









## FLP MEETING INDONESIA 2016

## Workshop Report

Shared Learning Event for IDH Sustainable Coffee Program Field Level Project Implementing Partners in Indonesia















THE J. M. SMUCKER COMPANY

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## **ABBREVIATIONS**

AIKBL	Asosiasi Industri Kopi Bubuk Lampung
Balitbangnovda	Badan Penelitian, Pengembangan, Monitoring, Evaluasi Daerah
Bappeda	Badan Perencanaan Pembangunan Daerah
Bakorluh	Badan Koordinasi Penyuluhan Pertanian, Perikanan, dan Kehutanan
Disbun	Dinas Perkebunan
Dishutbun	Dinas Kehutanan dan Perkebunan
FLP	Field Level Project
GALS	Gender Action Learning System
GMP	Good Manufacturing Practices
GAP	Good Agricultural Practices
GCP	Global Coffee Platform
HRNS	Hanns R Neumann Stiftung
ICCRI	Indonesian Coffee and Cocoa Research Institute
IDH	Initiatief Duurzame Handel
IP	Implementing Partner
JDE	Jacobs Douwe Egberts
JMS	JM Schmucker
OKUS	Ogan Komering Ulu Selatan
PLA	Participatory Learning and Action
PPP	Public-Private Partnership
SCOPI	Sustainable Coffee Platform of Indonesia

The Global Coffee Platform is an inclusive multi-stakeholder sustainability platform aligning the activities of a diverse network of stakeholders to set into action the global commitments made through Vision2020 and create a thriving and sustainable coffee sector.

In Indonesia, the GCP supports the efforts of the Indonesian Ministry of Agriculture to promote sustainable development through a public-private partnership (PPP) approach to policy reform in the coffee sector. The GCP includes both national level programs and field level projects (FLPs). All FLPs are funded by private sector GCP members and co-funded by IDH (IDH is a strategic partner of GCP) and implemented by coffee companies and consultancies, in partnership with local organisations and government agencies, departments and institutions (including at the national, district and provincial levels). FLPs support farmers to change their farming practices to become more sustainable and resilient in an ever-changing market. FLPs also support farmers to produce high quality sustainable coffee at increased yields, to become better organised, to increase their incomes and to reduce the environmental impacts of coffee farming.

It is important for Implementing Partners (IPs) and IDH to be informed on which activities or strategies are most effective



at achieving the stated objectives and desired performance indicators when implementing the FLPs in the GCP. A meeting to present these experiences to every IP provides an opportunity to jointly improve the impact of the GCP in Indonesia.

Earlier, GCP Indonesia had conducted a learning session for the FLP teams through a mini seminar workshop on the 14th October 2015 at the Grand Elty Krakatoa Lampung hotel. This mini seminar learning workshop focused on monitoring for social learning, institutional team building and increasing learning capacity.

In this first event, participants were thrilled to learn that they have shared challenges, struggles and questions. They were able to share and understand the real challenges on project implementation on the field. These commonly-shared conditions aspired participants to create communication forums as channels to share their experiences and increase their solidary in the future. However, the most important aspect of this communication and solidarity was not among themselves, but with other stakeholders.

Communication forums with the government, donors and the private sector are also needed to synergise and convey common concerns and interests, also inclusive of other commodities, to ensure their sustainability. Participants desire programs that will facilitate trust building, continuous learning and integration of Good Agricultural Practices (GAP) within one standardised learning curriculum. Participatory Learning and Action (PLA) system was another aspect that could be integrated into said curriculum as participants were interested in the balance between learning and accountability and the increase of farmers' capacity.

Based on the outputs of the previous seminar workshop, the main objective of the second learning event is to address the interests and discuss possible collective actions and solutions. Participants are expected to share both personal and institutional learning experiences as well as learning through field visits, listen and sharing with farmers. The exchange of experiences is expected to then be used for capacity building and enhancement of learning capacities or project teams. At the end of this event, it is expected that participants from each organisation can take away beneficial learning components to improve their works performances.



