Sustainability: Directions in the Future of Cocoa
COSA is an independent global consortium of partners dedicated to accelerating agricultural sustainability through robust monitoring and evaluation.
Cocoa Challenges

Productivity

Volatility

Child Labor

Climate
Initiatives

Schools & Infrastructure

Inputs

Training

Finance

Certifications
trend 1

more, more, more data...

- not all good
- more kinds
- more sources
- more (in)digestible
trend 2:

info nexus shifts to farmer

– away from supply chain
– role for traders alters
– driven by tech: apps to drones
trend 3:

performance beyond compliance

– sustainability as a business

– scalability comes from proof
Most programs today are *practice based*, must be *performance based*.
Children registered in school

Year 1

Certified

Control

89%
74%
95%
95%
87%
87%
71%
65%
Children registered in school at grade level
SMART Indicators to systematically evaluate impacts

**Social**

- **Sufficiently specific** to ensure the same thing is measured the same way each time
- **Measurable** with reasonable cost and effort
- **Achievable** and actionable
- **Realistic** and comparable across different conditions – not theoretical
- **Trackable** and oriented to capture change over time

**Environmental**

- **Sufficiently specific** to ensure the same thing is measured the same way each time
- **Measurable** with reasonable cost and effort
- **Achievable** and actionable
- **Realistic** and comparable across different conditions – not theoretical
- **Trackable** and oriented to capture change over time

**Economic**

- **Sufficiently specific** to ensure the same thing is measured the same way each time
- **Measurable** with reasonable cost and effort
- **Achievable** and actionable
- **Realistic** and comparable across different conditions – not theoretical
- **Trackable** and oriented to capture change over time
100+ Standardized Indicators

**ENVIRONMENTAL**
1. Resource Management
2. Soil
3. Biodiversity
4. Climate Change

**SOCIAL**
1. Living and Working Conditions
2. Basic Human Rights and Equity
3. Community
4. Trading Relationships

**ECONOMIC**
1. Producer Livelihoods
2. Risk and Resilience
3. Competitiveness
4. Producer Organization
Integrated Performance

1. **Strategic Alignment**
   - Clarify strategy & align with ops
   - Optimize use of data (shared value with suppliers)
   - Define S.M.A.R.T. KPIs

2. **Integrated systems**
   - Integrated metrics for compliance, performance, and impact
   - Data management
   - Supplier scorecards
   - Streamlined reporting

3. **Sustainably Sourced**
   - Transparent and Traceable data
   - Compliance to global guidelines
   - ROI of supply chain investments
   - Informed sustainability strategies
Common Metrics

= Bridge to Sustainability
COMBINE:

✓ Platforms
✓ United Nations & Agencies
✓ Companies
✓ Consortia
Tangible Multi-country Outcomes
(Certified vs. Uncertified)

Sample: Each data point = 5,200 to 16,000 coffee and cocoa farm surveys with control groups
Thank you

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