



Project Proposal

‘CocoaSafe’: Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia



London, September 2013

Project Title	'CocoaSafe': Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
Objective	To produce and trade cocoa that meets food safety and international SPS standards
Budget requested from STDF (including overhead)	US\$ 652,851
Total project budget (including overhead)	US\$ 872,719
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I. BACKGROUND & RATIONALE

1. Relevance for the STDF

1. The overall development goal of this project is to produce and trade cocoa that meets food safety and international SPS standards. This will include (i) improving the quality of cocoa through capacity building in SPS, (ii) promoting and facilitating knowledge sharing between stakeholder groups participating in the project, and (iii) raising awareness among cocoa stakeholders beyond the project's immediate reach on food safety concerns in the whole supply chain (and how to address them). The stakeholders targeted by the project will include smallholder producers, agro-dealers, processors and exporters, also involving national and regional authorities that are responsible for research relating to cocoa, and SPS issues.

2. Dissemination and sharing of knowledge relating to good practice in SPS and food safety will be a common thread running through all the project activities using publicity campaigns, training and knowledge-sharing approaches targeting actors at different stages of the cocoa value chain. Linkages will be facilitated between project stakeholders, including private enterprises and public organizations.

3. The project will adopt a regional approach, with interventions primarily in Indonesia and Malaysia, including training and sharing of knowledge between cocoa stakeholders in the two countries. However, knowledge-sharing activities will also be implemented in Papua New Guinea, with a view to extending the reach of project outputs and outcomes into the wider region and promoting best practice regionally. An important result of the project will be to catalyse new relationships between partners; the work will be collaborative, with the lead agencies in each project country taking on ownership of many project activities. The lead agencies will be the national authorities for cocoa production: the Malaysian Cocoa Board (MCB), the Indonesian Coffee and Cocoa Research Institute (ICCRI). The Papua New Guinea Cocoa and Coconut Research Institute (PNG-CCIL) will also be involved. The International Cocoa Organization (ICCO) will be the project Advisory Body, and CABI will be the Project Implementing Agency (PIA), responsible for project management and coordination. Linkages will be established with STDF projects such as *Beyond Compliance* and *SPS Capacity Building in Africa to Mitigate the Harmful Effects of Pesticide Residues in Cocoa and to Maintain Market Access* (described in section 4). The project will also link with various private sector initiatives to make the whole approach to food safety in cocoa more cohesive; Mars, for example, are running a Sustainable Cocoa Initiative programme for Indonesia, which includes pesticide reduction (workshops on pest management, breeding for pest resistance, training in rational pesticide use), training on bean drying and training on certification with Rainforest Alliance and UTZ Certified.

4. Capacity building in Good Agricultural Practice (GAP) will promote improvements in both plant and human health, the latter through better-targeted use of agrochemicals minimising harmful contamination of soil and water. The project will also raise awareness of contamination of food crops by heavy metals, pesticide residues and aflatoxins.

2. SPS context and specific issue/problems to be addressed

(i) Cocoa production, trade flow and SPS issues

5. Cocoa in the SE Asia region is an important source of income to thousands of smallholder farmers who depend on it for their livelihood. Indonesia is the world's third largest cocoa producer and exporter, after Côte d'Ivoire and Ghana, with an estimated cocoa production area of 1.65 million Ha with production of 440,000 tonnes during 2010/2011¹ of which 87% are produced by smallholders. There are approximately 500,000 cocoa smallholder farmers. Sulawesi is the main cocoa-producing area (966,000 ha, representing about two thirds of the country's output), while the remaining production is distributed

¹ Source: Indonesian Statistics of Estate Crops – Cocoa, 2010-2012.

between North Sumatra, West Java and Papua, with lower level production in Bali, Flores and other islands. Cocoa represents Indonesia's fourth largest agricultural export in terms of foreign exchange earnings. Exports from Indonesia include some fine flavour cocoa which is used for the production of speciality chocolates owing to its unique flavour and aroma characteristics. However most of the production is bulk cocoa mass of moderate quality, destined for North American, Latin America, EU and Asia-Pacific markets (Table 1). Importantly, the latter largely comprises export to Malaysia; imports of cocoa and cocoa preparations from Indonesia to Malaysia in 2011 were worth 476 million USD, of which 87% was in the form of cocoa beans (data source: UN Comtrade). Production in Malaysia has declined from 247,000 tonnes in 1990 to 16,000 in 2010 due to declining prices internationally, higher labour costs, loss of production due to pests and diseases, and a switch in relative competitiveness to other crops (particularly oil palm and pepper). The area under cocoa cultivation is now estimated at just over 20,000 ha, of which 95% is on smallholdings. However, Malaysia now aims to address this decline and enhance production in-country: under the National Commodity Policy 2011-2020, it was planned that the cocoa planted areas would be increased from 20,070 Ha in 2010 to 30,000 Ha in 2015, and to 40,000 Ha in 2020.

Table 1. Cocoa exports from the project countries (2010/2011): beans & cocoa products (metric tonnes) (Source: ICCO Quarterly Bulletin of Cocoa Statistics).

	Indonesia	Malaysia	Papua New Guinea
Cocoa beans to:			
EU	963	200	5,716
Other Europe	5	0	0
Asia Pacific	239,851	4,570	39,557
Japan	239	11,856	0
NAFTA	23,226	4,283	1,523
Latin America	10,900	0	0
Other regions	0	0	0
Cocoa butter	64,342	126,955	0
Powder & cake	69,276	141,543	0
Paste/liquor	11,581	25,289	0
Chocolate products	17,295	42,631	0

6. Most of the cocoa within the region is produced by smallholder farmers, who mostly form farmer groups. Productivity is typically low, with average to good quality of cocoa beans. In these systems best practice is rarely applied in cocoa production. Input suppliers include small retailers where agro-dealers sell inputs for a range of crops depending on the locality. Agro-dealers at kiosk outlets are excellent intervention points in the cocoa value chain for improving knowledge and training capabilities to improve best practices in SPS issues, relating to pesticide use in particular. They may have been trained in the related issues, but this is likely to have been from a chemical company, and not specific to cocoa. Local collecting and bulking by collectors and traders is followed either by local processing or export by local and multinational exporters.

7. Sources of contamination during the production stage, drying, storage (postharvest storage, collection by local traders, exporters and processors), and processing are described below. Decline in quality or introduction of contaminants can occur at several stages of the supply chain, from natural sources, on-farm practices, or during storage, processing and manufacturing. All stakeholders in the chain, including both those involved in production and those involved post-harvest, therefore need to be aware of the regulations and standards of food safety that cocoa must comply with to allow access to final markets. This project aims to target key intervention points in the chain to minimise the risk of introduction of these contaminants and defects.

8. The important production constraints in SE Asia include cocoa pod borer (CPB) and vascular streak dieback (VSD) as the biggest pest and disease problems. CPB has had a devastating impact on cocoa production in Indonesia: by 2000 it had infested 60,000 ha, causing yield losses worth approximately US\$40 million per year. In Malaysia, a severe attack of CPB in 1990 led to a decrease in production from 247,000 MT to 200,000 by 1993 and was one reason for the virtual disappearance of cocoa from Peninsular Malaysia during the 1990s. The first recording of VSD was in the 1960s in Papua New Guinea, causing severe losses in yields, but was eventually brought under control by the development of resistant germplasm. In recent years, VSD has re-emerged as a major problem for farmers and phytosanitary authorities, adding a further challenge to the sustainability of cocoa production in the country. It is now present in all cocoa-producing countries in Asia and the Pacific and is also a major problem in the commercial plantations in West Malaysia and Sabah. Recently, it has become a major concern for phytosanitary authorities in Indonesia, where the disease is widely spread in Sulawesi and into the fine flavour cocoa producing regions of East and West Java. *Phytophthora* pod rot is another constraint to primary production in the region.

9. As cocoa pests and diseases continue to be a major challenge for production, the use of pesticides (fungicides, herbicides, insecticides) remains the most effective means of controlling them. Measures are therefore needed to minimise the levels of harmful substances in cocoa products arising from the use of pesticides, particularly as cocoa-producing countries face potential trade barriers as a result of increasing numbers of legislative and regulatory measures on SPS standards on food safety, enacted by cocoa-consuming countries. Contaminants are of great concern for both importing countries and exporting parties, as ever more stringent limits are applied. Developing capacity in conforming to SPS and imposed maximum contaminant levels is now a priority in many developing countries, especially in the context of accessing high value markets in the developed world.

10. To regulate pesticide residues on imported produce, standards set by Codex Alimentarius can be used as a reference for international trade (a database containing Codex Maximum Residue Limits for Pesticides, and for a commodity or a group of commodities). Key markets the EU, USA and Japan define their own maximum residue levels (MRLs), setting limits of tolerance. Since 1st September 2008 Regulation (EC) No 396/2005 of the European Parliament and of the Council on MRLs determined that any foodstuff, including cocoa as an imported commodity, containing pesticide residues above MRLs is considered illegal in the EU and can be blocked at import. Cocoa bean and cocoa product consignments entering the EU are routinely checked for chemical residues by national authorities. MRLs for cocoa are in most cases set at the limit of detection (LOD) of the analytical method or at a default level of 0.01 mg/kg. For example, in 2007 a shipment of cocoa butter from Indonesia was refused entry into the Netherlands due to levels of methyl bromide residues exceeding a set EC MRL²

11. Access to Japanese markets is also a concern for exporters in the project countries, with legislation on MRLs in effect since May 2006. Since the 'positive list system' was introduced, several consignments of cocoa beans have been denied entry due to exceeding MRLs. This system also placed an MRL of 0.01ppm as a uniform limit, unless a higher level is published. In the USA, the Food and Drug Administration (FDA) enforces pesticide level tolerances on all foods (tolerances developed with the Environmental Protection Agency). Tolerances for cocoa beans are set and exceeding these can result in detention without physical examination (DWPE) of future lots, delaying importation significantly. Japanese and US MRLs are largely in line, with MRLs for beans as follows: the fungicide chlorothalonil (0.05 ppm), the pesticide synergist Piperonyl butoxide (8 ppm), residues from methyl bromide (50 ppm) and Sulfuryl fluoride (0.2 ppm) fumigation and herbicides paraquat (0.05 ppm) and glyphosate (0.2 ppm). The EC MRLs for fermented beans vary from these values, by up to two-fold in those for which MRLs are available. Generally, where no MRL is published a default level of 0.01ppm is adopted by each importing market.

12. In addition to pesticides, a major food safety concern in cocoa is contamination with fungal toxins (mycotoxins) during post-harvest processing and storage of beans. Among the mycotoxins, aflatoxins

² http://ec.europa.eu/food/food/rapidalert/rasff_portal_database_en.htm

and ochratoxin A (OTA) are of special concern owing to their high occurrence and toxicity. Contamination can occur in at many critical points in the cocoa production chain. European food safety legislation on mycotoxin levels is becoming ever stricter. The presence of mycotoxins can be viewed as a failure in pest management, and as such is avoidable through good practice. Other food safety concerns are the infestation of cocoa shipments with insect pests. The presence of live insects in cocoa entering the US market led the FDA to introduce a legislation imposing automatic detentions on shipments from Brazil, Indonesia and Malaysia without physical inspection. The introduction of such legislation had a negative impact for export from the aforementioned countries, as additional time required to fumigate and pass FDA inspection at US ports increased significantly the costs and decreased the competitiveness of Indonesia cocoa bean exports; according to the World Bank, the automatic detention imposed additional cost of US\$ 200 per tonne, representing approximately 16% of the unit import price of Indonesian Cocoa beans in 2005. After a series of bilateral discussions between Indonesia and the US, the FDA lifted the automatic detention of cocoa from this origin. Despite this, on 7 March 2012, FDA issues a related Import Alert NO 34-01, forcing the “Detention Without Physical Examination of Cocoa Beans from Brazil and Indonesia Due to Presence of Live Insects” (http://www.accessdata.fda.gov/cms_ia/importalert_106.html).

13. Infestation of cocoa shipments with insect pests is another concern, and the presence of live insects has led to an order for DWPE on shipments of cocoa beans to the USA from Indonesia, Malaysia and Brazil³. This order was triggered by infestations in the early 1990s, and following bilateral discussions between Indonesia and the US on the framework of trade and investment facilitation, the FDA ended the automatic detention of cocoa. However, on 7 March 2012, FDA issued a related Import alert which reintroduced this measure.

14. Heavy metal contamination can arise from the environment, industrial activities or from food processing. Sources include agrochemicals such as fertilizers, exposure to leaded gasoline (from drying cocoa along the roadside), as well as from natural sources (e.g. volcanic soils). There is a tendency for heavy metals from anthropogenic activities to be more soluble in water and therefore have a higher availability for uptake by plants (of particular note are lead, cadmium and aluminium). Australian legislation already requires that chocolate and other food preparations containing cocoa undergo screening for cadmium. Maximum levels are set by European Commission Regulation (EC) 1881/2006, which is likely to be amended soon because of concerns among EC member countries about cadmium levels in chocolate and cocoa products.

15. Contamination by polycyclic aromatic hydrocarbons (PAHs), many of which are carcinogenic, can result from inefficient or poorly maintained diesel dryers used to dry cocoa beans. Another concern is contact of cocoa beans with jute bags contaminated with mineral hydrocarbon batching oil, which is also carcinogenic.

16. Poor post-harvest handling can compromise quality as well as safety. The quality of raw cocoa beans and cocoa butter depends on their free fatty acid (FFA) content: high FFA content is a serious quality defect and reduces technical and economic value. FFA content is influenced by many factors including humidity, infestation and oxygen, so poor storage management can be responsible for high levels.

(ii) The institutional framework for SPS management

Indonesia

17. Within the Ministry of Agriculture in Indonesia, there are three plant protection organizations: Directorate of Food Crops Protection, Directorate of Estate Crops Protection, and Directorate of Horticultural Crops Protection. A Centre for Plant Quarantine (which comes under the Agency for

³ http://www.accessdata.fda.gov/cms_ia/importalert_106.html#main

Agricultural Quarantine, again within the Ministry of Agriculture) is appointed to act as representative and focal point of the National Plant Protection Organization (NPPO).

18. The Pesticide Commission, Ministry of Agriculture, registers pesticides for use with the Drug and Food Control Agency, Ministry of Health, which is the main authority for establishing MRLs. Regulation of pesticides residues is covered by legislation including Keputusan Bersama Menteri Kesehatan dan Menteri Pertanian Nomor: 881/Menkes/SKB/VIII/1996, 11/Kpts/TP.270/8/96. This sets MRLs in products directly or indirectly consumed by humans in Indonesia. Regulation No. 03725/B/SK/VII/89, issued by the Director General for Control of Food and Medicine, specifies maximum allowable levels for heavy metal contamination (arsenic, lead, copper, zinc, tin, and mercury).

19. The Ministry of Health is responsible for residue analysis, and has overall responsibility for food safety, but at provincial level responsibility is delegated to the Laboratory for Food Control, Provincial Health Office. For cocoa, provision of information on quality standards to producers is mainly the responsibility of the Directorate General for Processing and Marketing, Ministry of Agriculture. This authority is also the contact point for Codex and SPS standards, and for HACCP (Hazard Analysis and Critical Control Points) analysis of the cocoa supply chain. The laboratory of ICCRI also carries out a programme for monitoring residues.

20. The key government extension service for cocoa farmers in Indonesia is the District Office of Estate Crops, both for production (e.g. GAP) and for advice on proper drying methods; at national level, responsibility for post-harvest practices lies with the Directorate General for Processing and Marketing, Ministry of Agriculture. ICCRI is the main organization conducting applied research regarding pesticides for cocoa pests and they are also well placed to carry out extension activities.

Malaysia

21. The NPPO in Malaysia is the Crop Protection and Plant Quarantine Division. It comes under the Department of Agriculture, on Peninsular Malaysia (along with Pesticide Control Division) and ultimately under the Ministry of Agriculture and Agro-Based Industry. These institutes implement the Plant Quarantine Act 1976 and Plant Quarantine Regulations 1981.

22. The Ministry of Health is the contact point for Codex and HACCP, as part of their national responsibility for food safety and food control. However, the main contact point for SPS is the Ministry of Agriculture and Agro-Based Industry: within this Ministry, the Pesticide Board registers pesticides for use, sets MRLs, and develops analytical methods for residue analysis (analytical methods are also developed at the laboratories of the Chemistry Department of the Ministry of Science, Technology and Innovations, and the Ministry of Health). MRLs are in place for many pesticides, and there is an export laboratory which conducts MRL analysis for agricultural produce. The Food Safety and Quality Division (Ministry of Health) enforces regulations concerning pesticide residues in foodstuffs. The Pesticides Act (1974) under Section 7-13 provides for the control of the importation and manufacture of pesticides through a registration scheme.

23. The Malaysian Cocoa Board is responsible for providing information on quality standards to cocoa producers and for conducting applied research regarding pesticides for cocoa pests. The organization has well defined quality standards, which includes guidelines on moisture content, size, waste content and foreign matter, and a grading system ('Standard Malaysian Cocoa') defining grades of bean quality based on damage and contamination levels. MCB monitors residues in its laboratory.

24. The Ministry of Agriculture is the main extension provider in the areas of SPS and good storage practices at both local and national levels. MCB also has the capacity to carry out training in these areas.

Papua New Guinea

25. In Papua New Guinea, the National Agricultural Quarantine Agency (NAQIA) is the institution in charge of plant protection and responsible to oversee the sanitary and phytosanitary issues in the agricultural sector. The PNG Cocoa & Coconut Institute Limited (PNGCCIL) is the institution responsible for research and development in the cocoa and coconut sector. The official institution in charge of overseeing the cocoa sector is the PNG Cocoa Board. The PNG Cocoa Board is responsible to provide extension services across the cocoa producing regions. The Board is responsible for setting up quality standards for cocoa, including a list of agrochemical for cocoa production.

26. The Department of Health is the national institution in charge of food safety and establishing Maximum Residue Levels (MRLs). Recent work from the Department of Health includes collection and submissions of rice samples for vitamin test. Currently, the Department of Health has to send samples to laboratories in Australia due to the absence of appropriate laboratory infrastructure in PNG.

27. The Department of Environment and Conservation (DEC) is the government institution responsible for registration of pesticides and use, and is also responsible for setting up MRLs. Despite having this responsibility, no existing MRLs have been proposed by DEC. The institution acting as contact point with Codex is the Department of Agriculture & Health (DAL).

