



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

Global Learning Solutions



Collective Impact



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

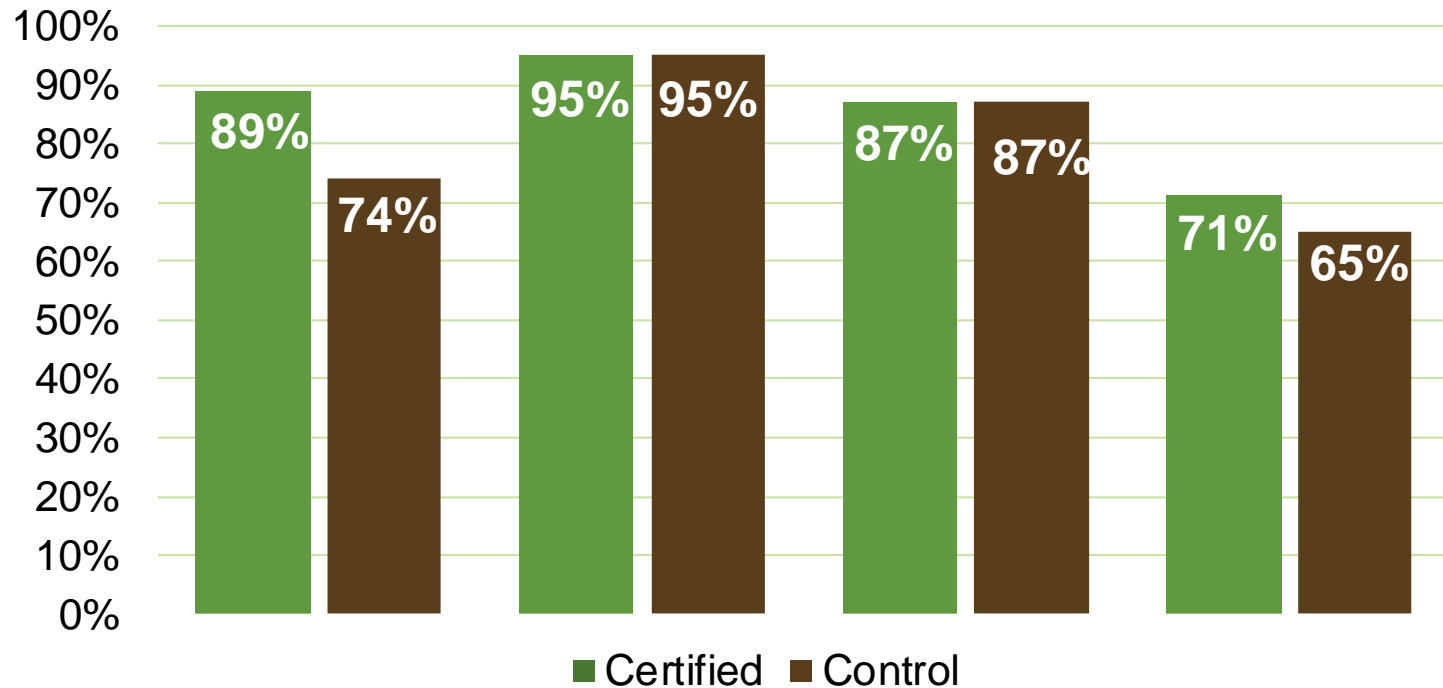
- sustainability as a business
- scalability comes from proof

