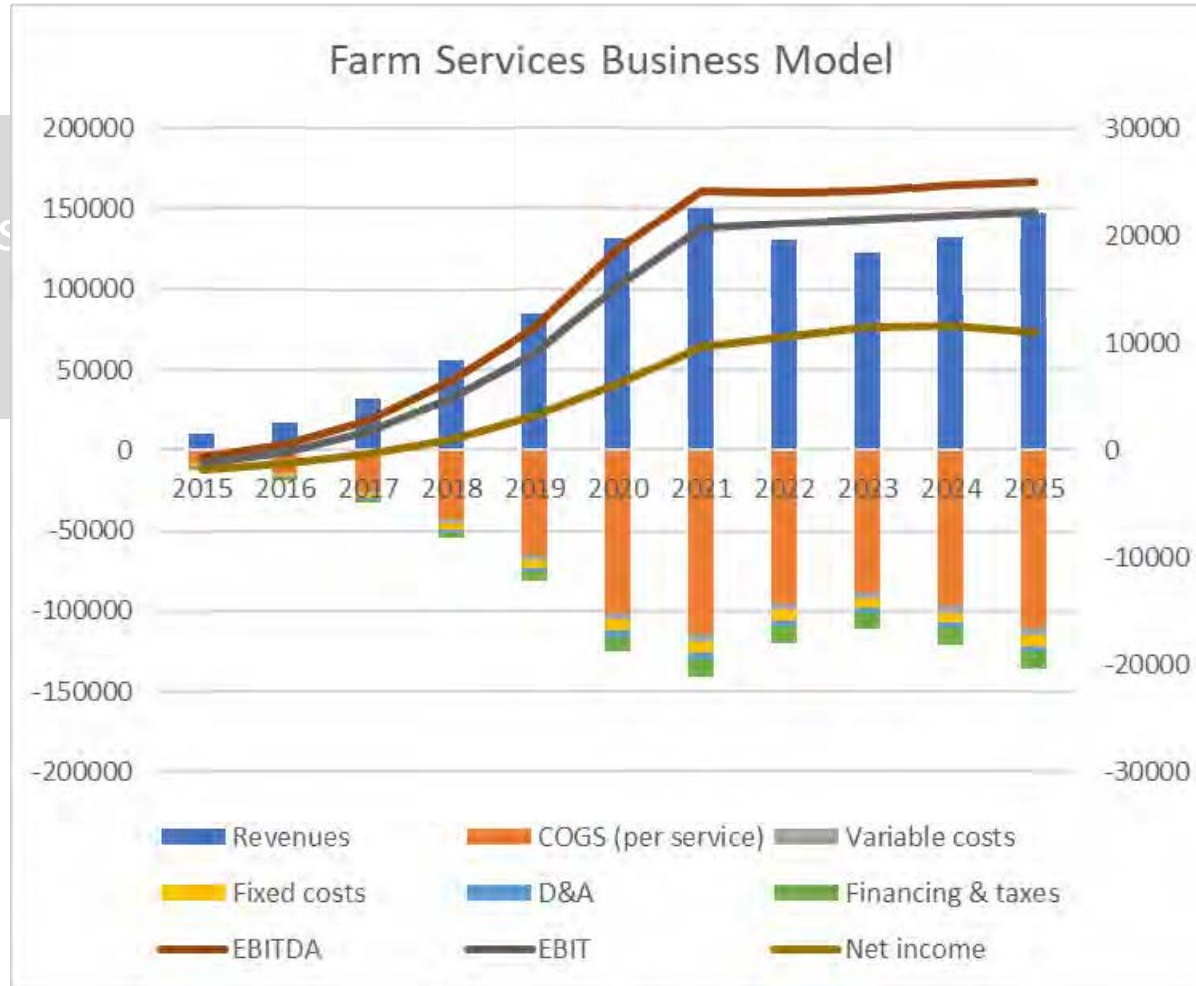
2. Designing effective sustainability strategies



2. Designing effective sustainability strategies



2. Designing effective sustainability strategies



Service packages

Business & financial models

- Scale
- Aggregation
- Delivery mode
- Segmentation
- Sequencing
- Financing
- Partnerships
- **Service delivery as a business, not a cost center**

3. Accountability and a common language

From

- **Output-based**
- **Voluntary**
- **‘Visible’**
- **Own**

To

- **Outcome-based**
- **Third-party certification / audit / validation**
- **Transparent**

Closing thoughts

1. Better data = better understanding of needs, challenges, opportunities, realities on the ground. This means accepting difficult conclusions
2. Sustainability as a business, not as a cost center
3. Transparency and accountability

Friedel Hütz-Adams

*Senior Researcher at SUEBWIND-institute
Co-author of the Cocoa Barometer*



Antonie Fountain

*Managing Director at VOICE Network
Co-author of the Cocoa Barometer*

Anna Laven

*Senior Advisor at KIT, Royal Tropical
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Thank you for attending!

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