(iii) Relevant SPS priorities and issues identified in studies and capacity evaluations

28. During 2011, CABI worked in partnership with ICCRI to investigate the supply and use of pesticides for cocoa production and trade in Indonesia. By assessment of the manner by which agrochemicals were being supplied, handled and applied by farmers and other stakeholders, and the extent to which this meets with recommended agrochemical practice, areas where improvements may be made can be identified. These include issues that may relate, for example, to the manner in which beans are dried and stored, the extent to which chemical products are handled and used as recommended, the use of personal protective equipment (PPE), and shortfalls in the provision of information, training and advice. The findings of such studies clarify the extent to which responsible agrochemical practice is implemented for cocoa. However, they also inform and facilitate the development and implementation of follow-up efforts, such as the training activities in Indonesia and Malaysia proposed here, to address key issues of concern using appropriate and potentially the most effective stakeholder partnerships and channels of communication. Chemical retailers, for example, provide an important interface by which farmers and other customers regularly obtain chemical products as well as information and advice on their use: 60% of 260 farmers questioned by ICCRI and CABI in 2011 reported that their the sources of information on chemical use included agricultural extension, 50% their friend/ neighbour, 38% farmers groups/associations, and 27% Chemical retailer (amongst others including radio and research staff). As such agro-dealers provide a key point of intervention in the cocoa value chain by which chemical users, particularly in rural areas, may be better informed and empowered with regard to selection of appropriate products and how they should be used in line with good agrochemical practice.

29. Through recent discussions with representatives from CAVAC (Cambodia Agricultural Value Chain Program), it was revealed that in their recent focus group discussions with smallholder rice and vegetable farmers in Cambodia, they found that the top two sources of information for farmers were their neighbours and 'retailers like pesticides sellers'. Through CABI's Plantwise initiative, it has also become clear that agro-dealers are an important intervention point in rural advisory services, often providing better advisory services that are regular and reliable and which require innovative solutions that recognize the entrenched weaknesses in agricultural support systems. There are not enough extension workers to reach all farmers, technical expertise is limited and difficult to access, and the availability of inputs depends on supply chains that are erratic and dominated by agro-dealers. Though often ignored, the Plantwise Initiative recognizes that agro-dealers want to respond to customers' needs and to be trusted. Plantwise plant clinics provide a support network that extends the outreach of technical expertise from beyond just extensions services to work more closely with agro-dealers.

30. Two value chain assessments carried out in Indonesia in 2004⁴ and 2007⁵ proposed a number of interventions that could be carried out in order to mitigate constraints to production and trade. Among actions proposed that would benefit large numbers of smallholders and give high potential for growth and expansion of the cocoa industry was the need for training and technical assistance in improved practices. The latter of these also highlighted the need for enhancing the awareness of messages relating to improved cocoa production amongst the broader public. The need for knowledge sharing is at the fore because concerns are high for compliance. In view of the increasing concern about the SPS and safety issues described above, and the associated legislation, ICCO conducted a review of current SPS practices in cocoa-producing countries in SE Asia to gauge stakeholders' concerns and responsibilities with regard to trading standards. The ICCO Secretariat formulated a questionnaire in 2011 in which representatives of the cocoa industry in potential project countries were asked specific questions about SPS practices along their cocoa supply chains, and food safety issues were graded by importance. In general, pesticides (insecticides, fungicides and herbicides), mycotoxins, PAHs and heavy metals residues caused concern, with the EU and Japan identified as the key markets by each project country.

31. Indonesian authorities are concerned with chemical residues resulting from management of pests and diseases, including improper storage. OTAs, PAHs and heavy metals are also of concern. The authorities sample cocoa for pesticide residues, but standard operating procedures are not enforced. There is a need to build capacity to train farmers in the to improve their understanding of GAP and their handling of pesticides including safe use of pesticides, use of products only for their intended specific problem and crop, and proper storage of chemicals.

32. Authorities from Malaysia indicated that there are currently no major problems encountered in the use of agrochemicals in the country, provided farmers adopt GAP in field operations. However there were some concerns about pesticide residues, heavy metals, OTAs and polychlorinated biphenyls (contaminants present in hydraulic fluids, lubricating oils, and as additives in pesticides, paints, adhesives and plastics).

33. Storage and processing practices in Indonesia are of concern to Malaysian authorities and stakeholders, since such a large proportion of Malaysian cocoa is imported from Indonesia for processing steps in Malaysia. That these issues are present and there is an assumption that information reaches where it needs to be is cause for concern and can be improved upon by sharing of knowledge in topics relating to cocoa production. MCB have recently directly expressed a requirement for enhancing the training capacity of their extension staff for improving practices amongst producers in issues relating to GAP, SPS and quality. Such enhancement would contribute to increased production, which is a priority due, in part, to the export tax imposed by the Indonesian authorities (see Section 3).

34. The main problems encountered in the use of agro chemicals in Papua New Guinea were identified as the lack of knowledge of farmers regarding safe use of pesticides, the use of specific pesticides to target other pests or crops, and improper storage of pesticides. Authorities were very concerned by insecticide, fungicide, herbicide residues, ochratoxin and other mycotoxins and PAHs. Access to Japanese markets was more of a concern than the EU or US markets.

35. The questionnaire returns showed that compliance to Japanese, EU, and to a lesser extent US regulations and legislation is considered critical to cocoa production in this region. The training of farmers and producers remains an essential but substantial task, with a need to (a) raise awareness and requirements for improved SPS standards and (b) transfer the relevant GAP knowledge and skills between stakeholders. Although some training materials on GAP are being provided by Government organizations and others, these need to be strengthened with regard to SPS standards and specific recommendations for mitigation of issues caused by residues.

⁴ Value Chain Assessment: Indonesia Cocoa, Final Report, ACDI/VOCA/USAID, June 2004

⁵ A Value Chain Assessment of the Cocoa Sector in Indonesia, USAID/AMARTA, Jan. 2007

3. Links with national/regional development plans, policies, strategies, etc.

36. The project fits well into the strategy developed and adopted by the International Cocoa Council which seeks to implement measures to improve the physical and ethical qualities of cocoa to meet the demand of the international markets. The Council has recently announced its decision to launch a working group on 'Food Safety, Cocoa Productivity and Quality' in September 2012. Links with this initiative and those described below will be sought during the projects inception.

37. The establishment of the ASEAN Cocoa Club (ACC) in 1994 has strengthened and enhanced the intra-ASEAN trade in cocoa and cocoa products. This was in line with the objectives of the ASEAN Cooperation and Joint Approach in Agriculture and Forest Product Promotion Scheme. In October 2009, the ACC Technical Working Group on Food Safety was established, with a specific remit related to cocoa and cocoa products, including monitoring and updating information on food safety requirements imposed by importing countries and addressing other issues of importance related to food safety. Such on-going programmes are being built on by the 'ASEAN Economic Community (AEC) Blueprint and Scorecard Strategic Plan of Action (SPA) on ASEAN Cooperation in Cocoa Sector 2011 – 2015' (<http://www.koko.gov.my/ACC/WorkPlan2011.html>).

38. With regard to intra-regional trade, in their Roadmap for an ASEAN Community 2009-2015, the ASEAN countries highlight the need to address standards and technical barriers to trade. Systems of standards, quality assurance, accreditation, and measurement are crucial to promote greater efficiency and to enhance cost effectiveness of production of intra-regional imports/exports. Specifically, the 'ASEAN Economic Community (AEC) Blueprint and Scorecard Strategic Plan of Action (SPA) on ASEAN Cooperation in Cocoa Sector 2011 – 2015' describes an intention to enhance intra- and extra-ASEAN trade and long-term competitiveness of ASEAN's food and agriculture products/commodities by actions including establishing systems based on GAP, Good Manufacturing Practices (GMP) and HACCP for agricultural and food products with significant current or potential trade. Further, it will 'promote cooperation, joint approaches and technology transfer among ASEAN Member Countries and international, regional organisations and private sector'. The aim is to harmonize safety and quality standards (including SPS measures) for horticultural and agricultural produce in the ASEAN region in accordance with international standards and guidelines, including standardizing the MRLs of commonly-used pesticides for widely-traded crop products. Development of joint strategies on issues of common interest between ASEAN and international organizations such as WTO, FAO, IPPC and Codex will promote transparency in the development and application of standards, technical regulations and conformity assessment procedures. This is in line with the requirements of the WTO Agreement on Technical Barriers to Trade and the ASEAN Policy Guideline on Standards and Conformance.

39. Consumer countries' import policies are driving national policies in producer countries relating to food export production and the associated requirements for food safety standards. These policies recognise the need for capacity building in science and technology, and for strengthening economic competitiveness, as part of their development policies. Indonesia's second National Medium Term Development Plan (RPJMN) for 2010-2014 identifies the promotion of capacity building in science and technology and the strengthening of economic competitiveness as high priorities. Specifically, national priorities include reducing absolute poverty from 14.1% in 2009 to 8-10% in 2014, by improving income distribution through community empowerment and expansion of economic opportunities of the low income population. Improved market access for smallholders would contribute to this priority. Another priority theme is food security: this includes efforts to increase food security through the revitalization of agriculture, increasing the competitiveness of agricultural products, increasing the income level of farmers, and conserving the environment and natural resources. The proposed project would increase the competitiveness of Indonesian cocoa, leading to increased farmer incomes as well as improving the environment through reduced pesticide use. Indonesia's National Action Program for Revitalization of Cocoa (GERNAS) is on-going and for 2012 is implemented in 5 provinces (South, West, Central and Eastern Sulawesi and East Nusa Tenggara provinces). The result of project evaluation conducted jointly by the Ministry of Agriculture, National Planning Agency (BAPPENAS) and the Ministry of Finance has

shown that the production of cocoa beans benefitted from the GERNAS Program (2009-2011) (see Section 4).

40. The National Commodity Industry Policy 2011-2020 provides a framework and long-term strategy to increase the competitiveness of commodity crops in Malaysia, including oil palm, rubber, timber and cocoa. MCB now has aims to source far more of its cocoa beans in-country. Under the Policy it was planned that areas under cocoa plantation would be increased from 20,070 Ha in 2010 to 30,000 Ha in 2015 and to 40,000 Ha in 2020. The new planted areas would be mostly under small-holders (94%). It is expected that the national cocoa production would increase from 16,000 tonnes in 2010 to 60,000 tonnes in 2020 with average yield of 1.5 tonnes/Ha. Under the policy, the Malaysian Government is seriously committed to the development of new cocoa plantings until the year 2020 by allocating special fund of RM15 million/year. The Government has also allocated a special development budget of RM 100 million annually for R&D in cocoa through the MCB. The desire to increase in-country production is also driven by concerns about over-reliance on imports from Indonesia, and the increased cost of importing from Indonesia due to a tax system, with a variable rate (0-15%), on cocoa bean exports since April 2010⁶. The regional nature of the proposed project will mean that interventions in each country will benefit the other, since their cocoa industries are closely connected.

4. Past, ongoing or planned programmes and projects

- *International Workshop on Cadmium in Cocoa and Chocolate Products (May 2012)*

41. The International Workshop on Cadmium on Cocoa and Chocolate Products was organized by the International Cocoa Organization in early May 2012. The specific objectives of the workshop were: i) to support cocoa producing countries and the cocoa and chocolate industry in gathering sufficient information on cadmium presence and to send it in the right format to DG SANCO; ii) to assess whether there was sufficient scientific evidence to justify the need to establish maximum levels for cadmium in cocoa and chocolate products and to ensure that, if required, residue limits would be established at fair and achievable levels within a suitable transition period and; iii) to enhance the knowledge and dialogue between all the stakeholders on health issues related to cadmium and to review the trade implications. During the workshop, participants reviewed current food safety regulations and the implications for the cocoa sector specific for cadmium, more specifically the legislation currently under review by the EU on Cadmium. Participants from the cocoa producing countries presented available data on Cadmium contamination in cocoa and chocolate. Participants also discussed the status of research on contamination of Cocoa Beans by Cadmium and the methodologies used to measure Cadmium content. A representative from COLEACP presented information of scientific evidence of the Cadmium contribution of cocoa and chocolate consumption in dietary cadmium exposure and application of maximum residue levels. A set of recommendations were drafted at the end of the workshop. These recommendations were forwarded to the EU commission for consideration in their future discussions.

- National Confectioners Association (NCA)-funded project: *Assessing and Improving on Pesticide Practice for Cocoa in Indonesia* (February to November 2011)

42. In 2011, CABI and ICCRI staff carries out an assessment of the supply and use of pesticides by stakeholders across the major cocoa production areas of Indonesia. Consultations were held with farmers, intermediate trade organizations, export companies and providers of chemical supplies, compiling comprehensive information on what chemical products are in use, and how they were obtained, handled and applied. The extent to which training was available and provided was also assessed. The outputs of this work provided an invaluable insight into the use and supply of pesticides in the value chain of cocoa in Indonesia and supported the development of interventions specified in the proposed project.

⁶ <http://cocoa-association-asia.org/doc/chairmsg/chairmanmsg2010.pdf>.

- STDF-funded project: *Beyond Compliance: Integrated Systems Approach for Pest Risk Management in Southeast Asia* (2011- 2014)

43. This project is developing pest risk management systems using a combination of measures in the Southeast Asian sub-region of the Asia and Pacific Plant Protection Commission (APPPC), one of the Regional Plant Protection Organizations under IPPC. The project seeks to improve pest management using a systems approach, so that strategies are integrated and do not rely on rigid application of a single measure. NPPOs from five countries including Indonesia and Malaysia are involved, with CABI as the coordinating body. The project aims to enhance competency and confidence in the region in applying more robust pest risk management, greater inclusion of stakeholders in the process, more confidence in trade negotiations, and new opportunities for trade in a phytosanitary context. The ongoing work is focused on case study commodities including jackfruit and oil palm, but training materials might be developed for cocoa, and lessons learned in project implementation can be transferred to the proposed activities. The project was launched during an official opening meeting in July 2011 and a project website has been established (<http://beyondcompliance.wordpress.com/>). In the proposed cocoa project, knowledge sharing and networking between all stakeholders will also be promoted through websites, a knowledge exchange platform and wide publication of the results. Outcomes and lessons learned from *Beyond Compliance* will be built upon by the proposed project to ensure effective running of the website and knowledge exchange platform, to stimulate activity and to maximise the involvement of project stakeholders and other interested parties. For example, the need for regular input from a content editor has been highlighted, along with technical recommendations for the website and platform.

- International Development Research Centre (IDRC)-funded project: *Knowledge Network and Systems of Innovation to Support Implementation of Sanitary and Phytosanitary (SPS) Standards in SE Asia* (November 2006 to May 2008)

44. This project examined the implementation of SPS standards in the developing countries of SE Asia, and how knowledge networks and systems of innovation can play a role in facilitating implementation. In some of the participating countries, local stakeholder workshops brought representatives from the private sector and local universities and research organizations together in dialogue with the NPPO for the first time. The private sector appreciated the opportunity to present their views on constraints to compliance, as well as the gain in knowledge with respect to the complexities involved. Local research organizations and universities became clearer on their potential contribution to the compliance process, as well as the need to include relevant SPS-related topics in university curricula. This is a useful lesson for the proposed cocoa project: private sector involvement and the participation of all stakeholders are critical. The willing participation of a wide range of partners can stimulate new interactions and facilitate exchange of knowledge. Indeed, the possibility of embedding subject matter and training materials into University courses will be explored as part of the knowledge sharing activities proposed for this project.

- IDRC- funded project: *Towards Improved Market Access for ASEAN Agricultural Commodities* (October 2009 to October 2012)

45. The goal of the project is to improve international market access for agricultural produce of ASEAN member countries through building capacity to comply with international plant health and safety standards and increased national and regional collaboration. This project is also raising awareness of compliance with regard to plant health in the pre-harvest production of agricultural commodities (though not cocoa) in the SE Asian region, including Indonesia and Malaysia. The network will develop capacity for plant health diagnosis, and facilitate access to diagnostic support. The proposed project on cocoa will extend this work in terms of the range of crops, to include cocoa, and will also apply the findings and lessons learnt from this project, to establish best practice throughout the cocoa supply chain, including post-harvest processes. A clearinghouse mechanism in Malaysia is at a pilot stage and will allow access to existing diagnostic capacity in the region. This will link to a proposed project on improved diagnostics

of major cocoa pests and diseases, which will lead in turn to increased awareness raising of their impact, for example in case of an incursion into a new area.

- *International Workshop on Safe Use of Pesticides in Cocoa and Harmonized Legislation for Food Safety* (January 2011)

46. The international workshop, which was jointly organized by MCB and ICCO, was held in Kuala Lumpur in January 2011. The overall objective was to promote the safe use of pesticides throughout the cocoa value chain and to promote harmonization of legislation and regulation on pesticide residues in cocoa and related products, including standardization of analytical methods on pesticide residues. The workshop was attended by 200 participants from 21 countries representing cocoa producers, traders, exporters, processors, chocolate manufacturers, chemical manufacturers, wholesalers and retailers, government and non-government institutions. Presentations given and networks made represent an enduring legacy of the meeting.

- STDF funded project: *SPS Capacity Building in Africa to Mitigate the Harmful Effects of Pesticide Residues in Cocoa and to Maintain Market Access*.

47. Launched in January 2011, this project is strengthening the capacity of cocoa farmers and other stakeholders to produce and deliver cocoa beans that meet international SPS standards. The project assesses the ability of African cocoa-producing countries to meet existing SPS standards, reviewing existing phytosanitary practices along the cocoa supply chain and identifying weaknesses and areas for improvement. Measures are being proposed that could reduce the contamination of cocoa beans by pesticide residues and other harmful substances. The project is supporting on-going efforts of the ICCO by contributing with the update and dissemination of the Manual on Safe Use of Pesticides. This will directly feed into the proposed project as the manual will be a key training resource, along with other training materials and protocols. The SPS Capacity Building for Africa project is providing valuable experience in the implementation and coordination of activities.

48. The implementation of the Africa project has generated valuable lessons that were taken into account during the formulation of this proposal. A major lesson from the Africa experience shows the need to have stronger links with institutions in the participating countries to identify the appropriate stakeholders that will best benefit from this project. Additionally, more in-depth understanding of SPS knowledge-gaps among the participating countries was very important to establish each country need. The challenges in the Asian/Pacific region are shared by the three participating countries but at different levels. Therefore, understanding the current situation at ground level was key for the formulation of the Asia project (more realistic/achievable goals were established for the Asia project). Furthermore, a more firm commitment from the private sector was also part of the lessons learned. It is important to identify the areas where private sector companies can provide support in the form of technical assistance and ensure that the necessary resources are committed to these activities. Finally, there is a need to secure a firm commitment for the timely provision of contributions from local authorities participating in the proposed project in Asia.