## **WORKSHOP DESIGN**

#### TIME, LOCATION AND PARTICIPANTS

The workshop was held in Lampung Province, Sumatera, Indonesia on 1 – 2 September 2016. The first day was spent with a field trip to Tanggamus district, visiting coffee farmer groups and discussing specified topics. The second day of workshop and presentations was held at Novotel Hotel, Bandar Lampung. The majority of participants were implementing partners, government officials from Lampung and South Sumatera, representatives from IDH (Indonesia and the Netherlands) and the Global Coffee Platform (GCP). The list of participants is presented in Annex 1.

# WORKSHOP OBJECTIVES, OUTCOMES AND OUTPUTS

#### A. OBJECTIVES

For implementing partners: to better understand how to effectively work with farmers to increase sustainable coffee production and to strengthen coffee supply chains. This will enable implementing partners to better implement existing projects, as well as future work on strengthening the sustainable coffee sector.

For IDH: to understand how to more effectively design, implement and monitor FLPs and how to better incorporate results of FLPs with other GCP work.

#### B. OUTCOMES

Identification of specific and relevant cross-cutting topics for sustainable coffee production, starting from the lessons learned at FLP level to inform workshop focus.

Collection of learning and sharing experiences from implementing partners on cross cutting topics from FLP implementation through discussions and presentations that identify best practices and/or key learning experiences.

Promote collaboration and networking among implementers. Strengthen interaction between implementers, IDH and GCP.

Summary and dissemination of best practices and lessons learnt.

#### C. OUTPUTS

As a result of the workshop, this report will provide details of key presentation and discussion points. This report will be distributed to implementing partners, IDH and GCP.

#### FACILITATION METHODOLOGY

The workshop was facilitated by IDH and GCP and included presentations from all of the Implementing Partners (IPs) on each project. GCP, IDH, ICCRI and the Government of South Sumatera gave introductory presentations to provide context for discussions. The full agenda is in Annex 2.

## **WORKSHOP: KNOWLEDGE SHARING AND LEARNING**

The workshop aims to address the interests and discuss possible collective actions and solutions. Participants are expected to share both personal and institutional learning experiences as well as learning through field visits, listening and sharing with farmers. The exchange of experiences is expected to then be used for capacity building and enhancement of learning capacities or project teams. At the end of the event it is expected that participants from each organisations can take away beneficial learning components to improve their work performances.

#### OPENING OF LEARNING EVENT BY HEAD OF LAMPUNG PROVINCE AGRICULTURAL SERVICES

The Learning Event was officially opened by Pak Ediyanto, the Head of Lampung Province Agricultural Services, during the Gala Dinner prior to the workshop. He positively welcomed all participants and thanked IDH and GCP for holding the learning event in his hometown, Bandar Lampung. He encouraged all participants to share their learning experiences about the coffee sector in Lampung and provide feedback to the government to enable more sustainable coffee practices in the future.



Figure 1. Pak Ediyanto, Head of Lampung Province Agricultural Services opens the learning event

During the opening, ICCRI and ECOM signed an agreement on farmer training, knowledge sharing and development of superior clones at ECOM's farmers training centre of Semendo, Muara Enem District of South Sumatera Province



Figure 2. Signing of MoU between ECOM and ICCRI

# FIELD VISIT AND FOCUS GROUP DISCUSSIONS

The learning focus of the event was selected by asking implementers on what knowledge they were willing to share, what they hoped to learn, and what topic they wished to discuss with their peers, among which the following were mentioned:

- What is the best methodology to train farmers?
- Farmer adoption and its challenges
- Replanting and rejuvenation strategies
- Farmer business strengthening
- Climate change mitigation and adaptation strategy
- Inclusion of more women and youth in strategies and solutions

These key topics were further discussed through a field visit on the first day of the workshop, where participants joined a field visit to the Nestle – Rainforest Alliance IP Project in Tanggamus district, Lampung Province, which aimed to listen and share thoughts with farmers on sustainable coffee farming and business.

Participants were divided into three groups and each conducted a focus group discussion with farmers on different topics. The result of each topic of discussion were as follows:

# Topic 1. Inclusion of more women and youth in strategies and solutions and farmer business strengthening



Figure 3. Participants take a picture together with female coffee farmers at Tanggamus, Lampung Province

The first group met with female farmer groups and discussed several issues including: financial activities and record

keeping, male and female roles in coffee farming, as well as challenges in increasing female and youth involvement in coffee programs and farmer development initiatives.

