Improving Cocoa Productivity and Quality Through an Integrated System

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Urgency for change

• Cocoa farming is not profitable for farmers
  – Aging trees
  – Soil depletion
  – Pests and diseases

• The cocoa market poses challenges
  – Demand is growing while supply is declining
  – There is a lack of market transparency
  – Over 80% of all cocoa is grown by smallholders

• There is pressure on the environment
  – Encroachment of the tropical forest
  – Need for diversification and food security
The change from *scarcity* to *sustainability*
The change from **scarcity** to **sustainability**

Move from growing

3.5 million MT on 6-8 ha of cocoa land

5 million MT on 3-4 million ha of cocoa land

Provide opportunities for:
- Diversification
- Resilience
- Food security
“productivity package” = the key

- GAP
- Crop protection
- High Yielding Planting material
- Soil fertility

Higher productivity will bring improved:
- profitability
- farmers’ resilience (diversification)
- land efficiency (intensification)
Is the work succeeding so far?

- on track

- needs focus and commitment
A way to go = From marketing beans to providing services

The cocoa industry works through
- Cooperatives
- Cocoa Village Centers
- Fermentation Centers
- Farmer Development Centers
- Farmer Shops

...to provide
- Training
- Crop protection
- Seedlings
- Fertilizer
- Access to finance
3A = Accessibility + Availability + Affordability

Improve access to the productivity package through:

**Accessibility** = Right delivery mechanisms

**Availability** = Volume, quality, timely

**Affordability** = price and risk sharing mechanisms

Are inputs **Available & Accessible**?
Are they close to the farmers?

Are inputs **Affordable**?
Are financial risks reduced of farmers and/or suppliers?
Thank you for your attention!