- ACIAR funded project: *Managing Cocoa Pod Borer (CPB) in Papua New Guinea (PNG) through Risk Incursion Management Capabilities, IPM Strategies and Participatory Training* (2008-2011)

49. To enhance efficient implementation of IPM for the control of CPB in areas of PNG where eradication efforts are not successful, this project assisted PNG by enhancing stakeholder knowledge and awareness, strengthening surveillance and monitoring efforts, developing pragmatic resource-matched and location-specific IPM programmes and developing farmer participatory training and research using discovery learning curricula. It was led by CABI in collaboration with the Cocoa and Coconut Research Institute (CCIL) and National Agricultural Quarantine & Inspection Authority (NAQIA) of PNG, together with University of Sydney, Mars/Masterfoods Australia & NZ and the Cocoa

Association of Asia (CAA). The training of master facilitators, two TOFs and four FFS were followed by two more TOFs (resulting in 76 facilitators) and then six FFS (197 farmers trained).

- ACIAR funded project: *Incursion, Prevention and Management of Coffee Berry Borer (CBB) in PNG and Indonesia (2007-2013)*

50. The project is using experience from work in Africa and Latin America to address the problem of coffee berry borer in Indonesia and to reduce the threat of incursion from Papua, Indonesia into Papua New Guinea. Through collaborative activities between ICCRI, PNGCCIL, CABI (with DG Estate Crops and Provincial Estate Crops Agency in South Sulawesi and Papua and NAQIA-PNG) the project is implementing improved management strategies to minimise the risk of incursion. IPM training is being organized for extension officers from Sulawesi, Papua and PNG who can later conduct Farmer Field Schools (FFS) to train farmers. Staff from CABI South East Asia and CABI Africa conducted joint training sessions with the Ministry of Agriculture (Indonesia), in which master trainers from Papua New Guinea and Indonesia were trained in farmer participatory methods (setting up and running farmer field schools) and in design and management of field trials. Already, there has been buy in from local governments in Sulawesi (Sulsel) and Papua provinces; they have provided investment for six further FFSs (resulting in 150 farmers trained so far). This model will be followed in the proposed project; training of trainers will be accompanied by advocacy of local government to stimulate interest and investment in the work with the aim of achieving a multiplier effect through local investment.

Additional projects and programmes in the Region

51. The National Action Program for Revitalization of Cocoa (**GERNAS**) is being continued and for 2012 is implemented in 5 provinces (South, West, Central and Eastern Sulawesi and East Nusa Tenggara provinces). The project has aimed to boost the sector through replacing ageing tree stocks with superior planting material. The result of project evaluation conducted jointly by the Ministry of Agriculture, National Planning Agency (BAPPENAS) and the Ministry of Finance shown that the production of cocoa beans increased significantly during the GERNAS Program (2009-2011) in the targeted areas. Productivity was reported to have increased in the replanting areas by 250% (up from 318 to 1,111 kg/Ha), in the rehabilitation areas from 422 to 1,612 kg/Ha (up by 282%), and in the intensification areas from 550 to 1,103 kg/Ha (up by 101%). As a result, farmers' income increased. The income of cocoa farmers in the replanting areas rose from Rp. 3.6 million to Rp. 10.5 million/Ha/year, in the rehabilitation areas from Rp. 4.3 million to Rp. 17.5 million/Ha/year, and in the intensification areas from Rp. 4.9 million to Rp. 10.5 million/Ha/year. In 2011, the total national bean production was 459,000 tonnes and 46% of this was for export and 54% was processed locally.

52. Vredeseilanden ('**VECO**') have carried out projects in Sulawesi and Flores, seeking to address constraints to productivity and livelihoods such as ageing tree stocks and unsustainable farming practices (e.g. inadequate fertilizer use and premature pod harvesting). They have also used a full value chain approach, linking farmer groups with markets. They have found that partnering with the private sector was an excellent way to optimise the impact of such work and increase the chances of changes to farmers livelihoods being sustainable (in the case of Flores this was with PT Mars). The approach of their work hinged on the formation of organized farmer groups to enable high enough volumes to access markets through ability to meet with certification and traceability requirements. Importantly, organizations (with 25 farmers, on average) and Farmer Field schools targeted by this work were already in place prior to interventions. The work has been to improve the size and/or capacity of farmer groups and, through business plans, economic strengthening of cooperatives.

53. **FIELD** Indonesia Foundation is a Non-Governmental Organization that focuses on the development of ecological agriculture, sustainable use and conservation of agrobiodiversity and natural resources, and strengthening rural community and farmer organizations. Activities under the programme include various approaches to learning, including Farmer Field Schools and Studies, Farmer-to-farmer training

and Farmer Action Research. During the development of the present project, a representative of CABI attended a workshop organised by SSCP (Sustainable Cocoa Production Program, SwissContact Indonesia) in Makassar, Indonesia to review a manual on Cocoa GAP to be used as a training manual in their project and others (related to cocoa IPM/GAP). This manual on "Cocoa GAP" would be used as a standard training material for cocoa farmers in Indonesia. The workshop was also participated by IPM/FFS trainers from NGOs, private companies (e.g. Mars), research institutions (e.g. ICCRI) and from provincial estate crop agencies. During the meeting, discussion of the proposed CocoaSafe project met with significant interest, and we would use some relevant training materials and trainers to implement the project.

54. Another collaborative initiative in the region is Cocoa Sustainability Partnership (**CSP**): a 'coordination forum' with a mission to promote communication, coordination and collaboration between cocoa stakeholders in Indonesia. The partnership includes ICCRI, Mars PT, Swisscontact and VECO amongst other public and private sector organizations with interests or initiatives in cocoa sustainability in Indonesia. The Secretariat is located in Makassar (South Sulawesi) and through the CSP a manual for certification of sustainable cocoa in Indonesia has been produced to be used by all members of the Partnership. A General Assembly Meeting was held in December 2012.

55. Opportunities for further project activities (in particular, linking of knowledge exchange activities) will be explored in Papua New Guinea. For example, the Productive Partnerships in Agriculture Project (PPAP) (funded by donors including the World Bank and IFAD) aims to facilitate linkages between smallholder cocoa and coffee farmers and agribusiness, through productive partnerships, for the provision of market access, technologies, and services.

56. The present project will link with various projects run by the private sector on sustainable cocoa production, including several by Mars in Indonesia. The on-going work by Mars includes workshops on CPB management, farmer training on rational pesticide use, farmer training on productivity/quality improvement, drying, development and use of CPB and VSD resistant varieties, and farmer training in certification (with Rainforest Alliance and UTZ). There is also on-going discussion with Mars regarding work to minimize the risks of PAH contamination of cocoa during drying in Papua New Guinea. A concept note is being developed between CABI and Mars Inc., with the intention of formulating activities to address this important issue as a source of contamination of cocoa. Information from projects and events such as these will be placed on the knowledge exchange platform where possible for mutual benefit of project activities and private sector partners, and encourage wider dissemination of project activities and promotion of good practices. Training materials will be made available to the proposed project and a resource person made available for training so emphasising the concern and involvement of the private sector in the topics to be covered.

5. Public-public or public-private cooperation

57. The project will involve stakeholders from key points in the supply chain. This will include farmers, collectors, processors and exporters. In Malaysia, the focus will mainly be on stakeholders involved in production; leaders of farmer cooperative groups and agro-dealers (small enterprise input suppliers). In Indonesia, alongside these stages of the value chain, collectors, breakers, processors and exporters will be involved. Involvement of the public and private sector, and interactions between them, will be central to the project. Such interactions are vital in promoting the exchange of local knowledge, local ownership, and lead to strength through partnership. Exchange of knowledge is a key objective of the project, and co-operation would include sharing of technical expertise such as SOPs, training materials and knowledge of the situation on the ground relating to the issues of concern.

58. Farmers will be represented primarily by the involvement of farmer associations, which will interact with publicly-funded project partners. Input suppliers (agro-dealers) are also an essential part of private sector involvement in the cocoa supply chain, usually as small enterprises and as such represent the

private sector. Their advice needs to be accurate and reliable and they will have further interactions through their own suppliers as part of a linked supply chain.

59. As part of a novel, pilot aspect of the work, associations of agro-dealers will be involved, which will encourage buy-in from individual enterprises. In addition, associations and individual enterprises representing producers and traders will be involved as will larger, international enterprises. Mars have a number of initiatives in Indonesia and show willingness to make training materials available, integrate activities between projects, provide expert staff for training and share information via the knowledge exchange platform. By integrating the proposed project activities with on-going activities of the cocoa private sector in the region this will aid sustainability once the project has concluded. It is essential that any training conducted by the public sector matches the cocoa industry standards as well as legal regulations. Ultimately co-operation between public and private sectors on good practice will lead to enhanced quality of the cocoa produced as well as improvement in food safety.

60. The project will also promote co-operation between government organizations (both within country and between countries), with various publicly funded agencies being involved in the project to their mutual benefit. The National Implementing Organizations (NIOs) are both publicly-funded organizations. Other publicly-funded organizations to benefit from the proposed action will include ministries of agriculture, ministries of health, environmental protection agencies, national research organizations, universities, and trade and standard boards/bodies.

6. Ownership and stakeholder commitment

61. The following government agencies, organizations and private sector actors will be involved in the implementation of the proposed project. The project will increasingly develop local ownership, with NIOs managing their own development work on the ground.

62. In **Indonesia**, the NIO will be the **Indonesian Coffee and Cocoa Research Institute (ICCRI)**. ICCRI is the national research institute under the Agency for Agricultural Research and Development (AARD), whose mandate is to conduct research and to develop the coffee and cocoa sector.

63. ICCRI will in charge of implementing all project activities in Indonesia according to the detailed work programme. ICCRI will be responsible of providing half year and annual reports of project progress to ICCO and CABI. A representative from ICCRI will be appointed as the National Project Coordinator to be responsible for the coordination and management of the project at country level.

64. The contact details of the National Project Coordinator for Indonesia are:

Dr. Soetanto Abdoellah

Head of Research Division

Indonesian Coffee and Cocoa Research Institute (ICCRI)

Jl. P.B. Sudirma No. 90

Jember 68118, Indonesia

e-mail: iccri@iccri.net

65. In **Malaysia**, the NIO will be the **Malaysian Cocoa Board (MCB)**. MCB is a federal statutory research and development agency under the Ministry of Plantation Industries and Commodities (previously called Ministry of Primary Industries Malaysia). MCB will liaise with other government

agencies such as the Pesticide Board of the Ministry of Agriculture and Agro-based industry and the Chemistry Department from the Ministry of Science, Technology and Innovation.

66. MCB will in charge of implementing all project activities in Malaysia according to the detailed work programme. MCB will be responsible of providing half year and annual reports of project progress to ICCO and CABI. A representative from MCB will be appointed as the National Project Coordinator to be responsible for the coordination and management of the project at country level.

67. The contact details of the National Project Coordinator for Malaysia are:

Dr. Kelvin Lamin

Director – Biology Division
Malaysia Cocoa Board
5th & 6th Floor, Wisma SEDCO
Lorong Plaza Wawasan
Off Coastal Highway
Locked Bag 211
88999 Kota Kinabalu
Malaysiaota Kinabalu, Sabah
e-mail: kelvin@koko.gov.my

68. In **Papua New Guinea (PNG)**, the NIO will be the **Papua New Guinea Cocoa and Coconut Institute Limited. (CCIL)**. The Institute was established in 1986 and is the research arm of the cocoa and coconut industries in the country. CCIL has a long history of research and collaboration with other research institutes around the world.

69. PNGCCIL will in charge of implementing project activities in Papua New Guinea according to the detailed work programme. PNGCCIL will be responsible of providing half year and annual reports of project progress to ICCO and CABI. A representative from CCIL will be appointed as the National Project Coordinator to be responsible for the coordination and management of the project at country level.

70. The contact details of the National Project Coordinator for PNG are:

Mr. Eric Omuro

CEO
PNG Cocoa and Coconut Institute
PO Box 532, Rabaul
East New Britain
Papua New Guinea

71. The International Cocoa Organization (ICCO) is a global inter-governmental organization, with a membership comprising both cocoa consuming and cocoa producing countries.

72. ICCO will act as the Advisory Body and will oversee the executing of the project by the PIA and the national partners. As required and requested by the PIA, ICCO will liaise with the Regional Project Coordinator (Project Manager) to ensure that the project is properly implemented by National Implementing Organizations (NIOs). ICCO will review project reports before their submission by the PIA to the STDF and any other donor regarding technical, administrative and financial management of the project. Upon review of project reports and documents, ICCO will advise the PIA where corrective measures are required. This will ensure that reports are timely, of good quality, comprehensive and accurate. However, the PIA is the contractual respondent for the STDF regarding reporting obligation.

73. The contact details of the personal responsible at ICCO are:

Dr. Jean-Marc ANGA

Executive Director
International Cocoa Organization
Westgate House
Westgate Road
Ealing, London
W5 1YY
United Kingdom
e-mail: exec.dir@icco.org

74. The proposed work will be coordinated by **CABI** (PIA) under the supervision of ICCO. CABI is an inter-governmental not-for profit organization, with headquarters in the UK and a regional centre in Malaysia. In-country, CABI and national partners will provide technical inputs.

75. CABI, the PIA, will coordinate the project implementation with each NIO. There will be a Regional Project Coordinator (Project Manager) appointed by the PIA. CABI will be responsible to compile the six-month progress reports prepared by the National Project Implementation Agencies and produce a regional report. CABI will be responsible for reporting to ICCO and donor agencies involved in the project.

76. The contact details of the personal responsible at CABI are:

Dr. Julie Flood
Global Director – Commodities
CABI, Bakeham Lane,
Egham, Surrey,
TW20 9TY, UK
e-mail: j.flood@cabi.org
Tel.: + 44 (0)1491 829043
Fax: + 44 (0)1491 829100

II. PROJECT GOAL, OBJECTIVE, OUTPUTS & ACTIVITIES (LOGICAL FRAMEWORK)

7. Project Goal / Impact

77. The overall development goal of this project is to ensure the production and trade of cocoa that meets food safety and international SPS standards. Promotion of best practice at all stages of the cocoa value chain from production to export will result in production of good quality cocoa that complies with international regulations and legislation on pesticide residues and other harmful substances. As with other foodstuffs, consumers of cocoa and cocoa products all over the world are becoming increasingly concerned about the use of potentially harmful chemicals in cocoa production and processing. Many countries have enacted legislative and regulatory measures and established sanitary and phytosanitary standards; compliance of imported cocoa and cocoa products to these standards is required for continued access to their high value markets.

78. Developing countries depend heavily on agriculture as a driver for food security, poverty reduction and sustainable growth. This is also true in upper middle income countries including Malaysia. Cocoa production has been widely recognized as an effective tool to alleviate poverty; whilst cocoa production, processing and export all make essential contributions to the economy of many countries, including Indonesia and Malaysia.

79. Cocoa is a major source of rural employment since almost all is produced by poor smallholder farmers with land holdings of less than three hectares. Improving the economic situation of cocoa farmers is essential to accelerate progress towards achieving the Millennium Development Goals, in particular in eradicating extreme poverty and hunger (MDG1). With access to markets, producers have

the opportunity to increase their household income by improving productivity and quality. This leads in turn to improved access to food (food security), education and health facilities, thus addressing MDGs beyond MDG1 (e.g. towards achieving universal education, improving maternal and child health).

80. At the production stage, the project aims to improve plant health by building the capacity of producers to manage pests through strategies such as improved pesticide application and GAP. Storage and processing practices will also be strengthened by promoting improved, safer storage conditions. Although this project focuses on cocoa, the same skills and practices are transferrable to other crops.

81. The project will address human health directly, with training content on worker safety encouraging the use of personal safety equipment, and providing alternatives to dangerous chemical applications. Health benefits will also occur as an indirect outcome of the project, since chemical applications will be more targeted, reducing contamination of soil and water. Such reductions would also avoid pesticides contaminating food crops and so improve the health of farming families and communities. This is in addition to the obvious benefits to consumers' health from reduced levels of pesticide residues and other contaminants (such as aflatoxins from fungal growth caused by inappropriate storage conditions). A further indirect environmental benefit might be the positive effect of more targeted and reduced pesticide application on pollinators⁷.

82. Improving national income is crucial for development in Indonesia which is classed as a lower middle income country (2010 per capita GNI of \$1006-3975). Malaysia is classed as an upper middle income country (2010 per capita GNI of \$3976-12275) and although it has seen cocoa cultivation plummet in the last 20 years, the country has maintained an active cocoa processing industry which forms a significant part of national income and hence must be protected and grown. PNG has advanced from a low income country (based on 2007 per capita GNI of <\$935) to a lower middle income country (per capita GNI of \$1006-3975 in 2010). Emphasis will be placed on the opportunities that the market provides for obtaining income from cocoa; specifically the higher prices that may be gained by developing a reputation for quality cocoa, which the market increasingly demands. Failure to comply with laws such as those imposed by cocoa importing countries can seriously impact on non-oil export earnings for governments, leading in turn to reduced funding for poverty alleviation programmes, as well as feeding down through the supply chain to impact directly on the livelihoods of cocoa smallholder farmers. By contrast, improving economic growth also enhances a country's ability to invest in social programmes aimed at reducing poverty, especially in the rural areas where cocoa is grown, again relating to the project countries abilities to achieve MDGs.

8. Target Beneficiaries

83. The ultimate beneficiaries of this project are cocoa farmers and other workers involved in cocoa production, and their communities. Thousands of smallholder farmers and their families in SE Asia rely on cocoa production as their only source of income. This project will help to enable producers to conform to international MRL standards and so access international markets and secure their income. Farmer safety will also be improved through better handling of produce, safer application of chemicals and better storage practices, creating a safer working environment for farmers and their workers. Such workers will include women and young people. Gender roles, constraints and opportunities can vary significantly even within a country. Type and amount of agricultural work varies with age and other social factors; men and women are not homogenous groups. In Sabah, most rural societies are still predominantly subsistence-based, with men doing the majority of farming activities⁸. In a survey in Indonesia, on average just 4% of cocoa farmers were female, with the highest representation of just 10% in East Java.

⁷ <http://www.scidev.net/en/agriculture-and-environment/news/cocoa-and-palm-oil-crop-failures-linked-to-pesticides.html>

⁸ Mansur et al. (2009). Contract Farming System: A Tool to Transforming Rural Society in Sabah. MPRA Paper No. 13271. <http://mpra.ub.uni-muenchen.de/13271/>

This is likely to vary considerably between regions, however. For example, in a predominantly Christian region of Sulawesi, figures as high as 60-70% have been reported. Training of master facilitators and facilitators will be conducted with a view to encouraging involvement of women and young participants in each region. Data collected in feedback/questionnaires/surveys and in usage of the knowledge exchange platform, as well as in all monitoring and evaluation, will be gender-disaggregated to give insights into the effects of the project with regard to gender equity.