Participants were particularly impressed with the organization of the female farmer groups and how they were able to run their business effectively as other existing maledominated farmer groups. The key to successful organization of female farmer groups are as follows: (1) Female farmers feel more confident and comfortable discussing business ideas with the same sex, (2) Female farmers' husbands are usually supportive of income-generating activities for their wives, (3) It becomes easier to entice female youth farmers into the coffee business when other females are already actively involved, (4) Financial activities and record keeping are better conducted through female-led trainings compared to trainings conducted together with males.

# Topic 2. Replanting and rejuvenation strategies and climate change mitigation and adaptation strategies

The second group met with coffee farmers to discuss replanting and rejuvenation strategies and challenges, farmers' responsibilities in farming, effects of climate



Figure 4. Focus group discussion with farmer groups in Tanggamus, Lampung Province

change on coffee farming practices, participation levels and expected results from replanting and rejuvenation.

Participants learnt a great deal on technical aspects of coffee replanting and rejuvenation, which techniques are better to produce higher yields and endure extreme weather changes. Farmers were able to share their best practices to workshop participants, which in turn were keen to bring back these lessons and apply them to their respective groups, organisations, or institutions.

Among others, participants presented their lessons learnt as follows: (a) farmers received training and mentoring on rejuvenation and replanting, thus they are aware that coffee farming has to be managed in such a way that it can optimize bearing cherries and produce better yield, (b) farmers have capacity on rejuvenation and replanting using superior clones produced by ICCRI. The superior clones is a pathway to mitigate on the changing of the agro-ecosystem circumstances such as long drought, storms and diseases, (c) farmers have applied agroforestry models on their coffee culture, share trees and intercrop with pepper, applied terracing and composting to prevent soil erosion and

maintain the soil fertility, (d) the project needs to facilitate this replanting, rejuvenation and climate change adaption strategy as well as integrated agroforestry demo plots model to other farmers who do not have these knowledge and received training provided by the project team, (e) farmers were happy to meet other farmers from other regions and/or sectors, sharing and comparing notes on farming activities, (f) farmers from Lampung in particular learnt that agricultural practices in Lampung are more advanced than other areas such as South Sumatera and became more motivated after receiving moral support from GCP to enhance their GAP and GMP practices.

Topic 3. What is the best methodology to train farmers and farmer adoption and its challenges?



Figure 5. Participants share the lessons learnt from their field visits

The third group met with farmers to discuss the impact of farmer trainings including the adoption of knowledge in farming practices, success stories, how effective trainings have been in fulfilling farmers' needs, challenges faced during training programs, gaps in training needs, and the most interesting training topics according to farmers.

Participants learnt that farmers were often interested to join trainings and continue to do so if there was a clearly perceived benefit which would accrue to them. Having farmer friends to do the trainings together also helped, and even more so when the knowledge and skills derived from the workshops are practiced together afterwards. Farmers generally adopt practices that directly impact farm productivity such as pruning and the use of organic fertilizers. However, practices with long term impacts such as replanting have a lower rate of adoption. Meanwhile terracing or 'rorak' which have mid-term impacts are better adopted by farmers due to frequent field observation and training sessions.

Hence, participants summarized their lessons as follows: (a) Lead farmers have become trainers and adapted the training method from the project team (b) Farmers who are mainly project participants have applied sustainable coffee farming techniques provided by the project team (c) Farmers are convinced to replant using superior clones produced by ICCRI (d) Farmers have indicated that good agricultural practices and business skills remain the most interesting and relevant topics for further training focus needed in the Tanggamus area.

#### LEARNING WORKSHOP

#### Input from External Experts

On the second day, the workshop was facilitated by IDH and GCP and included presentations from all of the implementing partners on each project update. The GCP, IDH, ICCRI and the Government of South Sumatera gave introductory presentations to provide context for discussions.