“

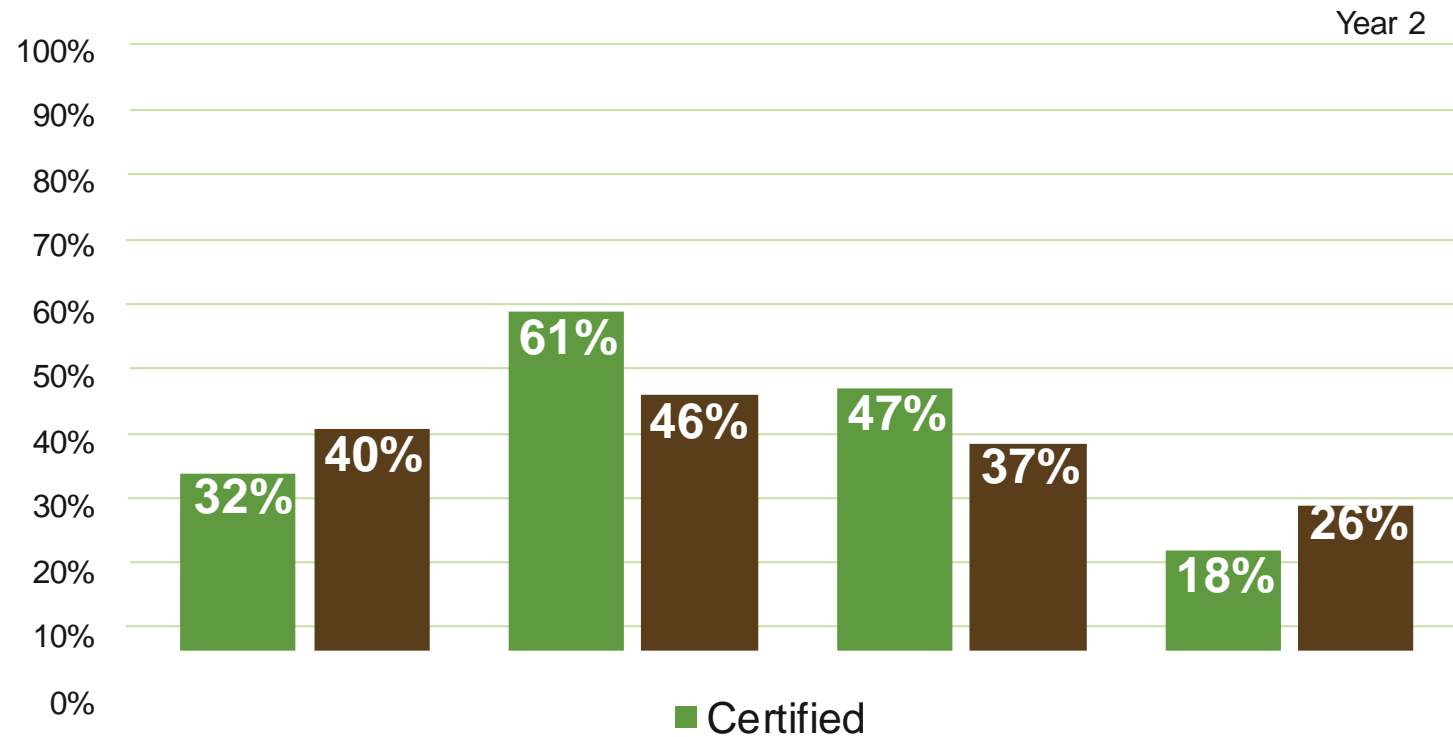
Most programs today are *practice based*,
must be **performance based**.

Children registered in school

Year 1



Children registered in school **at grade level**



SMART Indicators to systematically evaluate impacts



Sufficiently specific to ensure the same thing is measured the same way each time

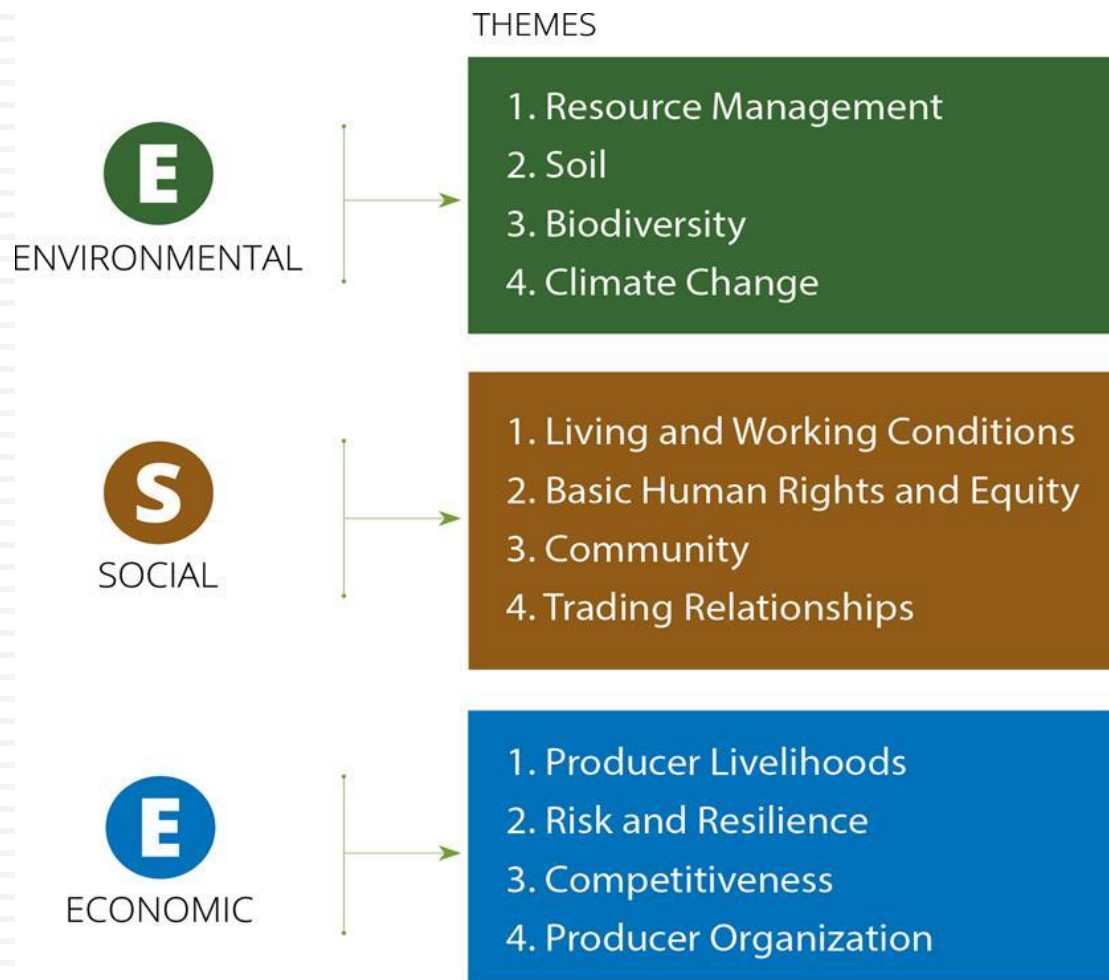
Measurable with reasonable cost and effort