84. In addition to producers, other stakeholder groups along the value chain will also benefit such as agro-dealers. The project's proposed training activities will enhance their ability to offer effective advice and to sell targeted inputs to farmers. Their improved ability to advise and provide inputs to farmers will enhance and foster their relationships with customers. The knowledge and capacity of producers and traders will also be enhanced by the project, encouraging good practices and adherence to high standards in storage and processing.

85. Research institutions, extension services and SPS authorities in the participating countries will also benefit from being part of this project, either directly or via its extended reach, as countries will improve/strengthen their capacity for training and advisory services relating to SPS, GAP and cocoa quality. Staff of ICCRI, MCB and CCIL and the extension workers of provincial governments will be equipped with the knowledge and materials to conduct training in these fields beyond the timeframe of the project. Communication with stakeholders on the ground may uncover new SPS threats, and give early warning to NPPOs. PNG stakeholders including CCIL will also benefit from the provision of training and extension materials.

86. At the macro level, trade organizations and governments from these cocoa-producing countries will benefit from the improved market access, as cocoa exports represent a major source of foreign exchange. Further along the value chain, importers and consumers, and the cocoa processing and chocolate manufacturing industry in these countries as a whole, should benefit from more reliable supplies of good quality cocoa and, importantly, consumers of cocoa and chocolate will have confidence in the safety of the products, and potentially from project follow-on activities.

9. Project objective, outputs and activities (including logical framework and work plan)

Attach:

- (i) **A logical framework** summarizing what the project intends to do and how, what the key risks and assumptions are, and how outputs and outcomes will be monitored and evaluated (Appendix 1). See Qn. 15 (j) of the Guidance Note and the template attached to this application form.
- (ii) **A detailed work plan** indicating the start and completion date of the project, as well as sequence in which activities would be carried out (Appendix 2). See Qn. 15 (k) of the Guidance Note and the template attached to this application form.
- (iii) **Terms of Reference (TORs)** for key national/international experts to be involved in implementation of activities included in the work plan. The TORs should include information on specific tasks and responsibilities, duration of assignments, number of missions (if appropriate), and required qualifications/experience (Appendix 3). See Qn. 15 (l) of the Guidance Note.

Component I. Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa

The *overall objective* of Component I is to enhance the capacity of cocoa stakeholders along the value chain in Indonesia and Malaysia to improve the quality and safety of cocoa: Enhancing capacity for

improving quality of cocoa and meeting SPS standards by enhancing the stakeholders' ability to provide training in SPS and GAP.

1.1 Development of locally-adapted curricula and training materials for training of master facilitators and facilitators (tailored for key intervention points in the value chain)

87. For training of master facilitators, training of facilitators, and cascaded training events conducted by facilitators, comprehensive training materials will be required. These will be developed by CABI, ICCRI, MCB, ICCO with the input of experts from other partner organizations. They will include comprehensive curricula for cocoa including awareness-raising and best practices in GAP, pesticides, mycotoxins, PAHs, heavy metals, food safety, mixing/bulking, traceability, worker safety, and SPS standards. Training materials will include manuals, equipment and materials for demonstrations, questionnaires, exercises, and presentations. Where possible, we shall use existing material from ICCO, ICCRI, MCB, and contributions from private partners such as Mars and other initiatives such as the materials developed under the SCPP programme.

1.2 Training of master facilitators (TOMF)

Master facilitators will mainly include agricultural officers, i.e. research staff of MCB and ICCRI, and provincial government extension staff from (e.g.) Directorate General Estate Crops in Indonesia. Twenty staff will be from Sulawesi and East Java, and for Malaysia, mostly Sabah and Sarawak (with some representatives from Peninsular Malaysia). They will become fully able to carry out training of trainers in the topics listed in 1.1 above (covering the whole value chain from production to export). Each event will comprise 10 days training and will take place within six months of project start-up. The training will be conducted by a group of experts, some of whom will be specialists in particular aspects of the curriculum. The training will require resources including rental of lab facilities and cocoa gardens, purchase of materials to be used in demonstrations. Private sector companies have indicated their willingness to assist this project with the provision of experts in different areas covered in this project, to benefit from a broad range of expertise and acquire the best knowledge and most up to date information (including Mars, who have shown willingness to provide staff in support of the project, including a resource person at least for the training to be done in Indonesia). These experts will be partly involved in the training sessions. Pairs of master facilitators will conduct training courses in their home province; targeting farmer co-op leaders, agro-dealers and/or traders/processors, as described below and in Figure 1. Previous project experience has shown that for training of facilitator sessions, at least two trainers must be present for effective running of the sessions. One expert trainer/resource person (who had conducted the TOMF session) will supervise the first TOF sessions carried out by each pair of master facilitators, such that support and quality assurance of each facilitator can be ensured.

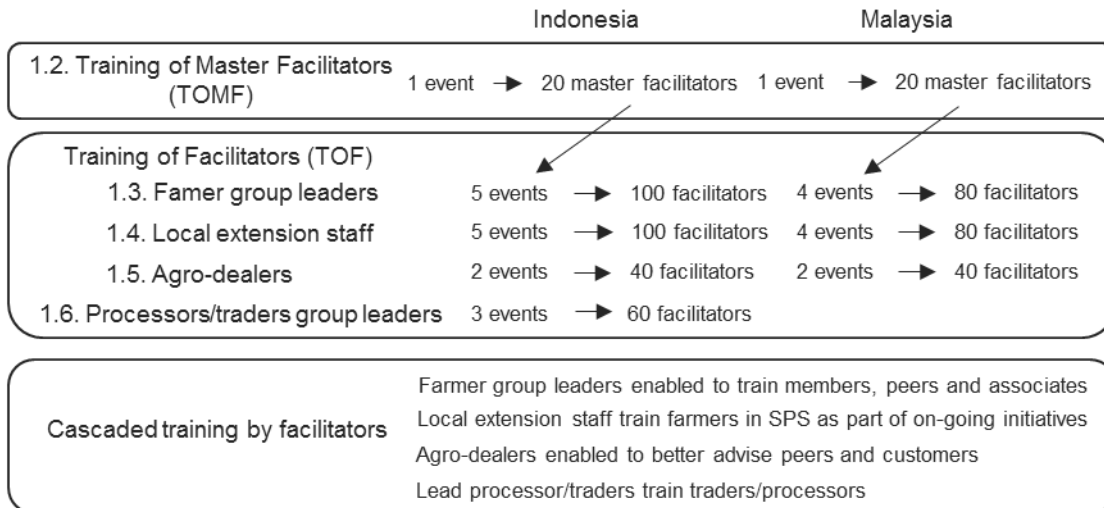


Figure 1. Schematic representation of training events and outputs for each country, see Activities 1.2 to 1.6.

1.3. Training of facilitators (TOF): farm group/co-operative leaders

88. In Indonesia and Malaysia, pairs of master facilitators will conduct TOF courses for cocoa farmer co-operative leaders (with 20 participants each). TOF in the context of SPS/GAP will enable lead farmers to train their co-operative (and other organizations) in issues and best practice relating to these topics, thus cascading their knowledge to their peers and associates. Although the curriculum will be tailored mainly to cover aspects of concern to farmers, there will be some overlap, with incorporation of information on storage/processing issues.

89. Candidate facilitators will be readily identifiable in Indonesia, as provincial directorates of estate crops have good knowledge of established co-operative groups. The trainings will take place in Sulawesi between project months 9 and 12, followed by further trainings in other provinces from month 12. In Malaysia, training events will commence from month 11. The events will be conducted by two master facilitators and be of five days duration. The project will initially fund five TOF events of this type in Indonesia and four in Malaysia (with some pairs of master facilitators conducting more than one funded events). Support for further training activities will be sought from private partners and local government through partnership building (including invitations to watch trainings, publicising most significant change stories in this and similar activities). In Malaysia these activities will take place primarily in Sabah and Sarawak. At first, facilitators (co-operative leaders) will carry out their training activities with supervision from the project:

1.4. Training of facilitators: Local extension staff enabled in SPS to train farmers as part of on-going initiatives

Pairs of master facilitators will conduct TOF courses for extensions staff and trainers that are part of on-going initiatives in Malaysia and Indonesia (with up to 20 participants each). On-going programmes and initiatives such as GERNAS, FIELD will be involved, as they already have on-going programmes of training in cocoa, and, importantly, will include local extension staff of directorate for plantation crops. As with training of farmer group leaders, although focussing on SPS/safety the curriculum will be comprehensive so as to cover many aspects of SPS, GAP, safety, production and postharvest practices. The TOFs planned will build on the knowledge and ability of trainers in these existing initiatives, specifically by focusing primarily on issues relating to SPS. The trainings will take place in Sulawesi

between project months 9 and 12, followed by further trainings in other provinces from month 12. In Malaysia, training events will commence from month 11. The events will be conducted by two master facilitators and be of five days duration. The project will initially fund five TOF events of this type in Indonesia and four in Malaysia (contributing to the running of existing programmes by specifically funding some initial TOF events).

1.5. Training of facilitators: agro-dealers as sources of knowledge for farmers in appropriate pesticide use

90. In Indonesia and Malaysia, pairs of master facilitators will conduct TOF courses for representatives of agro-dealer associations in Sulawesi and Sabah/Sarawak/Peninsular Malaysia (with about 20 participants each). Agro-dealers may have been given some training in the past, but this is not likely to have been specific to cocoa, and may have been from a single chemical company. The training will enhance their knowledge in SPS/GAP and build their ability to pass on accurate information to their customers; the producers. Again, although the curriculum used will be tailored to cover aspects of concern to farmers (most notably relating to pesticide usage), there will be some overlap to include information on storage/processing issues. These five day training events will take place between project months 6 and 12, followed by further trainings in other provinces from month 12. Agro-dealer facilitators will then cascade their knowledge to the members of their association and their customers, initially with some supervision from the project. Each attendee will then be fully equipped to provide sound advice to customers relating to best practices in GAP/SPS, particularly with respect to the inputs they supply. Agro-dealers will carry out ad hoc training and advising of their customers with little direct intervention from the project. The project will initially fund two TOF events in each country as a pilot to test the effectiveness of this concept, with support for further training activities being sought as described for activity 1.3, and taking into account the effectiveness of this activity.

1.6 Training of facilitators in best practices in storage and processing: traders and processors

91. In Indonesia, pairs of master facilitators from Sulawesi will conduct a five day TOF course for representatives of traders and processor associations in Sulawesi (with about 20 participants each). These training events will take place between project months 9 and 12. Facilitators will then train the members of their own and other associations, initially with some supervision from the project; master facilitators would attend at the first training event of each facilitator for support and quality assurance. Each attendee would then be fully equipped to provide sound advice relating to best practices in SPS and quality, particularly with respect to processing and storage. However, traders/processors need to understand the full value chain and issues relating to pre-harvest management and other issues relating to GAP will also be included. Three courses will be funded initially to train facilitators, with support for further training actively sought as described above, such that master facilitators will be able to carry out such events in more districts of their home province, or new provinces.

92. In Malaysia, concerns relating to cocoa produce lie mainly with enhancing the productivity and quality of cocoa cultivation and with the quality of imports from Indonesia. Therefore project activities in Malaysia will focus on production rather than downstream points in the value chain (with Activities 1.6 and 1.7 taking place in Indonesia alone).

1.7 Training in best practices in storage and processing: traders and processors

93. In addition to facilitators in Indonesia targeting smaller processors through small group training events, medium scale processors and traders in Indonesia that would benefit from increased capacity will be targeted directly by project experts from Malaysia. This sharing of knowledge between project countries will take place as a training event to be held at ICCRI, with representatives of up to 20 Indonesian traders/processors from different areas, with the aim of directly enhancing knowledge and capabilities of medium scale traders/processors. This will be a five day course, covering all aspects of SPS, safety and quality in the post-harvest stages of the value chain from collection to export.

94. Larger enterprises and exporters are likely to have good practices and SOPs already in place, and they buy from their own well-managed sources. However, the project will also engage with such stakeholders with a few to sharing documents such as training and publicity materials, and through the knowledge exchange platform (see below).

1.8 Baseline survey: carry out surveys of indicators for measuring the impact of the activities

Master Facilitators will collect baseline information in year 1 from data and information gleaned from Facilitators while carrying out their training. This will include, for example, use of pesticides (usage levels and types), drying practices/preferences, estimates of produce amounts to market and earnings. Levels of production and income will be captured through agro-dealers being asked for sales records prior to attending their training. Similarly, co-operative leaders will be asked before training to capture data from their members, measuring production, sales and income of peers. This is done for all participants and information gathered using questionnaires. To contribute to evaluating the project impact, a survey will be carried out at the end of the project to reach those project participants whose feedback cannot be captured via the Knowledge Exchange Platform. The surveys will comprise four missions to sites in Indonesia and three in Malaysia, with the aim of comparison of indicators to baseline data captured during training of facilitators. Indicators to be measured will include numbers of training events held and attended, training materials and publicity materials distributed, changes to production and income levels over the last season/year, change in knowledge of issues relating to SPS/GAP/quality after and since training events. 1-2 years after training events, the NIOs should re-evaluate the same farmers that attended training events using a questionnaire related to food safety hazard components and good farming practices, and the results from this would judge the longer term benefits from the project.

Component II. Knowledge Exchange Platform for Project Stakeholder Groups and Awareness Raising Beyond Direct Project Interventions

The *overall objective* of Component II is to promote and facilitate knowledge sharing between project stakeholder groups (key organizations and participants) and raise awareness among cocoa stakeholders beyond the direct interventions of the project. This will be done through facilitating knowledge sharing between project participants in all countries through a 'Knowledge Exchange Platform' and website, and dissemination of publicity materials.

2.1 Analysis of website user accessibility/requirements

95. In order to communicate the actions and results of the project to a wide audience, and to facilitate sharing and exchange of experiences and best practice among stakeholders that will be directly involved in the project, the project website will be established which will have a members' area that will act as a 'knowledge exchange platform'. Use of a simple and catchy title (provisionally 'CocoaSafe'/ KakaoAman / KokoSelamat) would create brand awareness. There is a need to appeal to a broad range of users: from some farmers (those that might obtain occasional access to such a site) right up to provincial government departments. The accessibility abilities and user requirements and preferences of different project participants will vary and must be considered (including farmers, agro-dealers, extension providers, processors, project implementing partners). The results will inform the choice of website/platform to be used, including the demand and feasibility for mobile content, and to guide its design. Questionnaires will be distributed to relevant stakeholders via project partners, prior to the workshop and results analysed to inform decisions on how to construct the online components; stakeholder accessibility will guide content type to be developed and information needed.

2.2 Website and Knowledge Exchange Platform design, creation and content uploading.

96. The site could either utilise an open source blogging tool/ content management system for ease of access, reliability and cost effectiveness, the site could be hosted by ICCO, or on the MCB website, which has a mobile content version. The decision on which would be the most appropriate, reliable and sustainable choice will be made at the inception workshop. Design and creation of the website will require web developer and content manager staff inputs. It is likely that a priority for the site is that it must be available via low bandwidth connections (perhaps favouring accessibility over complexity), or as content accessible through mobile phones.

97. The private access area of the website will be accessible to all project participants, as a unified resource dedicated to SPS/GAP/quality in cocoa. It will complement the MCB and ICCRI websites (amongst those of other initiatives) by providing a more targeted resource relating to the safety/SPS considerations of cocoa production and processing. As with the wider website, emphasis will be placed on accessibility, with content compressed for ease of access, where appropriate. Downloadable training resources will be uploaded by partners organizations including government and private industry partners and project implementers, such as videos and manuals, including and similar to those to be used for awareness raising activities but more targeted, alongside those designed for training activities within the project. Processors will be asked to provide information such as SOPs for sharing between users.

2.3 Regular updating and monitoring of the website to inform on project activities and news, publicising project outcomes, maintenance and monitoring of knowledge exchange platform, encouraging interactions and sharing of lessons learned

98. The website/platform content manager will monitor usage of the knowledge exchange platform, as well as capturing issues raised by users, stimulating a discussion forum covering issues relating to the project objectives, and facilitating links to experts where questions can be asked or concerns raised. Usage will be monitored using Google Analytics, hit numbers, and location of access (by country). The platform will also push important news and messages to users, for example via email to inform users when a new report is published (including a link directly to this content). Based on previous project experience, this would need to be a regular activity from a content manager in order to engage users on a continual basis. It is possible that it would be a challenge to reach non-project stakeholders, so this will be encouraged by the presence of links to and from sites of key international organizations relating to cocoa production and market e.g. ICCRI, MCB, CABI, Indonesia's DG EC, STDF, ASEAN Cocoa Club, SCPP, PPAP, CSP, etc., and social networking sites.

2.4 Best practices and lessons learned from training activities shared via the knowledge exchange platform (see Objective 1)

99. As well as the content manager, a representative from each NIO will be responsible for adding and managing content. Master facilitators and facilitators will provide feedback to the NIO's representative on the extent to which SPS/quality issues are a concern in each province/area based on their experiences during training. Any new issues and concerns can then be identified and incorporated into further training courses. Such alterations can be shared via the knowledge exchange platform and website.

2.5 Production of printed materials (in English and Bahasa) for dissemination at key points in the supply chain

100. Materials including posters and manuals about cocoa SPS, GAP, quality and food safety issues, and relating to safe working practices, will be produced targeting farmers, farmer co-operatives, agro-dealers kiosks, and traders/processors. Approximately 300 posters and 500 manuals will be distributed

to cocoa stakeholders in Indonesia, Malaysia and Papua New Guinea, respectively. This activity will link to the training materials compiled under Component 1 and shared in Component 2 and will involve adapting the training manuals produced for manuals that can be distributed to the above stakeholders. There will be wider dissemination to beneficiaries, beyond the project participants and provinces of project implementation (with appropriate permission to disseminate content in the public domain).

2.6 Production of multimedia videos for distribution and online

101. For further dissemination of key messages, video materials will be developed (including aspects sourced from previous/on-going projects, e.g. Mars/AMARTA/GERNAS/NCA projects) for publication on the project website (via links to standard video sharing sites; YouTube, Vimeo etc.) and distribution of copies in Indonesia and Malaysia. Video content will include material from training events, including demonstrations and technical information on the proper use and storage of pesticides, methods for drying beans etc. and incorporating footage captured during visits of a film crew to TOMF and TOF sessions. It is expected that at least 20 copies would be distributed per target province of each country and they would be given to extension services, farmer groups.

2.7 Needs analysis and awareness-raising in Papua New Guinea through the website, distribution of publicity materials, and value chain assessment mission

102. In order to engage stakeholders in PNG and to raise awareness of SPS and GAP issues relating to cocoa, project outputs will be made available and adapted for authorities and cocoa stakeholders in PNG. Access and possible inputs of PNG to the Knowledge Exchange Platform will be explored. This could range from access to training content, to full engagement in discussions or raising of concerns/requests for specific information, plus the potential to translate and distribute copies of the videos made during Activity 2.6.