The IDH representative Paul Klein Hofmeijer opened by presenting on the Global Coffee Platform and the sustainable coffee agenda. The Global Coffee Platform is one of the focus programs of IDH in Indonesia. In Indonesia, coffee companies and coffee stakeholders involved in GCP have a lot of knowledge and experience about how to support and improve the sustainable coffee sector. The workshop provided an opportunity to share information that could benefit the sector as a whole.

in summary key messages of his presentation GCP is a membership organization which involves worldwide members of around 300 private companies, producers, trade & industry, associate members and civil society

GCP focuses on thematic agendas through partners, including gender, smart climate agriculture, national platform, impact and measuring via progress framework, sharing and learning

Call for proposals in 2017 will be informed to partners later, however he mentioned that the call calendar will start in January, deadline concept note in March, selected applicants will be invited to submit a full proposal by May, the deadline for full proposals in July/August, then contracting will be in September/October 2017

Following the GCP presentation, input from external experts was provided through Claudia Schlangen from IDH Indonesia and Anung Riyanta from the Government of South Sumatera, who each presented about the utilization of the landscape approach for better coffee sustainable production. Both presenters suggested that:



Figure 7. Landscape Approach Involving Stakeholders at Different Level



Figure 8. Conventional grafting - 6 month (left), KOPI SUPER - 3 month (centre), Conventional cutting - 3 month (right)

- a. Landscape approach is important to take into account on coffee sustainable production, because the approach involves multi stakeholders at different layers which is respectively similar in the coffee sector (see Figure 1.).
- b. Involvement in Green Growth Plan development in South Sumatra (just started) and Aceh (to be started)
- c. Coffee production as driver of deforestation (?) but also: Coffee as "forest friendly" crop and an alternative economic/livelihood option (e.g. compared to palm oil in areas close to forest)
- d. Production-Protection projects/deals in sub-landscapes in South Sumatra and Aceh.

The Director of ICCRI, Dr. Ir. Misnawi, M.Sc. continued by presenting on how to adapt to climate change with a smart sustainable approach. Nowadays, ICCRI found that drought and nematodes are key factors affecting coffee productivity, and these are not easily controlled farming methods. In response to this, ICCRI has launched a new superior clone of coffee called "KOPI SUPER" in May 2016. Dr, Misnawi described that "KOPI SUPER" has specific genetic characteristics which are

- a. The result of scientific innovation which married the superiority of Robusta and Arabica coffee
- b. Has a robust root system, thus this clone can easily adapt into long drought circumstances
- c. Nematode resistant because it has rapid root regeneration properties. Participants provided positive remarks on this presentation and suggested the Kopi Super clone to become available via SCOPI.

#### **Implementing Partner Presentations**

Afterwards, each implementing partner gave a 20-minute presentation of their project, covering the following project-specific questions:

What are the objectives, concept, expected impacts (qualitative and quantitative results) and key activities of the project?

What are the main challenges to achieve the project objective?

How do you cope with the challenges? What are your next steps and who should it involve?

Highlights from the presentations of each implementing partner are listed below. Noteworthy lessons learned they shared are marked in italic text.

#### FLP – Green and Social Coffee (HiVos & ECOM) and Coffee Made Happy 2 (JDE & ECOM)

- Within 2016, 3.196 farmers have been trained, 18% of them female, 30% below the age of 35 years old, with an average quality yield of 87%
- We now have more active farmer organisations, increased participation of government extension officers and cooperation with local agriculture departments, and increased farmer interest and motivation
- Direct buying from producers allows to reward quality with higher price at farm gate
- The Gender Action and Learning System (GALS) involve farmer couples to develop joint planning at household level enabling them to become trained champions in GAP practices

## FLP – Strengthening the Smallholder Robusta Sector in South Sumatera, Indonesia (HRNS, JM Smucker & JDE)

- Key challenges in the Indonesian coffee sector include no proper implementation of GAP, no trust among farmers, dependency on government or third parties, no knowledge on product and quality analysis, and no incentive to increase production and quality.
- Before the project started, farmer groups were passive.
   After farmer groups were trained on organizational skills, saving schemes and access to finance, several successes in bulk marketing and organizational development have become apparent

## FLP – Nescafe Plan Indonesia (Nestle & Rainforest Alliance)

- More farmers reported using protective equipment, fewer farmer groups are using banned agrochemicals, and most have started adopting the recommended agronomic practices
- Coffee intensive regions have higher plantlet survival rates, the median yield of the partially trained farmer groups have improved by 55%, and gross farm revenue from coffee has significantly increased compared to the previous year
- Unpredictable weather threats the stability of production
- Women involvement in training is low despite the effort to involve more women

#### FLP – The Ecosystem Chain Scale in a Sustainable Coffee Smallholder Business (PT Asal Jaya)

- Having just started, a substantial lack of human, physical, financial, social capital, ageing farmers and insufficient participation of women and youth are the main problems of coffee farming in the project area.
- By the end of the project, we expect these problems are improved by at least 75% of the targeted coffee farmer.