Achievable and actionable

Realistic and comparable across different conditions – not theoretical

Trackable and oriented to capture change over time

100+
Standardized
Indicators



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



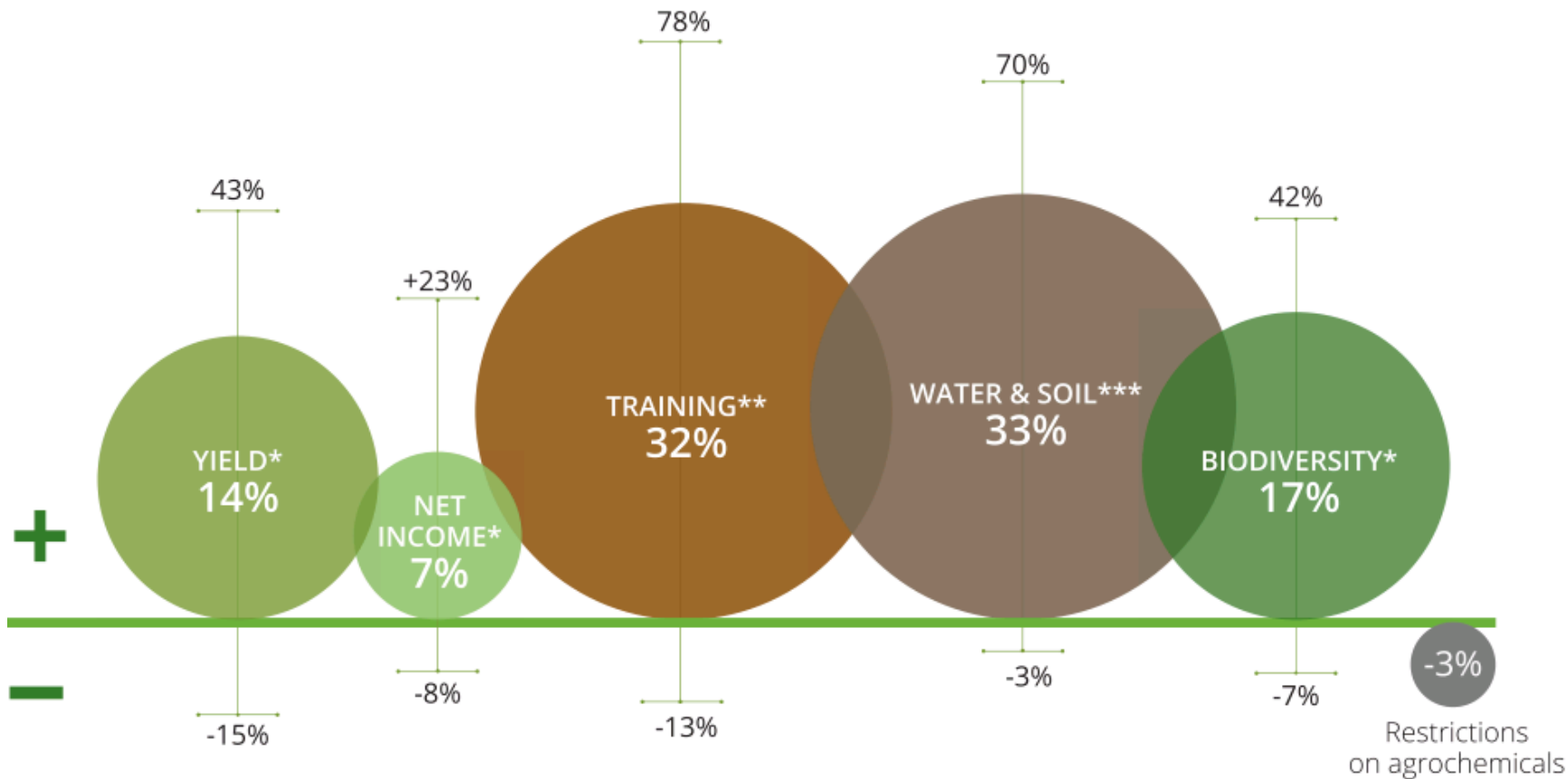
photo J. Trainor

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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