103. A mission to PNG will take place in Month 6-7 with the aim of better understanding the cocoa value chain in the country, and identifying key stakeholders that will be targeted to engage in the knowledge sharing activities and be involved in disseminating key messages through the public awareness campaign. This will also inform any future training interventions that might be planned for this country, which may follow on from the proposed project. Efforts will be on-going to involve PNG more fully in the present project and to seek further funding for their increased involvement.

Component III. Coordination, management and Evaluation of the project

3.1. Project co-ordination and Monitoring

104. CABI, as the PIA, will be responsible for the coordination of project implementation by individual National Implementing Organizations (NIOs: ICCRI, MCB and CCIL). CABI's Project Manager (based at the CABI Southeast and East Asia Centre in Malaysia) will provide strategic guidance, technical advice, and where necessary backstopping to ensure smooth implementation of the project and efficient use of resources in the participating countries. In addition, backstopping, quality assurance and support will be available from an international cocoa expert who will attend both project workshops. Additional administrative and logistical support, including regular liaison with the NIOs, will also be provided. Day-to-day financial management will be provided by the PIA.

3.2. Project inception workshop

105. An inception workshop will be held to launch the project and to raise awareness of the major SPS and standards issues with stakeholders and key authorities, including development partners, policymakers, researchers, key NPPO/quarantine agencies for each country [as described in Section 2(ii)] and extension providers (including key staff from NIOs). This will be held in month two in Kuala Lumpur in order to finalize and agree work plan, milestones, budgets and training plans and capture user accessibility and requirements for the project website and the knowledge exchange platform. In addition, criteria for master facilitator selection will be established and distributed to project stakeholders. Representatives from Papua New Guinea will also be in attendance. Other international authorities and potential stakeholders will be invited to attend, such as the national NPPOs, STDF developing country expert and participants from other organizations including FAO and ACC.

3.3. End of project Workshop

106. An end-of-project workshop will be held in Indonesia in the penultimate month of the project, to facilitate comparison of lessons learned, and collate data relating to indicators measured, for comparison with baseline data in carrying out project evaluation.

10. Risks

Changes in Government attitudes and/or policies relating to cocoa production, during or immediately after the project

107. Despite the reduction in cocoa production in Malaysia, and increasing favour of other cash crops in each country, the cocoa sector retains a significant importance to the economies of project countries. The actions and involvement of project stakeholders should encourage investment in cocoa. Project partners include publicly-funded bodies: the MCB is a federal statutory research and development agency under the Ministry of Plantation Industries and Commodities and ICCRI is a national research institute under the Agency for Agriculture Research and Development (AARD). Both NIOs have a remit to sustain and increase cocoa production, with MCB having a mandate to reverse the collapse in national production levels and increase production in Sabah and Sarawak. Through advocacy and publicity (such as invitations to watch trainings, publicising most significant change stories) the project will contribute further to the promotion of cocoa as a key commodity in the project countries.

Poor cooperation of authorities with the project, including granting of permission to carry out project interventions; and provision of additional financing for TOF from actors such as provincial governments

108. Co-operation with local authorities and permission to carry out activities in country will be facilitated through project partners in each country. Through publicity and advocacy of the projects activities and outcomes, it is anticipated that relevant organizations in each country will be interested in the project and likely to be willing to co-operate in the form of additional financing or in-kind contributions to continue the work. In-country partners have been actively involved in project design and focus.

International external factors which adversely affect the results of the project

109. Demand for cocoa in export markets can only be met with high quality produce, and this project aims to maintain this market access in the face of increasingly stringent legislation on residues and other SPS/safety/quality constraints. A future drop in cocoa prices would have to be countered by improved productivity, another aspect the project addresses through training in GAP. Investment in projects such as this is encouraging the competitiveness of cocoa, relative to other cash crops such as oil palm. However, cocoa prices are expected to remain high during the coming years as demand is outstripping supply worldwide.

Financing from other sources is not available on a timely basis

110. Financial risk will be reduced by ensuring that partners (including co-financers) are aware of their roles and responsibilities from the start through the inception workshop so that financing from all sources is made available on a timely basis in line with planned activities. Attainment of milestones will be publicised in project reporting, which will trigger release of funding.

Security risks or political situations may deteriorate during the project period

111. The risk of political instability in low and middle income countries is often a threat but both main participating countries are currently politically stable. Project countries and institutions therein are well known by all partners and work will be implemented by local counterparts with whom project partners have good knowledge and working relationships. Activities in PNG will largely be carried out by the NIO. That said, security issues will be carefully considered and where any concerns are present, locations could be avoided in favour of more secure areas. Project delays in SE Asia could be envisaged due to natural disasters such as tropical storms and volcanic and/or seismic activity. Performing activities in more than one location in participating countries is the chosen method to mitigate for these risks and alternative locations will be sought in each country.

New pest outbreaks may negate project outcomes

112. Whilst serious outbreaks of new pests, or re-emergence of existing problems, would impact upon cocoa production, dealing with such issues would be incorporated in training programmes. Also, a side aspect of this project will be surveillance: there will be opportunity to detect new problems arising, and gauge the level of issues through feedback questionnaires and impact studies with stakeholders directly engaging with project activities.

Relevant stakeholders can access the network

113. This risk will be considered carefully during scoping of user accessibility and requirements, and will be mitigated by adoption of content suitable for lower bandwidths, which will be favoured over complex design, possibly allowing access via mobile devices.

11. Sustainability

114. Through GAP, adoption of measures for improved safety and quality of cocoa, and the associated reduction in the use of pesticides, export potential will be increased in terms of compliance with IPPC recommendations and with the regulations of importing countries such as MRLs. These measures, together with the food safety and capacity-building improvements detailed above, will increase market access for cocoa for individuals and institutions, thus impacting directly on livelihoods and aiding in poverty alleviation. These outcomes will be sustainable beyond the life of the project, because they will occur with the integral involvement of national institutions.

115. Collaboration between project partners (MCB, ICCRI and others) will be a key element of the training and knowledge exchange activities of the project, and there will be increasing involvement of in-country partners in coordination and management. Institutions will thus be empowered to manage on-going activities of this nature beyond the end of the project. There is also potential for longer-term interaction with other initiatives of CABI, ICCO and private partners. One example is CABI's Plantwise Initiative: an international programme which aims to reduce crop losses through a network of community-based 'plant clinics' and an associated plant health 'knowledge bank' and which plans to expand to Indonesia and Papua New Guinea from 2013. Other projects run by partners in coming years in these countries will have potential for synergy and overlap, which will also contribute to the longer-term reach of the project.

116. Financial sustainability will be strongly encouraged and emphasised throughout the project period. Project partners are committing in-kind contributions, which are detailed in the project budget. These comprise core-funded activities and resources which could therefore continue after project completion. An important aspect of the awareness-raising and training activities will be to seek investment from local officials, to support further training events. This will be done by publicising the activities and aims of the project, together with measurable outcomes (and, later, impact) through the website and other outreach activities, and by direct approaches to local authorities that would be capable of replicating or funding the approach. This approach has been found to be effective in the past: for example, CABI's project '*Incursion Prevention and Management of Coffee Berry Borer (CBB) in PNG and Indonesia*' stimulated buy-in from local governments in Sulawesi and Papua provinces, with farmer field schools being funded by the Government. Similarly, with CABI's project '*Managing CPB in PNG through risk incursion management capabilities, IPM strategies and participatory training*' training of facilitators funded by the project was followed by two more training events and several FFS funded from other sources.

117. The project website and knowledge exchange platform will likely be hosted on a website of a national partner, ICCO or another organization such as ACC. In this case, continued maintenance of the site and stimulation of activities will be feasible beyond the project timescale. In the case that hosting occurs on a third party platform, further funding will be sought for maintaining the knowledge exchange platform, and management will be transferred from the project content developer (based at CABI's centre in Malaysia) to the in-country partners, since local ownership of this resource will encourage the resource to continue as an enduring way of engaging cocoa stakeholders in the relevant issues to extend the legacy of the project. Alternatively, content may be transferred to the website of a project partner.

118. At the end of the project, the knowledge gained through training courses, workshops, fact sheets and practical exercises will help farmers and other stakeholders in the supply chain to make better choices when using chemical inputs in the management of pests and diseases as well as in the processing and storage of cocoa beans, thus reducing harmful contamination. Such improved knowledge and dissemination materials will represent enduring resources for stakeholders and their institutions.

119. In addition, the outcomes of the project will contribute to more environmentally sustainable cultivation, storage and processing, since targeted and alternative/integrated methods of pest control will be encouraged, which will reduce the release of polluting chemicals into farmland. Sustainable sourcing of cocoa is becoming a high priority of manufacturers and players in the cocoa supply chain, as companies see both the need to appeal to consumer's desire to reduce the impact and improve sustainability of the industry, and the developing concerns over the long term availability of cocoa in an ever changing commodities climate.

III. BUDGET

12. Estimated budget (US \$)

	Component	STDF	External Co-financing	Counterpart Contribution (In-cash)	Counterpart Contribution (In-kind)	TOTAL
1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa	336,197	98,337	30,188	26,580	491,302
2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention	111,847	0	0	29,395	141,242
3	Project management, supervision and evaluation	156,447	0	0	35,369	191,815
4	Total	604,491	98,337	30,188	91,343	824,359
5	Overhead (8%)	48,360	-	-	-	-
	Grand Total	652,851	98,337	30,188	91,343	872,719

13. Cost-effectiveness

120. World markets have experienced a steady increase in the price of commodities, enabling producer countries to obtain higher revenues from cocoa exports. Over the last years, international cocoa prices experienced a record high, with an overall high average price during the last five years. Cocoa production/trade is very important to the economies of each project country: exports provide these governments with the much-needed funds to invest in development programmes. Moreover, cocoa is the main source of income for thousands of smallholder farmers in these countries. Any disruption of cocoa production or trade would therefore have a detrimental impact both on the livelihoods of smallholder cocoa farmers and, at the macro-economic level, on the national economies. To be competitive in the current international markets and to maintain market access, developing countries need to strengthen their ability to comply with strict requirements on product quality, safety, health and environmental impact. Improving the ability of developing countries to comply with international requirements, including food safety issues, is critical for their future economic growth.

121. A preliminary assessment of the capacity of cocoa-producing countries in Asia to address international SPS standards (using questionnaires completed by the national authorities in cocoa production) demonstrated that, at present, countries in this region are not well prepared to address issues concerning SPS standards and therefore do not comply with the new international food safety regulations. Overall, stakeholders, in particular cocoa farmers, are not aware the new legislation applied by consumer countries and the consequences of failure to comply with these regulations. Furthermore, countries are not fully equipped to deal with SPS matters in a cost-effective way. The cocoa trade in South East Asia is therefore threatened by possible disruption unless urgent action is taken to address these problems. As consuming countries apply stricter regulations and more rigorous control measures, the threat of disruption to cocoa export, and a resulting increase in poverty levels in rural areas, grows.

122. The proposed project will raise awareness among stakeholders in the cocoa supply chain (in particular cocoa farmers) on food safety issues and international legislation which could affect access to high value markets in consuming countries and disrupt cocoa trade. The project is unique in working at

various levels within the cocoa supply chain, integrating efforts from the different stakeholders (government bodies, research centres, development agencies and the private sector, including farmers, agro-dealers and processors) and sharing co-operation regionally. The project will build capacity in order to improve the countries' ability to comply with consumer countries' legislation. The experience and knowledge gained in this project can be applied to enhance other commodity sectors such as coffee and rice.

123. This project is therefore cost-effective, as it will contribute to addressing serious SPS problems in Indonesia, Malaysia and Papua New Guinea. Addressing new legislation imposed by consuming countries will enable these countries to continue exporting cocoa to key markets, in particular in Europe and Japan. The cost of the project is modest compared to the value of safeguarding the cocoa trade in these countries.

124. Implementation of all activities by project partners (without outsourcing to external consultants or implementing agencies) will allow total control over expenditure, and a significant portion of this will comprise in kind contributions from partners (approximately 20%). The expertise required will almost all be sourced from within the project consortium, as the partners have sufficient experience and expertise to conduct the vast majority of project activities. Travel costs will be minimized by transporting trainers to the provinces in which the courses will be held (rather than bringing all the trainees to centralized locations). Reuse of training and publicity materials sourced from other projects and from external partners will provide considerable savings compared to developing a completely novel curriculum for the training events.

IV. PROJECT IMPLEMENTATION & MANAGEMENT

14. Implementing organization

Project Implementing Agency (PIA)

125. CAB International (CABI) is a global, intergovernmental, not-for-profit organization, owned and run by its 46 member countries. CABI operates through a network of centres including one in SE Asia (Malaysia). With over 150 person-years of experience in cocoa, CABI has worked in both participating countries on various projects involving technical implementation, project management and project financial management. Specifically, CABI works on improving production and reducing pest constraints, SPS and improving market access and capacity building for stakeholders through the cocoa value chain. CABI is concerned with enhancing the effectiveness of agriculture, with commodity crops a priority theme, and as such the proposed project is of direct relevance to the organization. CABI has worked to improve livelihoods, natural resource management and sustainable agriculture throughout the world while conducting research into commodity crops, good agricultural practices and integrated pest and crop management (IPM/ICM). CABI has a strong track record in Farmer Field School approaches, community mobilisation, and participatory research methods together with building capacity more broadly with a wide range of stakeholders. CABI is very experienced in project management and executing research and training programmes, as detailed in relevant work outlined in Section 5.

126. In addition to specific expertise relating to cocoa pests and diseases, pesticide usage and other contaminants, CABI has a strong track record globally in SPS capacity building. In Africa, STDF financed a project to develop a 'Centre of Phytosanitary Excellence', based in Kenya. CABI managed the project to establish the Centre, in partnership with KEPHIS and the University of Nairobi, with oversight from the IPPC and the Netherlands Plant Protection Service. The Centre has two main units, for training and pest risk analysis respectively.

National Implementing Organizations (NIOs)

127. In Malaysia – MCB: its main objective is to develop the cocoa industry in Malaysia to be well integrated and competitive in the global market. Emphasis is given to increasing productivity and efficiency in cocoa bean production. Within MCB, there are six departments which oversee the entire cocoa supply chain, from farmers to collectors, processors, manufacturers and exporters. Two of the six departments of MCB will be actively involved in this project: the Regulatory and Quality Control Department and the Extension and Transfer of Technology Department.

128. In Indonesia - ICCRI: its main activities cover agronomy, breeding, soil and fertilization, plant protection, physiology, post-harvest technology, economy and statistics, and biotechnology. The institute operates with funds from three different sources, namely from state-owned plantations for routine budget, Indonesian Agency for Agricultural Research and Development (AARD) for research budget, and its own income from the sales of research products, planting materials of cocoa and coffee, and other services. The specific objectives of ICCRI are: producing high yielding varieties and clones resistant to pests and diseases; increasing productivity by improving cultivation techniques; conserving and improving soil fertility through soil conservation, efficient fertilization and organic manuring; controlling production losses due to pests, diseases and weeds; increasing quality of products using appropriate technology; increasing management efficiency of coffee and cocoa estates.

129. As the leading government institute in charge of the cocoa (and coffee) sector, ICCRI has long experience in developing projects aimed at improving the Indonesian cocoa sector. ICCRI has provided assistance to cocoa producers in Indonesia through the provision of improved planting material, training on improved agricultural practices, capacity building on improved post-harvest practices and food sanitation, including sources of contamination with pesticide residues. ICCRI objectives and mandate fit perfectly with the objectives of this proposal, and involvement of ICCRI in this project is vital for its successful implementation.

130. In Papua New Guinea - Cocoa Coconut Institute Limited of PNG (CCIL) (merged with the PNG Cocoa and Coconut Extension Agency Ltd in 2003). The principal objectives of CCIL are to conduct research into all aspects of Cocoa and Coconut industries; to promote research and beneficial programmes for these industries; to provide assistance to all persons and bodies engaged in any aspect of the Cocoa and Coconut industries; to produce planting material for Cocoa and Coconut industries; and to provide consultancy services.

Project Advisory Body

131. The International Cocoa Organization (ICCO) will be the Project Advisory Body. In this capacity, it will provide the necessary assistance and guidance to the PIA and the NIOs. In this capacity, it will ensure that the project meets the needs of the countries and is implemented in coordination with other relevant initiatives in the region, from the public and private sectors. ICCO will review progress reports and Project Completion Report (PCR) before submission. ICCO will also ensure that project findings, achievements, good practice and lessons learned are disseminated widely and globally within the cocoa community. In addition, it will ensure that any possible changes in the international trade or policy environment for cocoa, that may affect the project, are brought to the attention of project stakeholders.

15. Project management

Project Implementing Agency: CABI

132. CABI will act as Implementing Agency (PIA) in SE Asia and will be responsible for the coordination of project implementation by individual NIOs. CABI will appoint a project manager who will provide strategic guidance, technical advice, and where necessary, backstopping to ensure smooth implementation of the project and efficient use of resources in the participating countries. Additional scientific, administrative and logistical support, including day-to-day liaison with the NIOs, will be

provided by a regional manager based at the CABI Southeast and East Asia Centre in Malaysia. All CABI's project staff are trained under the PRINCE2 system of project management which is the accredited project management system used for UK Government-funded projects.

Project Implementation: National Project Implementing Agencies

133. The NIO in each of the participating countries will be responsible for day-to-day implementation of all project activities and for providing regular reports to the PIA. Each NIO will appoint a national co-ordinator to be responsible for implementation and management of the project on a national level.

Project Advisory Body: ICCO

134. As the Advisory Body, ICCO will provide the necessary assistance and guidance to the PIA in the implementation of the project. The Advisory Body will assist the PIA in the review of regular progress reports and Project Completion Report (PCR).

Project Steering Committee (PSC):

135. The PSC will be responsible for the overall coordination, monitoring, supervision and evaluation of the project. The PSC will provide strategic direction to each partner agency and be a source of backstopping. Members of the PSC will include:

- a. The project manager on behalf of the PIA.
- b. One representative of the ICCO
- c. National project coordinator from the NIO of each participating country
- d. FAO expert on SPS and food safety standards (FAO Regional Office, Bangkok).
- e. STDF developing country expert in plant health in position at the date of the contract (Mr Sidney Suma) representing STDF Working Group

136. Key stakeholders representing farmers, government bodies and private sector will also be considered for forming part of the Steering Committee. Effective communication is essential between all partners on the PSC, and between the project partners at institutional and the individual level. Work plans and budgets will be finalised and detailed at the project inception workshop. The PSC will formally meet during the inception and end of project workshops, and have a mid-term review meeting at month 12-13, which will be held to coincide with training events (most likely in Indonesia) to save on travel costs such that the NIO from Malaysia and head of the PIA (CABI) will be travelling to the project country for the primary purpose of supervision of training events (Activities 1.3-1.5).