## **RESULTS AND DISCUSSION**

#### MOST RECURRING THEMES

Through a series of discussion, exchange ideas and learning together during the field visit and workshop, participants were pointed out some important issues and learning aspects that can be used to further develop and input each partners' project and innovation toward coffee sustainability as the following:

#### Quality and Productivity

Several implementing partners considered coffee quality and farm productivity as an important concern. Nestle in Tanggamus for instance, which partnered with ICCRI, where high yielding and disease-resistant seedlings were disseminated, experienced that plantlet survival varied by zone and coffee intensive regions have higher survival. Technology transfer through integrated pest management also helped to reduce coffee defects. Additionally, proper drying conditions with plastic tarps helped to increase quality yields. These approaches have proven to improve the median yield of green coffee in several projects, including the Rainforest Alliance – Nestle and HiVos – ECOM projects.

#### Premium Price for Coffee

Many farmers demand a premium coffee price and several project interventions have tried to offer a solution. Direct buying from producers reward quality with higher price at farm gate (case of ECOM and HRNS projects. Quality based payment also enables farmers to assess quality yields. Connecting farmers with traders and roasters to develop special Robusta quality, as well as bulk marketing have proven to increase margins.

#### Financial Literacy

Limited access to finance and inputs are common challenges in most coffee projects. Most participants agree that channeling farmers to financial institutions and training them on financial literacy such as savings, access to loans, record keeping, debt management, cash flows, wants vs needs, and cost benefit analysis can help them cope with such challenges. By stimulating saving instead of borrowing, farmers can achieve better financial conditions and make more educated decision making.

#### Participation of Women and Youth

Ageing farmers and insufficient participation of women and youth are problems in coffee farming. However, despite project efforts to involve more women, participation in training remains low. Participants learn how project interventions attempt to overcome this problem through the establishment of women groups, inclusion in farmer training centers and field schools, and training women on aspects where they have important contribution in coffee production, such as nursery management, post-harvest, business skills, and nutrition.

#### Farmer Organizational Development

Capacity building for farmers and its organizations play a key role in improving coffee farming and business management. Series training and assistance given to farmers have contributed significantly on enhancing farmers' knowledge, innovation and organizational skills. However, training adoption rates are below expectation and there is a need to do further coaching and mentoring, as well as to build more lead farmers for so called 'change agents' or 'master trainers'. There are a limited number of (lead) farmers who would voluntarily become 'master trainers', thus innovations to create incentives that will motivate farmers to become 'change agents' has emerged as an issue.

#### Strategic Dialogue and Scaling

At a higher level, participants agree on the importance of involving key domestic and international stakeholders for landscape planning of coffee. Through joint evaluation, learning and dissemination of knowledge, scaling up and replication of coffee best practices at a wider scale may become possible.

#### **GROUP REFLECTION**

At the end of the workshop, participants share their own reflections on the two days of learning experience.

# Government officials from Lampung Province

conveyed their appreciation towards the workshop on learning that farmers are able to follow GAP and GMP as long as there is a standardized price.

# The FLP IP representative from ECOM – JDE – Hivos

appreciated the cross collaboration which involved local stakeholders in integrating the coffee program, ensuring sustainability and avoiding overlapping resources. They also learnt many lessons from other IPs and common initiatives such as SCOPI.

#### The FLP IP representative from Nestle – Rainforest Alliance

mentioned several lessons learnt from the workshop covering topics on bulk marketing, trust building and intensive contact with farmers, and improving business skills through integrating 'GALS' in a pilot with FG.

# The FLP IP representative from PT Asal Jaya in Malang

mentioned their lessons learnt from the event include how to involve more women in ensuring sustainable programs, the importance of having field implementing partners, the different methods of conducting field schools, and the role of farmer business groups in marketing coffee.



# CONCLUSIONS AND SUGGESTIONS FOR A FUTURE EVENT

#### **CONCLUSIONS**

As the second shared learning event at the country level, the degree of participation was noteworthy. The knowledge generated from this event will be useful for implementation of the field level projects. Furthermore, that the project teams are committed to have better cooperation, communications and sharing with local governments, in particularly where the project is implemented.

