Investing in Partnership
Meetings of the International Cocoa Council

Teri Riddle, President and CEO
The Crossland Group, Ltd
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Commit to goals and outcomes of the partnership—all parties benefit

Maximize the comparative strengths and value of each other—the whole is greater than the sum of its parts

Balance synergies with autonomy while being transparent about decision-making and resources

Drive innovation where third parties in the ecosystem will benefit

Ensure internal champions exist on ‘both sides’ and commit to dynamic communications

Partnership Ignites Impact
Surfacing Synergies

A neutral, intergovernmental organization that enables the collective interests of the public and private sectors, and civil society in the world cocoa economy.

A global partnership company that provokes leaders and teams to see and act on possibilities—we believe that relationships matter, people inspire greatness and partnerships ignite impact.

Global Objective Facilitator
- Public/Private Sector Intersections
- Diversified Donor Strategies
- Fuelling Economic Growth
- Multi-stakeholder Collaboration
- Cross-initiative Integration
- Enabling Young People

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Brokering Opportunities for Partnership

Clients
- IBM, BOEING, PEPSI
- Foundation Center
- Junior Achievement

Donors
- Philanthropy Networks
- Corporate Foundations
- Individuals

Global Reach
- All Geographies
- *Africa

Strategic Initiatives
- Collaboration Strategies
- Ecosystem Mapping
- New Business Models
- Talent Management
- Board Governance
- Business Analytics
- Shaping Industries
- Innovation Culture
Enabling the Next Generation
Building new partnership strategies to better enable a sustainable cocoa economy

A 92 year-old organization that empowers 10 million young people (5-25 years old) worldwide through Entrepreneurship, Workforce Readiness and Financial Literacy programs

Brokering opportunities for expanded partnerships

Expanding ICCO’s Partner Reach
See the trends, believe what is possible, think about new dynamic business models and act upon realistic priorities and commitments.

Innovating the Approach
The world is now home to over 1.1 billion youth between the ages of 15-25—81 million of whom are currently unemployed.

Junior Achievement helps young people own their economic success by developing real-world entrepreneurship skills and microenterprises.

Cocoa farmers are aging and there are inadequate incentives to attract the next generation of cocoa growers.

ICCO incents young people to embrace a career in agriculture with cocoa as the pivotal commodity, packaged with food crops and other lucrative activities.

See Trends that Fit
JA Africa and JA Americas equips young potential cocoa farmers with **basic life skills, business education and entrepreneurship skills** through their adapted Company Program.

**ICCO** applies a curriculum for **Cocoa and Food Security** to secure the next generation of African cocoa farmers living in **rural communities** in ICCO member countries.

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**Believe What Is Possible**
Think about Dynamic Models
- Researching statistics and trends to solidify the need
- Developing joint curriculum and an integrated model
- Engaging in deeper conversations about the opportunities
- Working w/ ICCO members to define cohorts in desired countries
- Agreeing upon outcomes and evaluation framework—both partnership and programmatic
- Drafting the proposals
- Running the pilots

**Act on Priorities**
Partnership Ignites Impact