V. REPORTING, MONITORING & EVALUATION

16. Project reporting

137. The PIA will prepare the first report after the project inception workshop. In addition, it will collate the six-monthly progress reports prepared by the NIOs and consolidate them into a single report. Six-monthly reports from the NIOs will allow effective monitoring and will alert the PSC, the PIA and the Advisory Body to potential problems. Performance indicators for the coming period will be set, before sending the consolidated report to STDF with comments by the Advisory Body. Further financial disbursements will depend on receipt and agreement of the progress reports. The Advisory Body will study the six-monthly progress report and compare it with the Annual Work Plans to verify that the project is being implemented correctly. Budgets and financial statements will be attached to each progress report.

17. Monitoring and evaluation, including performance indicators

138. The inception workshop will be important to establish monitoring procedures (including reporting and accounting) and for all partners to receive training in harmonising these procedures. Detailed monitoring of the project's finances will utilise the detailed project budget. Project progress will be monitored against plans described in the work plan and logframe.

139. Measurable indicators to be monitored (capturing quantitative information, gender disaggregated, where applicable) include number and type of training materials created and compiled; number of master facilitators trained; and numbers of farmer group leaders, agro-dealers and traders/producers trained as facilitators. All facilitators trained will be provided with training and publicity materials, and will be required to monitor and record their distribution of materials so that this can be quantified.

140. Monitoring of the key indicator 'change in trainee's knowledge following project interventions' will be measured through online surveys and feedback questionnaires, and during the survey at the end of the project. The effect of increased knowledge and capabilities in this field will also be measured as changes in production and income, which will be captured through agro-dealers being asked for sales records for comparison with those at their TOMF training, anecdotal and quantitative measures of costs versus benefits- what has been spent by stakeholders against the income achieved. Co-operative leaders will be able to capture data from their members, measuring production, sales and income of peers, associates and customers as compared to recent months, growing seasons or years. Feedback questionnaires will also be done online where possible, e.g. where trainers or co-operative/trader/producers groups have online access, but where this is not feasible the survey carried out at the end of the project will measure indicators in representative provinces. Users of the project's online resources will also be measured and disaggregated, where possible, by stakeholder type to gain a breakdown of who has been using the resources and to what effect by monitoring visible usage and interactions (such as discussion fora, comments, uploads), and by a simple, short online survey.

141. These indicators will provide the basis for evaluating the achievement of outcomes and the contribution that these will have towards outcomes and longer term impact. Impact will be measured on a wider scale through interviews with cocoa stakeholders at levels of the value chain downstream of those directly addressed by the project. This will include exporters, importers, and large processors and wholesalers. Findings will be collated and evaluated in a project completion evaluation report. This will compare planned activities and outcomes with actual achievements and milestones accomplished.

142. Indicators and achievements will be assessed to evaluate whether the project interventions are contributing to the change which the project set out to address. Further, the evaluation will address whether, at the operational level, the project did the appropriate work, and whether at the conceptual and strategic level it was sufficient, and based on sound underpinning assumptions.

143. Evaluation of these changes will also provide key evidence of the success of the project strategy that could be publicised and replicated. "Most significant change" stories will be compiled that best encapsulate the outcomes of the project, possibly through tracer studies, and case studies will be documented and publicised through the project website and press releases. Levels of production, sales and income will be quantified for representative project participants of each stage of the value chain, involved in each activity.

144. Formal evaluation will be done through progress reports and by a project evaluation carried out by the Advisory Body and STDF at month 23 in order to evaluate the project's achievement of goals and objectives as described in the proposal and logframe documents. A project completion evaluation report will be submitted at the end of the project.

18. Dissemination of the projects results

145. Sharing of knowledge is a central element of the project, so dissemination of the project's results and outcomes will be a high priority. Production and maintenance of an effective project website is a core objective and will enable high visibility of the project's work. Materials and advice shared via the knowledge exchange platform that could be of wider interest and value will, where appropriate, be shared more widely via the project website (subject to permission). There will also be links to and from websites such as ICCRI, MCB, CABI, Indonesia's Directorate for estate crops, STDF, ASEAN Cocoa Club etc, plus those of private sector stakeholders such as Mars. Project activities and success stories will also be publicised more widely through press releases in the project countries and beyond, as appropriate.

146. Progress and lessons learned will be shared and discussed between participants during project implementation (directly or via the knowledge exchange platform) and project results will be disseminated at the final workshop. All interested stakeholders including producer representatives will be invited to this workshop, where reports, videos etc. relating to the project outcomes will be distributed. We aim to obtain training and publicity materials from other sources during the development of publicity campaigns and training curricula, and will make materials developed under the project available to other projects in return (subject to permission).

147. Project results will be also disseminated to the international cocoa community and the wider research community through presentations at scientific and technical conferences such as the three-yearly Cocoa Producers Alliance meetings, and in scientific and technical publications.

148. The overall project conceptual framework should be relevant and replicable in other regions facing challenges to commodity production and marketing, such as Central America. Interest has already been expressed by relevant organizations in Ecuador and Trinidad and Tobago for the carrying out of a project of this nature. The network of cocoa stakeholders and equivalent institutions across the world can be approached by project partners to investigate this possibility further.

Terms of Reference

1. Project manager

This role will be undertaken by a member of staff of CABI, the Project Executing Agency. The Project Manager will lead PIA activities and fulfil the following duties and activities:

- Lead the PIA activities in managing the project and ensuring its smooth and successful operation, including achievement of project milestones and objectives
- Oversee the NIOs in their implementation of project activities
- Have a presence on the Project Steering Committee and as such, attend appropriate meetings
- Provide backstopping to NIOs if required
- Collate and review mid-project and end-of-project reports from NIOs for passing to the Advisory Body
- Identify problems with project implementation at an early stage and intervene in a timely way to manage or avoid any issues arising.
- Arrange financing of the project from the donor
- Liaise with donor on any financial matters arising

Qualifications required

- Postgraduate degree in a relevant field (plant protection, implementation of SPS measures)
- At least ten years of professional experience in the area of plant protection, cocoa production, plant health SPS measures and requirements related to international trade, and/or maximum residue limits for pesticides and other harmful substances.
- Significant experience of leading projects involving research or capacity building in the field of SPS and/or cocoa value chains in lower- and middle income countries
- Fluency in English.

2. Advisory Body Coordinator

This position will be filled by a member or associate of the ICCO.

- Lead the Advisory Body in monitoring the project progress, in collaboration with the Project Manager and National Coordinators,
- Review and advise on quality and content of project reports from the PIA to be provided to the donor.
- Liaise with collaborating agencies
- Liaise with co-financers to arrange financing of the project and provision of in-kind contributions
- Have a presence or appoint a delegate to the Project Steering Committee and as such attend appropriate meetings
Ensure a large visibility for the project within the international cocoa community and disseminate project's achievements and lessons learned widely.

3. National manager

Each of the National Implementing Organizations (NIOs) shall appoint a National Manager to lead the agencies' involvement in the project. In this capacity, the National Manager will conduct the following activities:

- Identify in-country staff from within their organization to conduct project activities
- Identify in-country staff from other agencies with which to collaborate

- Coordinate the identification of the participants and beneficiaries of the project training activities.
- Hold a presence on the Project Steering Committee and as such attend appropriate meetings
- Lead the NIO in coordinating training events
- Oversee the conducting of surveys and monitoring and evaluation aspects of the work.
- Preparation of six monthly reports based on the activities of the NIO, reporting progress and the contribution to the project objectives.
- Sending these progress reports to the PIA.
- Ensuring the timely implementation of activities for each project component

Qualifications required

- Postgraduate degree in a relevant field
- At least twenty years of professional experience in the area of SPS issues relating to cocoa
- Excellent knowledge of the trade and SPS issues surrounding cocoa.

Fluency in English and the national language of the appropriate project country (Indonesian or Bahasa Malaysia).

APPENDIX 1: Logical Framework

	Project description	Measurable indicators	Sources of verification	Assumptions and risks
Overall objectives (goals)	To produce and trade cocoa that meets food safety and international SPS standards.	Reduction of rejections of imports of cocoa produced in Indonesia, Malaysia and PNG by consuming countries. New markets accessed for cocoa from Indonesia, Malaysia and PNG.	Statistics and data from importing countries showing sourcing from project countries. Source, number and reason of rejected cocoa produce consignments. Data from government authorities on new markets for cocoa exports.	Importing countries propose food sanitary regulations based on standardized and realistic measuring methods. Importing countries introduce international food safety standards based on scientific and verifiable foundations.
Immediate objectives (purpose)	Food safety and SPS practices along the cocoa supply chain in Indonesia, Malaysia and PNG are improved.	Increase in volumes of cocoa that complies with international SPS standards of food safety.	Data on exports from government authorities (SPS authorities, trade and economic ministries, etc), including percentage of cocoa exports that complies with international regulations.	Government policy related to cocoa production does not change during or immediately after the project period <i>Risks</i> Security risks or political situations may change during the project period. This is thought to be unlikely as the project countries are well known to implementers and project work will be implemented by local partners with whom we have good working relations.
Expected results	1. Improved capacity of SPS and GAP knowledge amongst project stakeholders. 2. Effective knowledge sharing and flow between key organizations, project stakeholders, regional and international SPS authorities, and beyond, in Indonesia, Malaysia and Papua New Guinea.	1. Laboratory analysis from SPS and health authorities demonstrating compliance with international SPS standards. 2. 80% of facilitators trained are successful in evaluation on GAP, including integrated pest management (IPM), safe use of pesticides and international SPS regulations. 3. Reduction in the use of agrochemicals	1. Training reports, quality control reports and cross reference checks between origin and buyer, surveys carried out during TOMF and TOF sessions. Evaluation of survey following training activities. Measures of increased quality captured through e.g. case studies, most significant change.	Cooperation of authorities with project activities and permission to carry out project interventions. Relevant stakeholders can access the network (use of a low bandwidth alternative would encourage this). Group participants' inherent attitude towards the project: they must be convinced that it is

	Project description	Measurable indicators	Sources of verification	Assumptions and risks
		<p>by cocoa farmers and improvement of cocoa farmers' income.</p> <p>4. Number and type of users accessing the website, periodical exchange of information among participating countries.</p>	<p>2. Cost-benefit analysis of application of SPS and GAP systems by farmers.</p> <p>Cost of production of cocoa producers, agro-dealer sales figures and customer breakdown, export volume from project participants. Collected by surveying project participants and report in project reporting.</p> <p>3. Project website online and available, with links to and from other sites e.g. ICCO, CABI, ICCRI, MCB & PNG-CCIL, ASEAN Cocoa Club.</p> <p>Website usage metrics, online surveys of SPS awareness.</p> <p>Usage metrics for platform: number of users, number of documents uploaded, number of comments/shares, number of queries/answers, feedback from users.</p>	<p>worthwhile and be keen to become and stay involved.</p> <p>Security issues in the project countries. Where any concerns are present, locations to be targeted by project interventions will be reviewed and alternatives considered.</p> <p>International external factors that could affect the results of the project, e.g. relative favour of oil palm over cocoa.</p>

	Project description	Measurable indicators	Sources of verification	Assumptions and risks
Activities	<p>Outcome Component I:</p> <p>Improved capacity of relevant cocoa stakeholders along the cocoa supply chain (from farm to export point) in Indonesia, Malaysia and PNG to provide training on SPS and GAP practices in-line with international standards.</p> <p>Outcome Component II</p> <p>Enhanced cooperation among relevant stakeholders in Indonesia, Malaysia and PNG to address food safety requirements and international standards on SPS.</p>	<p>1. Master Facilitator (20) and Facilitators (500) trained during the project cycle, up-to-date training curricula developed according to international SPS standards; number of training material distributed to stakeholders.</p> <p>Summary Cost: US\$ 491,302</p> <p>2. Knowledge Exchange Platform set up and running by month 4. Uploading of training material, awareness raising information and dedicated access for project Member countries by the end of year one.</p> <p>Summary Cost: US\$ 141,242</p> <p>3. Efficient and effective project coordination, implementation and evaluation.</p> <p>Summary Cost: US\$ 191,815</p> <p>The estimated total cost of the project is US\$ 824,359</p>	<p>1. Training reports, feedback questionnaires available via knowledge exchange platform, surveys and reports, evaluation report.</p> <p>2. Report of user requirements, feedback questionnaires. Website usage metrics, articles, publications and presentations. Regular monitoring of knowledge exchange platform usage data.</p> <p>3. Monitoring documentation, as presented in six-monthly and end of project reports Reports and publicity from inception and end of project workshops.</p>	<p>Financing from all sources is made available on a timely basis in line with proposed activities.</p> <p>Acquisition of additional financing of training of facilitators from actors such as provincial governments can be made.</p> <p>Training venues and facilities are available.</p> <p>Stakeholder involvement and participant compliance are active throughout.</p> <p>Successful and timely development of materials, adequate publishing and dissemination resources.</p>

APPENDIX 2: Work Plan

Activity		M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	Q1	Q2	Q3	Q4
Enhanced capacity of relevant stakeholders to improve quality of cocoa and meet SPS standards																	
Activity 1.1	Development of locally adapted curricula for training of trainers			Yellow	Yellow	Yellow	Yellow										
Activity 1.2	Train agricultural officers (research and extension staff) as master facilitators							Purple	Red								
Activity 1.3	Training of facilitators: farm group/cooperative leaders (Indonesia)									Purple	Purple	Purple	Purple	Purple	Purple		
Activity 1.3	Training of facilitators: farm group/cooperative leaders (Malaysia)											Red	Red	Red	Red		
Activity 1.4	Training of facilitators: local extension staff (Indonesia)									Purple	Purple	Purple	Purple	Purple	Purple		
Activity 1.4	Training of facilitators: local extension staff (Malaysia)											Red	Red	Red	Red		
Activity 1.5	Training of facilitators: agro-dealers (Indonesia)									Purple	Purple	Purple	Purple	Purple	Purple		
Activity 1.5	Training of facilitators: agro-dealers (Malaysia)											Red	Red	Red	Red		
Activity 1.6	Training of facilitators: storage/processing (Indonesia)									Purple	Purple	Purple	Purple	Purple			
Activity 1.7	Training in best practices postharvest: traders and processors (Indonesia)												Purple	Purple			
Activity 1.8	Baseline surveys							Yellow	Yellow	Yellow	Yellow						Yellow
Website/Knowledge Exchange Platform and Awareness Raising																	
Activity 2.1	Analysis of website user accessibility/requirements	Green	Green	Green													
Activity 2.2	Design, creation of website/knowledge exchange platform			Yellow	Yellow	Yellow											
Activity 2.3	Updating, maintenance and monitoring of website/knowledge exchange platform						Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Activity 2.4	Best practices and lessons learned from training activities shared via the knowledge platform							Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow
Activity 2.5	Production of printed materials for dissemination								Yellow	Yellow	Yellow						
Activity 2.6	Production of multimedia videos for distribution and online							Yellow	Yellow	Yellow	Yellow						
Activity 2.7	Awareness-raising in PNG through website and availability/distribution of publicity materials, needs assessment study in PNG						Green	Green				Blue	Blue	Blue	Blue		
Coordination, management and Evaluation of the project																	
Activity 3.1	Project co-ordination	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Activity 3.2	Project inception workshop		Yellow														
Activity 3.3	Regional workshop at end of project																Yellow

Key: Main responsibility for activity is colour coded such that:

Yellow represents several/all partners, Purple represents activities in Indonesia, Red Malaysia, Blue PNG, Green represents activities carried out by the PIA, Grey represents external evaluations.

APPENDIX 3: Budget

"CocoaSafe": Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
 Summary of Project Costs by Component and Costs Centre
 in USD

	Component	Indonesia	Malaysia	PNG	PIA	TOTAL
1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa	210,450	163,100	0	94,356	467,906
2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention	43,900	43,900	8,000	38,716	134,516
3	Project management, supervision and evaluation	22,800	22,000	12,800	125,081	182,681
	Total	277,150	229,000	20,800	258,154	785,104
	Contingency	13,858	11,450	1,040	12,908	39,255
	Grand Total	291,008	240,450	21,840	271,062	824,359

"CocoaSafe": Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
Summary of Financing Plan by Component and Source in USD

	Component	STDF	External Cofinancing	Counterpart Contribution (In-cash)	Counterpart Contribution (In-kind)	TOTAL
1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa	336,197	98,337	30,188	26,580	491,302
2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention	111,847	0	0	29,395	141,242
3	Project management, supervision and evaluation	156,447	0	0	35,369	191,815
	Grand Total	604,491	98,337	30,188	91,343	824,359

"CocoaSafe": Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
Summary of Financing Plan by Component And Country in USD

	Component	Indonesia	Malaysia	PNG	PIA	TOTAL
1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa	152,040	122,325	0	61,832	336,197
2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention	36,645	36,645	8,400	30,157	111,847
3	Project management, supervision and evaluation	16,380	15,540	13,440	111,087	156,447
	Grand Total	205,065	174,510	21,840	203,076	604,491

"CocoaSafe": Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
Summary of Project Costs by Category of Expenditure in USD

Category	Item of Expenditure	Indonesia	Malaysia	PNG	PIA	Total
III	Materials & Supplies	1,700	1,400	0	2,100	5,200
IV	Personnel	42,500	38,500	12,000	117,098	210,098
VI	Duty Travel	12,000	8,200	0	15,900	36,100
VII	Dissemination and Training	219,950	179,900	7,800	105,538	513,188
VIII	Operational Costs	1,000	1,000	1,000	17,518	20,518
Sub-total		277,150	229,000	20,800	258,154	785,104
5% Contingency		13,858	11,450	1,040	12,908	39,255
Grand Total		291,008	240,450	21,840	271,062	824,359

"CocoaSafe": Capacity Building and Knowledge Sharing in SPS in Cocoa in South East Asia
Summary of Project Costs by Category of Expenditure in USD