We wish to thank everyone involved for their information, commitment, and willingness to share.

#### SUGGESTIONS FOR A FUTURE EVENT

As part of the closing activities, the participants were asked for input on how to improve for the next event. Some of the ideas were specialty coffee should also be added to the agenda, include an exchange visit between two FLP projects on specific topics, followed by a case study presentation based on the visits, and participants expected that the next learning event will be outside of Sumatera, such as Malang in East Java.

Future events should also discuss more on the "how" and not so much the "what/issues" which are well known. Clear action steps to further collaborate on should be identified, such as knowledge and technology exchange among stakeholders. The role of the government and related action steps could also be further discussed.

## **ANNEX**

#### ANNEX 1. LIST OF PARTICIPANT

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#### ANNEX 2. WORKSHOP AGENDA

#### DAY 1

Date : Thursday, 1st September 2016 Location : Tanggamus, Lampung, Indonesia

TIME	AGENDA /ACTIVITIES	DETAILS
07.00-10.00	Trip To Ngarip	Participants travel to Tanggamus using bus
10.00-10.30	Coffee break Participants divided into three FGD groups	Balai Pekon Ngarip
10.30-12.00	Visit & Discussion with Farmers (three different locations)	FGD1: Inclusion of more women and youth in strategies and solutions and Farmer business strengthening
		FGD2: Replanting and rejuvenation strategies and Climate change mitigation and adaptation strategy
		FGD3: What is the best methodology to train farmers and Farmer adoption and its challenges
12.00-13.00	Lunch break	Balai Pekon Ngarip
13.00-15.00	Sharing & Discussion	Balai Pekon Ngarip
15.00-18.00	Trip To Bandar Lampung	Participants travel to Bandar Lampung using bus
19.00-21.00	Dinner and Opening of Events	Introduction by Pak Imam and Pak Paul (IDH)
		Opening by Pak Edi Yanto (Kadisbun Lampung)
		Signing MoU ICCRI and ECOM
		Dinner

#### DAY 2

Date : Friday, 2<sup>nd</sup> Sept 2016

Location : Novotel Hotel, Bandar Lampung, Indonesia

TIME	AGENDA	
08.00 - 10.30	Introduction to the Global Coffee Platform by Paul Klein Hofmeijer (IDH)	
	Landscape approach for better coffee sustainable production by Claudia Schlangen (IDH Indonesia) and Anung Riyanta (Government of South Sumatera)	
	"Kopi Super" , Coffee Superior Clone - Nematodes and Drought Resistant by Dr. Ir. Misnawi, M.Sc. (Director of ICCRI)	
	Question and answer session facilitated by Pak Wahyu (GCP)	
10.30 - 11.00	Break	
11.00 - 13.00	Presentation, sharing and discussion (Panel IP group I)	
	30 minutes panel presentation, 10 minutes per presentation	
	Question and answer session (discussion focused on selected topic) – facilitated by Pak Imam (IDH)	
13.00 - 14.30	Lunch and networking	
14.30 - 16.30	Presentation, sharing and discussion (Panel IP group II)	
	30 minutes panel presentation, 10 minutes per presentation	
	Question and answer session (discussion focused on selected topic) – facilitated by Pak Imam (IDH)	
16.30 - 17.30	Participants takeaway report and feedback	
	Closing	

#### **ANNEX 3. POWERPOINT PRESENTATIONS**

## EXTERNAL EXPERT PRESENTATIONS

- 1. The Global Coffee Platform GCP
- 2. Landscape approach in sustainable coffee production IDH Indonesia
- 3. Landscape approach for better coffee sustainable production: the case of South Sumatera South Sumatera Province
- 4. Kopi Super: and improved planting material ICCRI

## IMPLEMENTING PARTNER PRESENTATIONS

- 1. Green and Social Coffee HiVos & ECOM
- 2. Coffee Made Happy 2 JDE & ECOM
- 3. Nescafe Plan Indonesia Nestle & Rainforest Alliance
- 4. The Ecosystem Chain Scale in a Sustainable Coffee Smallholder Business PT Asal Jaya
- 5. Strengthening the Smallholder Robusta Sector in South Sumatera, Indonesia HRNS, JM Smucker & JDE