Cat	Category Name	Inputs required	Unit	Unit Cost	Quantity	Sub-total Cost	5% Cont	Total Costs	STDF	External Co-financing	Counterpart contribution (in cash)	Counterpart contribution (in kind)
III	Materials and Supplies	Materials (2 staff, 3 trips)	Materials	3	300	900	45	945	945	0	0	0
		Materials (2 staff, 4 trips)	Materials	3	400	1,200	60	1,260	1,260	0	0	0
		Production costs	Copy	20	100	1,000	50	1,050	1,050	0	0	0
		Questionnaire materials	Lumpsum	100	1	100	5	105	105	0	0	0
		Website costs per year (if using e.g. WordPress)	Year	1,000	2	2,000	100	2,100	2,100	0	0	0
IV	Personnel	Adapting and production of dissemination materials (Manuals)	Copy	5	500	2,500	125	2,625	2,625	0	0	0
		Collection and compilation of country specific website information	Day	400	20	4,000	200	4,200	0	0	0	4,200
		Content manager time	Day	798	34	13,569	678	14,247	9,973	0	0	4,274
		Content manager time: questionnaire development and information analysis	Day	399	8	3,194	160	3,354	2,348	0	0	1,006
		Design and production of dissemination materials (Posters)	Copy	10	200	2,000	100	2,100	2,100	0	0	0
		Design and production of dissemination materials (Posters)	Copy	35	400	7,000	350	7,350	7,350	0	0	0
		Financial manager	Day	345	26	8,966	448	9,414	6,590	0	0	2,824
		In country rep time	Day	200	140	14,000	700	14,700	0	0	0	14,700
		National manager	Day	600	140	28,000	1,400	29,400	19,320	0	0	10,080
		National support staff	Day	400	60	12,000	600	12,600	7,560	0	0	5,040
		Project manager	Day	1,035	70	72,419	3,621	76,039	60,000	0	0	16,039
		Staff time (2 staff, 3 trips)	Day	200	40	8,000	400	8,400	5,040	0	0	3,360
		Staff time (2 staff, 4 trips)	Day	200	60	12,000	600	12,600	7,560	0	0	5,040
		Staff time for expert/resource persons	Day	1,035	16	16,553	828	17,380	12,166	0	0	5,214
Staff time for organizer	Day	436	11	2,397	120	2,517	1,762	0	0	755		

		Translation and production of dissemination materials	Day	500	7	3,500	175	3,675	3,675	0	0	0
VI	Duty Travel	DSA (2 staff, 3 trips)	Day	100	40	4,000	200	4,200	4,200	0	0	0
		DSA (2 staff, 4 trips)	Day	100	60	6,000	300	6,300	6,300	0	0	0
		DSA film crew	Day	300	16	2,400	120	2,520	2,520	0	0	0
		DSA for expert/resource person	Day	150	16	2,400	120	2,520	2,520	0	0	0
		DSA for UK expert	Day	150	5	750	38	788	788	0	0	0
		Travel (2 staff, 3 trips)	Trip	300	6	1,800	90	1,890	1,890	0	0	0
		Travel (2 staff, 4 trips)	Trip	300	8	2,400	120	2,520	2,520	0	0	0
		Travel cost film crew to visit TOMF, TOF	Trip	600	8	2,400	120	2,520	2,520	0	0	0
		Travel for expert/resource person	Flight	500	2	1,000	50	1,050	1,050	0	0	0
		Travel for UK expert	Flight	1,000	1	1,000	50	1,050	1,050	0	0	0
		Travel for master facilitators (2 MFs, 3 TOF)	Trip	200	6	1,200	60	1,260	1,260	0	0	0
		Travel for CABI expert Plant Health	Flight	1,000	1	1,000	50	1,050	1,050	0	0	0
		DSA for CABI expert Plant Health	Day	150	5	750	38	788	788	0	0	0
		Travel for FAO expert SPS	Flight	1,100	3	1,650	83	1,733	1,733	0	0	0
		DSA for FAO expert SPS	Day	300	15	2,250	113	2,363	2,363	0	0	0
Travel for STDF Expert (WG Expert)	Flight	1,600	3	2,400	120	2,520	2,520	0	0	0		
DSA for STDF Expert (WG Expert)	Day	300	18	2,700	135	2,835	2,835	0	0	0		
VII	Dissemination & Training	Adapting and production of dissemination materials (Manuals)	Copy	5	500	2,500	125	2,625	2,625	0	0	0
		Adapting and production of dissemination materials (Manuals)	Copy	5	500	2,500	125	2,625	2,625	0	0	0
		Design of dissemination materials (videos production, editing)	Lumpsum	45,000	2	45,000	2,250	47,250	47,250	0	0	0
		DSA for CABI SEA	Day	300	14	2,100	105	2,205	2,205	0	0	0
		DSA for CABI UK	Day	300	20	3,000	150	3,150	3,150	0	0	0
		DSA for country representatives	Day	900	36	5,400	270	5,670	5,670	0	0	0
		DSA for expert/resource person	Day	150	30	4,500	225	4,725	4,725	0	0	0

DSA for master facilitators (2 MFs per TOF, 5 TOF)	Day	200	140	14,000	700	14,700	14,700	0	0	0
DSA for resource person/expert, Indonesia TOMF	Day	150	12	1,800	90	1,890	1,890	0	0	0
DSA for trainees (20 trainees)	Day	200	480	48,000	2,400	50,400	50,400	0	0	0
DSA participants (20 participants per TOF)	Day	110	2,600	36,000	1,800	37,800	37,800	0	0	0
Materials for demonstrations	Lumpsum	10,000	2	10,000	500	10,500	0	0	10,500	0
Production of dissemination materials (videos, copies)	Copy	10	200	1,000	50	1,050	1,050	0	0	0
Staff time for expert/resource person	Day	1,035	30	31,037	1,552	32,588	19,553	13,035	0	0
Staff time for master facilitators (2 MFs per TOF, 5 TOF)	Day	400	140	28,000	1,400	29,400	29,400	0	0	0
Training materials	Lumpsum	70	500	5,000	250	5,250	5,250	0	0	0
Translation of dissemination materials	Day	500	7	3,500	175	3,675	3,675	0	0	0
Translation of dissemination materials	Day	500	7	3,500	175	3,675	3,675	0	0	0
Translation of training materials	Day	1,000	6	3,000	150	3,150	3,150	0	0	0
Travel cost for CABI SEA	Flight	300	2	600	30	630	630	0	0	0
Travel cost for CABI UK	Flight	2,000	4	4,000	200	4,200	4,200	0	0	0
Travel for country representatives	Flight	4,600	12	9,200	460	9,660	9,660	0	0	0
Travel for expert/resource person	Flight	500	6	3,000	150	3,150	3,150	0	0	0
Travel for master facilitators (2 MFs per TOF, 5 TOF)	Trip	400	20	4,000	200	4,200	4,200	0	0	0
Travel for resource person/expert (UK), Indonesia TOMF	Flight	1,000	1	1,000	50	1,050	1,050	0	0	0
Travel for resource person/expert (UK), Malaysia TOMF	Flight	1,000	1	1,000	50	1,050	1,050	0	0	0
Travel for resource person/expert SEA, Indonesia TOMF	Flight	500	2	1,000	50	1,050	1,050	0	0	0

Travel for resource person/expert SEA, Malaysia TOMF	Trip	300	1	300	15	315	315	0	0	0
Travel for trainees (20 trainees)	Trip	600	40	12,000	600	12,600	12,600	0	0	0
Venue and other logistics	Lumpsum	24,000	4	24,000	1,200	25,200	17,850	0	0	7,350
Venue hire and logistics (5 TOF)	Day	300	50	7,500	375	7,875	0	0	7,875	0
Travel for participants to TOF (20 participants per TOF)	Trip	175	500	12,500	625	13,125	13,125	0	0	0
Staff time for Industry expert	Day	1,600	195	39,000	1,950	40,950	0	40,950	0	0
Travel for Industry expert	Flight	4,000	28	14,000	700	14,700	0	14,700	0	0
DSA for Industry expert	Day	960	195	23,400	1,170	24,570	0	24,570	0	0
Staff time (Fee) for resource person/expert (UK), Malaysia TOMF	Day	617	12	7,405	370	7,775	5,443	0	0	2,333
DSA for resource person/expert (UK), Malaysia TOMF	Day	150	12	1,800	90	1,890	1,890	0	0	0
DSA for resource person/expert SEA, Malaysia TOMF	Day	150	12	1,800	90	1,890	1,890	0	0	0
Staff time (Fee) for Industry expert, Malaysia TOMF	Day	200	6	1,200	60	1,260	0	1,260	0	0
Travel for Industry expert, Malaysia TOMF	Flight	500	1	500	25	525	0	525	0	0
DSA for Industry expert, Malaysia TOMF	Day	120	6	720	36	756	0	756	0	0
Staff time (Fee) for resource person/expert (UK), Indonesia TOMF	Day	955	12	11,456	573	12,029	8,420	0	0	3,609
DSA for resource person/expert (UK), Indonesia TOMF	Day	0	0	0	0	0	0	0	0	0
Staff time (Fee) for Industry expert, Indonesia TOMF	Day	200	6	1,200	60	1,260	0	1,260	0	0
Travel for Industry expert, Indonesia TOMF	Flight	500	1	500	25	525	0	525	0	0
DSA for Industry expert, Indonesia TOMF	Day	120	6	720	36	756	0	756	0	0
Travel for participants to training (20 participants)	Trip	25	20	500	25	525	525	0	0	0

		Travel for master facilitators (2 MFs, 2 TOF)	Trip	400	8	1,600	80	1,680	1,680	0	0	0
		DSA for master facilitators (2 MFs per TOF, 2 TOF)	Day	200	56	5,600	280	5,880	5,880	0	0	0
		Staff time for master facilitators (2 MFs, 2 TOF)	Day	400	56	11,200	560	11,760	11,760	0	0	0
		Venue hire and logistics (2 TOF)	Day	300	20	3,000	150	3,150	0	0	3,150	0
		DSA for master facilitators (2 MFs per TOF, 3 TOF)	Day	100	42	4,200	210	4,410	4,410	0	0	0
		Staff time for master facilitators (2 MFs, 3 TOF)	Day	200	42	8,400	420	8,820	8,820	0	0	0
		Venue hire and logistics (3 TOF)	Day	150	15	2,250	113	2,363	0	0	2,363	0
		Travel for master facilitators (2 MFs per TOF, 4 TOF)	Trip	400	16	3,200	160	3,360	3,360	0	0	0
		DSA for master facilitators (2 MFs per TOF, 4 TOF)	Day	200	112	11,200	560	11,760	11,760	0	0	0
		Staff time for master facilitators (2 MFs per TOF, 4 TOF)	Day	400	112	22,400	1,120	23,520	23,520	0	0	0
		Venue hire and logistics (4 TOF)	Day	300	40	6,000	300	6,300	0	0	6,300	0
VIII	Operational Costs	Communications	Lumpsum	2,500	8	5,000	250	5,250	4,620	0	0	630
		Staff time, author/compiler	Day	1,035	15	15,518	776	16,294	11,406	0	0	4,888
Grand Total								824,359	604,491	98,337	30,188	91,343

INDONESIA

Activity	Project Activity	Cat	Inputs required	Units	Qty	Unit Cost (US\$)	Sub Total Cost (US\$)	5% Cont	Total Cost (US\$)	Sources of Financing				
										STDF	External Cofinancing	Counter-part contrib. (in cash)	Counter-part contrib. (in kind)	
	III: Materials and Supplies IV: Personnel V: TA & Consultancy VI: Duty Travel VII: Dissemination & Training VIII: Operations Costs													
Component 1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa													
Activity 1.1	Development of locally-adapted curricula and training materials for all training	III	Production costs	Copy	50	10	500	25	525	525	0	0	0	
Activity 1.2	Training of master facilitators (TOMF)	VII	Venue and other logistics	Lumpsum	1	3,500	3,500	175	3,675	0	0	0	3,675	
		VII	Materials for demonstrations	Lumpsum	1	5,000	5,000	250	5,250	0	0	5,250	0	
		VII	Travel for trainees (20 trainees)	Trip	20	300	6,000	300	6,300	6,300	0	0	0	0
		VII	DSA for trainees (20 trainees)	Day	240	100	24,000	1,200	25,200	25,200	0	0	0	0
Activity 1.3	Training of facilitators: 1.3: farm group/cooperative leaders	VII	Training materials	Lumpsum	100	10	1,000	50	1,050	1,050	0	0	0	
		VII	Translation of training materials	Day	3	500	1,500	75	1,575	1,575	0	0	0	
		VII	Travel for master facilitators (2 MFs per TOF, 5 TOF)	Trip	10	200	2,000	100	2,100	2,100	0	0	0	
		VII	DSA for master facilitators (2 MFs per TOF, 5 TOF)	Day	70	100	7,000	350	7,350	7,350	0	0	0	
		VII	Staff time for master facilitators (2 MFs per TOF, 5 TOF)	Day	70	200	14,000	700	14,700	14,700	0	0	0	
		VII	Venue hire and logistics (5 TOF)	Day	25	150	3,750	188	3,938	0	0	3,938	0	
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	100	25	2,500	125	2,625	2,625	0	0	0	
		VII	DSA participants (20 participants per TOF)	Day	500	10	5,000	250	5,250	5,250	0	0	0	
		VII	Staff time for Industry expert	Day	35	200	7,000	350	7,350	0	7,350	0	0	
		VII	Travel for Industry expert	Flight	5	500	2,500	125	2,625	0	2,625	0	0	
	VII	DSA for Industry expert	Day	35	120	4,200	210	4,410	0	4,410	0	0		
Activity 1.4	Training of facilitators: 1.4: local extension service staff	VII	Training materials	Lumpsum	100	10	1,000	50	1,050	1,050	0	0	0	
		VII	Travel for master facilitators (2 MFs per TOF, 5 TOF)	Trip	10	200	2,000	100	2,100	2,100	0	0	0	
		VII	DSA for master facilitators (2 MFs per TOF, 5 TOF)	Day	70	100	7,000	350	7,350	7,350	0	0	0	
		VII	Staff time for master facilitators (2 MFs per TOF, 5 TOF)	Day	70	200	14,000	700	14,700	14,700	0	0	0	
		VII	Venue hire and logistics (5 TOF)	Day	25	150	3,750	188	3,938	0	0	3,938	0	

		VII	Travel for participants to TOF (20 participants per TOF)	Trip	100	25	2,500	125	2,625	2,625	0	0	0
		VII	DSA participants (20 participants per TOF)	Day	500	10	5,000	250	5,250	5,250	0	0	0
		VII	Staff time for Industry expert	Day	35	200	7,000	350	7,350	0	7,350	0	0
		VII	Travel for Industry expert	Flight	5	500	2,500	125	2,625	0	2,625	0	0
		VII	DSA for Industry expert	Day	35	120	4,200	210	4,410	0	4,410	0	0
Activity 1.5	Training of facilitators: 1.5: agro-dealers	VII	Training materials	Lumpsum	40	10	400	20	420	420	0	0	0
		VII	Travel for master facilitators (2 MFs, 2 TOF)	Trip	4	200	800	40	840	840	0	0	0
		VII	DSA for master facilitators (2 MFs per TOF, 2 TOF)	Day	28	100	2,800	140	2,940	2,940	0	0	0
		VII	Staff time for master facilitators (2 MFs, 2 TOF)	Day	28	200	5,600	280	5,880	5,880	0	0	0
		VII	Venue hire and logistics (2 TOF)	Day	10	150	1,500	75	1,575	0	0	1,575	0
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	40	25	1,000	50	1,050	1,050	0	0	0
		VII	DSA Participants (20 participants per TOF)	Day	200	10	2,000	100	2,100	2,100	0	0	0
		VII	Staff time for Industry expert	Day	14	200	2,800	140	2,940	0	2,940	0	0
		VII	Travel for Industry expert	Flight	2	500	1,000	50	1,050	0	1,050	0	0
		VII	DSA for Industry expert	Day	14	120	1,680	84	1,764	0	1,764	0	0
Activity 1.6	Training of facilitators: 1.6: processors/traders	VII	Training materials	Lumpsum	60	10	600	30	630	630	0	0	0
		VI	Travel for master facilitators (2 MFs, 3 TOF)	Trip	6	200	1,200	60	1,260	1,260	0	0	0
		VII	DSA for master facilitators (2 MFs per TOF, 3 TOF)	Day	42	100	4,200	210	4,410	4,410	0	0	0
		VII	Staff time for master facilitators (2 MFs, 3 TOF)	Day	42	200	8,400	420	8,820	8,820	0	0	0
		VII	Venue hire and logistics (3 TOF)	Day	15	150	2,250	113	2,363	0	0	2,363	0
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	60	25	1,500	75	1,575	1,575	0	0	0
		VII	DSA Participants (20 participants per TOF)	Day	300	10	3,000	150	3,150	3,150	0	0	0
		VII	Staff time for Industry expert	Day	21	200	4,200	210	4,410	0	4,410	0	0
		VII	Travel for Industry expert	Flight	3	500	1,500	75	1,575	0	1,575	0	0
		VII	DSA for Industry expert	Day	21	120	2,520	126	2,646	0	2,646	0	0
Activity 1.7	Training in best postharvest practices: traders and processors	VII	Travel for participants to training (20 participants)	Trip	20	25	500	25	525	525	0	0	0
		VII	DSA participants (20 participants per TOF)	Day	100	10	1,000	50	1,050	1,050	0	0	0
Activity 1.8	Project Impact Survey	VI	Travel (2 staff, 4 trips)	Trip	8	300	2,400	120	2,520	2,520	0	0	0

		VI	DSA (2 staff, 4 trips)	Day	60	100	6,000	300	6,300	6,300	0	0	0
		III	Materials (2 staff, 4 trips)	Materials	400	3	1,200	60	1,260	1,260	0	0	0
		IV	Staff time (2 staff, 4 trips)	Day	60	200	12,000	600	12,600	7,560	0	0	5,040
			TOTAL COMPONENT 1						220,973	152,040	43,155	17,063	8,715
Component 2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention												
Activity 2.1	Analysis of projects' stakeholders user accessibility/requirements for project website	IV	Collection and compilation of country specific website information	Day	10	200	2,000	100	2,100	0	0	0	2,100
Activity 2.4	Best practices and lessons learned from training activities shared via the knowledge exchange platform	IV	In country rep time	Day	70	100	7,000	350	7,350	0	0	0	7,350
Activity 2.5	Production of printed materials (in English and Bahasa) for dissemination	IV	Design and production of dissemination materials (Posters)	Copy	200	18	3,500	175	3,675	3,675	0	0	0
		VII	Translation of dissemination materials	Day	7	500	3,500	175	3,675	3,675	0	0	0
		VII	Adapting and production of dissemination materials (Manuals)	Copy	500	5	2,500	125	2,625	2,625	0	0	0
Activity 2.6	Production of multimedia videos for distribution and online	VII	Design of dissemination materials (videos production, editing)	Lumpsum	1	22,500	22,500	1,125	23,625	23,625	0	0	0
		VII	Production of dissemination materials (videos, copies)	Copy	100	5	500	25	525	525	0	0	0
		VI	Travel cost film crew to visit TOMF, TOF	Trip	4	300	1,200	60	1,260	1,260	0	0	0
		VI	DSA film crew	Day	8	150	1,200	60	1,260	1,260	0	0	0
			TOTAL COMPONENT 2						46,095	36,645	0	0	9,450
Component 3	Project management, supervision and evaluation												
Activity 3.1	Project co-ordination	VIII	Communications	Lumpsum	2	500	1,000	50	1,050	1,050	0	0	0
		IV	National manager	Day	60	200	12,000	600	12,600	7,560	0	0	5,040
		IV	National support staff	Day	30	200	6,000	300	6,300	3,780	0	0	2,520
Activity 3.2	Project inception workshop	VII	Travel for country representatives	Flight	2	500	1,000	50	1,050	1,050	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Travel for country representatives	Flight	2	500	1,000	50	1,050	1,050	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
			TOTAL COMPONENT 3						23,940	16,380	0	0	7,560

MALAYSIA

Activity	Project Activity	Cat	Inputs required	Units	Qty	Unit Cost (US\$)	Sub Total Cost (US\$)	5% Cont	Total Cost (US\$)	Sources of Financing				
										STDF	External Cofinancing	Counterpart contrib. (in cash)	Counterpart contrib. (in kind)	
	III: Materials and Supplies IV: Personnel V: TA & Consultancy VI: Duty Travel VII: Dissemination & Training VIII: Operations Costs													
Component 1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa													
Activity 1.1	Development of locally-adapted curricula and training materials for all training	III	Production costs	Copy	50	10	500	25	525	525	0	0	0	
Activity 1.2	Training of master facilitators (TOMF)	VII	Venue and other logistics	Lumpsum	1	3,500	3,500	175	3,675	0	0	0	3,675	
		VII	Materials for demonstrations	Lumpsum	1	5,000	5,000	250	5,250	0	0	5,250	0	
		VII	Travel for trainees (20 trainees)	Trip	20	300	6,000	300	6,300	6,300	0	0	0	0
		VII	DSA for trainees (20 trainees)	Day	240	100	24,000	1,200	25,200	25,200	0	0	0	0
Activity 1.3	Training of facilitators: 1.3: farm group/cooperative leaders	VII	Training materials	Lumpsum	80	10	800	40	840	840	0	0	0	0
		VII	Translation of training materials	Day	3	500	1,500	75	1,575	1,575	0	0	0	0
		VII	Travel for master facilitators (2 MFs per TOF, 4 TOF)	Trip	8	200	1,600	80	1,680	1,680	0	0	0	0
		VII	DSA for master facilitators (2 MFs per TOF, 4 TOF)	Day	56	100	5,600	280	5,880	5,880	0	0	0	0
		VII	Staff time for master facilitators (2 MFs per TOF, 4 TOF)	Day	56	200	11,200	560	11,760	11,760	0	0	0	0
		VII	Venue hire and logistics (4 TOF)	Day	20	150	3,000	150	3,150	0	0	3,150	0	0
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	80	25	2,000	100	2,100	2,100	0	0	0	0
		VII	DSA participants (20 participants per TOF)	Day	400	20	8,000	400	8,400	8,400	0	0	0	0
		VII	Staff time for Industry expert	Day	28	200	5,600	280	5,880	0	5,880	0	0	0
		VII	Travel for Industry expert	Flight	4	500	2,000	100	2,100	0	2,100	0	0	0
		VII	DSA for Industry expert	Day	28	120	3,360	168	3,528	0	3,528	0	0	0
		Activity 1.4	Training of facilitators: 1.4: local extension service staff	VII	Training materials	Lumpsum	80	10	800	40	840	840	0	0
VII	Travel for master facilitators (2 MFs per TOF, 4 TOF)			Trip	8	200	1,600	80	1,680	1,680	0	0	0	0
VII	DSA for master facilitators (2 MFs per TOF, 4 TOF)			Day	56	100	5,600	280	5,880	5,880	0	0	0	0
VII	Staff time for master facilitators (2 MFs per TOF, 4 TOF)			Day	56	200	11,200	560	11,760	11,760	0	0	0	0

		VII	Venue hire and logistics (4 TOF)	Day	20	150	3,000	150	3,150	0	0	3,150	0
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	80	25	2,000	100	2,100	2,100	0	0	0
		VII	DSA participants (20 participants per TOF)	Day	400	20	8,000	400	8,400	8,400	0	0	0
		VII	Staff time for Industry expert	Day	28	200	5,600	280	5,880	0	5,880	0	0
		VII	Travel for Industry expert	Flight	4	500	2,000	100	2,100	0	2,100	0	0
		VII	DSA for Industry expert	Day	28	120	3,360	168	3,528	0	3,528	0	0
Activity 1.5	Training of facilitators: 1.5: agro-dealers	VII	Training materials	Lumpsum	40	10	400	20	420	420	0	0	0
		VII	Travel for master facilitators (2 MFs, 2 TOF)	Trip	4	200	800	40	840	840	0	0	0
		VII	DSA for master facilitators (2 MFs per TOF, 2 TOF)	Day	28	100	2,800	140	2,940	2,940	0	0	0
		VII	Staff time for master facilitators (2 MFs, 2 TOF)	Day	28	200	5,600	280	5,880	5,880	0	0	0
		VII	Venue hire and logistics (2 TOF)	Day	10	150	1,500	75	1,575	0	0	1,575	0
		VII	Travel for participants to TOF (20 participants per TOF)	Trip	40	25	1,000	50	1,050	1,050	0	0	0
		VII	DSA participants (20 participants per TOF)	Day	200	20	4,000	200	4,200	4,200	0	0	0
		VII	Staff time for Industry expert	Day	14	200	2,800	140	2,940	0	2,940	0	0
		VII	Travel for Industry expert	Flight	2	500	1,000	50	1,050	0	1,050	0	0
		VII	DSA for Industry expert	Day	14	120	1,680	84	1,764	0	1,764	0	0
Activity 1.7	Project Impact Survey	VI	Travel (2 staff, 3 trips)	Trip	6	300	1,800	90	1,890	1,890	0	0	0
		VI	DSA (2 staff, 3 trips)	Day	40	100	4,000	200	4,200	4,200	0	0	0
		III	Materials (2 staff, 3 trips)	Materials	300	3	900	45	945	945	0	0	0
		IV	Staff time (2 staff, 3 trips)	Day	40	200	8,000	400	8,400	5,040	0	0	3,360
			TOTAL COMPONENT 1						171,255	122,325	28,770	13,125	7,035
Component 2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention												
Activity 2.1	Analysis of projects' stakeholders user accessibility/requirements for project website	IV	Collection and compilation of country specific website information	Day	10	200	2,000	100	2,100	0	0	0	2,100
Activity 2.4	Best practices and lessons learned from training activities shared via the knowledge exchange platform	IV	In country rep time	Day	70	100	7,000	350	7,350	0	0	0	7,350
Activity 2.5	Production of printed materials (in English and Bahasa) for dissemination	IV	Design and production of dissemination materials (Posters)	Copy	200	18	3,500	175	3,675	3,675	0	0	0
		VII	Translation of dissemination materials	Day	7	500	3,500	175	3,675	3,675	0	0	0

		VII	Adapting and production of dissemination materials (Manuals)	Copy	500	5	2,500	125	2,625	2,625	0	0	0
Activity 2.6	Production of multimedia videos for distribution and online	VII	Design of dissemination materials (videos production, editing)	Lumpsum	1	22,500	22,500	1,125	23,625	23,625	0	0	0
		VII	Production of dissemination materials (videos, copies)	Copy	100	5	500	25	525	525	0	0	0
		VI	Travel cost film crew to visit TOMF, TOF	Trip	4	300	1,200	60	1,260	1,260	0	0	0
		VI	DSA film crew	Day	8	150	1,200	60	1,260	1,260	0	0	0
					TOTAL COMPONENT 2						46,095	36,645	0
Component 3	Project management, supervision and evaluation												
Activity 3.1	Project co-ordination	VIII	Communications	Lumpsum	2	500	1,000	50	1,050	1,050	0	0	0
		IV	National manager	Day	60	200	12,000	600	12,600	7,560	0	0	5,040
		IV	National support staff	Day	30	200	6,000	300	6,300	3,780	0	0	2,520
Activity 3.2	Project inception workshop	VII	Travel for country representatives	Flight	2	300	600	30	630	630	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Travel for country representatives	Flight	2	300	600	30	630	630	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
			TOTAL COMPONENT 3						23,100	15,540	0	0	7,560

PAPUA NEW GUINEA

Activity	Project Activity	Cat	Inputs required	Units	Qty	Unit Cost (US\$)	Sub Total Cost (US\$)	5% Cont	Total Cost (US\$)	Sources of Financing			
										STDF	External Cofinancing	Counter-part contrib. (in cash)	Counter-part contrib. (in kind)
	III: Materials and Supplies IV: Personnel V: TA & Consultancy VI: Duty Travel VII: Dissemination & Training VIII: Operations Costs												
Component 2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention												
Activity 2.5	Production of printed materials (in English and Bahasa) for dissemination	IV	Design and production of dissemination materials (Posters)	Copy	200	10	2,000	100	2,100	2,100	0	0	0
		IV	Translation and production of dissemination materials	Day	7	500	3,500	175	3,675	3,675	0	0	0
		IV	Adapting and production of dissemination materials (Manuals)	Copy	500	5	2,500	125	2,625	2,625	0	0	0
			TOTAL COMPONENT 2						8,400	8,400	0	0	0
Component 3	Project management, supervision and evaluation												
Activity 3.1	Project co-ordination	IV	National manager	Day	20	200	4,000	200	4,200	4,200	0	0	0
		VIII	Communications	Lumpsum	2	500	1,000	50	1,050	1,050	0	0	0
Activity 3.2	Project inception workshop	VII	Travel for country representatives	Flight	2	1,500	3,000	150	3,150	3,150	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Travel for country representatives	Flight	2	1,500	3,000	150	3,150	3,150	0	0	0
		VII	DSA for country representatives	Day	6	150	900	45	945	945	0	0	0
			TOTAL COMPONENT 3						13,440	13,440	0	0	0

PROJECT IMPLEMENTING AGENCY

Activity	Project Activity	Cat	Inputs required	Units	Qty	Unit Cost (US\$)	Sub Total Cost (US\$)	5% Cont	Total Cost (US\$)	Sources of Financing			
	III: Materials and Supplies IV: Personnel V: TA & Consultancy VI: Duty Travel VII: Dissemination & Training VIII: Operations Costs									STDF	External Cofinancing	Counterpart contribution (in cash)	Counterpart contribution (in kind)
Component 1	Enhancing the Capacity of Cocoa Stakeholders in Indonesia and Malaysia to Improve the Quality and Safety of Cocoa												
Activity 1.1	Development of locally-adapted curricula and training materials for all training	VIII	Staff time, author/compiler	Day	15	1,035	15,518	776	16,294	11,406	0	0	4,888
Activity 1.2	Training of master facilitators (TOMF)	VII	Staff time (Fee) for resource person/expert (UK), Malaysia TOMF	Day	12	617	7,405	370	7,775	5,443	0	0	2,333
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for resource person/expert (UK), Malaysia TOMF	Flight	1	1,000	1,000	50	1,050	1,050	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for resource person/expert (UK), Malaysia TOMF	Day	12	150	1,800	90	1,890	1,890	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for resource person/expert SEA, Malaysia TOMF	Trip	1	300	300	15	315	315	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for resource person/expert SEA, Malaysia TOMF	Day	12	150	1,800	90	1,890	1,890	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Staff time (Fee) for Industry expert, Malaysia TOMF	Day	6	200	1,200	60	1,260	0	1,260	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for Industry expert, Malaysia TOMF	Flight	1	500	500	25	525	0	525	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for Industry expert, Malaysia TOMF	Day	6	120	720	36	756	0	756	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Staff time (Fee) for resource person/expert (UK), Indonesia TOMF	Day	12	955	11,456	573	12,029	8,420	0	0	3,609
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for resource person/expert (UK), Indonesia TOMF	Flight	1	1,000	1,000	50	1,050	1,050	0	0	0

Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for resource person/expert (UK), Indonesia TOMF	Day	0	0	0	0	0	0	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for resource person/expert SEA, Indonesia TOMF	Flight	2	500	1,000	50	1,050	1,050	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for resource person/expert, Indonesia TOMF	Day	12	150	1,800	90	1,890	1,890	0	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Staff time (Fee) for Industry expert, Indonesia TOMF	Day	6	200	1,200	60	1,260	0	1,260	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	Travel for Industry expert, Indonesia TOMF	Flight	1	500	500	25	525	0	525	0	0
Activity 1.2	Training of master facilitators (TOMF)	VII	DSA for Industry expert, Indonesia TOMF	Day	6	120	720	36	756	0	756	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	Staff time for expert/resource person	Day	30	1,035	31,037	1,552	32,588	19,553	13,035	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	Travel for expert/resource person	Flight	6	500	3,000	150	3,150	3,150	0	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	DSA for expert/resource person	Day	30	150	4,500	225	4,725	4,725	0	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	Staff time for Industry expert	Day	20	200	4,000	200	4,200	0	4,200	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	Travel for Industry expert	Flight	3	500	1,500	75	1,575	0	1,575	0	0
Activity 1.6	Training in best postharvest practices: traders and processors	VII	DSA for Industry expert	Day	20	120	2,400	120	2,520	0	2,520	0	0
			TOTAL COMPONENT 1						99,074	61,832	26,412	0	10,830
Component 2	Knowledge Exchange Platform for Project Stakeholders Groups and Awareness Raising Beyond Direct Project Intervention												
Activity 2.1	Analysis of projects' stakeholders user accessibility/requirements for project website	IV	Content manager time: questionnaire development and information analysis	Day	8	399	3,194	160	3,354	2,348	0	0	1,006

Activity 2.1	Analysis of projects' stakeholders user accessibility/requirements for project website	III	Questionnaire materials	Lumpsum	1	100	100	5	105	105	0	0	0
Activity 2.2	Website and Knowledge Exchange Platform design, creation and content uploading	IV	Content manager time	Day	10	399	3,993	200	4,193	2,935	0	0	1,258
Activity 2.2	Website and Knowledge Exchange Platform design, creation and content uploading	III	Website costs per year (if using e.g. WordPress)	Year	2	1,000	2,000	100	2,100	2,100	0	0	0
Activity 2.3	Regular updating and monitoring of the website	IV	Content manager time	Day	24	399	9,576	479	10,055	7,038	0	0	3,016
Activity 2.7	Needs analysis and awareness-raising in Papua New Guinea through the website and distribution of publicity materials	IV	Staff time for expert/resource persons	Day	16	1,035	16,553	828	17,380	12,166	0	0	5,214
Activity 2.7	Needs analysis and awareness-raising in Papua New Guinea through the website and distribution of publicity materials	VI	Travel for expert/resource person	Flight	2	500	1,000	50	1,050	1,050	0	0	0
Activity 2.7	Needs analysis and awareness-raising in Papua New Guinea through the website and distribution of publicity materials	VI	DSA for expert/resource person	Day	16	150	2,400	120	2,520	2,520	0	0	0
			TOTAL COMPONENT 2						40,757	30,262	0	0	10,495
Component 3	Project management, supervision and evaluation												
Activity 3.1	Project co-ordination	IV	Project manager	Day	70	1,035	72,419	3,621	76,039	60,000	0	0	16,039
Activity 3.1	Project co-ordination	IV	Financial manager	Day	26	345	8,966	448	9,414	6,590	0	0	2,824
Activity 3.1	Project co-ordination	VIII	Communications	Lumpsum	2	1,000	2,000	100	2,100	1,470	0	0	630
Activity 3.1	Project co-ordination	VI	Travel for UK expert	Flight	1	1,000	1,000	50	1,050	1,050	0	0	0
Activity 3.1	Project co-ordination	VI	DSA for UK expert	Day	5	150	750	38	788	788	0	0	0
Activity 3.2	Project inception workshop	VII	Venue and other logistics	Lumpsum	1	7,000	7,000	350	7,350	7,350	0	0	0
Activity 3.2	Project inception workshop	IV	Staff time for organizer	Day	6	218	1,307	65	1,372	960	0	0	412
Activity 3.2	Project inception workshop	VII	Travel cost for CABI UK	Flight	2	1,000	2,000	100	2,100	2,100	0	0	0
Activity 3.2	Project inception workshop	VII	DSA for CABI UK	Day	10	150	1,500	75	1,575	1,575	0	0	0
Activity 3.2	Project inception workshop	VII	DSA for CABI SEA	Day	7	150	1,050	53	1,103	1,103	0	0	0
Activity 3.2	Project inception workshop	VI	Travel for CABI expert Plant Health	Flight	1	1,000	1,000	50	1,050	1,050	0	0	0
Activity 3.2	Project inception workshop	VI	DSA for CABI expert Plant Health	Day	5	150	750	38	788	788	0	0	0

Activity 3.2	Project inception workshop	VI	Travel for FAO expert SPS	Flight	2	550	1,100	55	1,155	1,155	0	0	0
Activity 3.2	Project inception workshop	VI	DSA for FAO expert SPS	Day	10	150	1,500	75	1,575	1,575	0	0	0
Activity 3.2	Project inception workshop	VI	Travel for STDF Expert (WG Expert)	Flight	2	800	1,600	80	1,680	1,680	0	0	0
Activity 3.2	Project inception workshop	VI	DSA for STDF Expert (WG Expert)	Day	12	150	1,800	90	1,890	1,890	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Venue and other logistics	Lumpsum	1	10,000	10,000	500	10,500	10,500	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Travel cost for CABI UK	Flight	2	1,000	2,000	100	2,100	2,100	0	0	0
Activity 3.3	Regional workshop at end of project	VII	Travel cost for CABI SEA	Flight	2	300	600	30	630	630	0	0	0
Activity 3.3	Regional workshop at end of project	VII	DSA for CABI UK	Day	10	150	1,500	75	1,575	1,575	0	0	0
Activity 3.3	Regional workshop at end of project	VII	DSA for CABI SEA	Day	7	150	1,050	53	1,103	1,103	0	0	0
Activity 3.3	Regional workshop at end of project	VI	Travel for FAO expert SPS	Flight	1	550	550	28	578	578	0	0	0
Activity 3.3	Regional workshop at end of project	VI	DSA for FAO expert SPS	Day	5	150	750	38	788	788	0	0	0
Activity 3.3	Regional workshop at end of project	VI	Travel for STDF Expert (WG Expert)	Flight	1	800	800	40	840	840	0	0	0
Activity 3.3	Regional workshop at end of project	VI	DSA for STDF Expert (WG Expert)	Day	6	150	900	45	945	945	0	0	0
Activity 3.3	Regional workshop at end of project	IV	Staff time for organizer	Day	5	218	1,090	55	1,145	801	0	0	343
			TOTAL COMPONENT 3						131,230	110,982	0	0	20,249