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Enabel and cocoa

With our partners, Enabel offers solutions addressing pressing global challenges – Climate Change, Social and Economic Inequalities, Urbanisation, Peace and Security, Human Mobility – and promoting Global Citizenship.

The cocoa sector is affected by several of these global challenges and is therefore a good case to illustrate what Enabel offers in terms of solutions: support to the public sector, strengthening of intermediary structures such as cooperatives for the benefit of farmers, and cooperation with the (inter)national private sector.

Trade for Development Centre

Enabel's Trade for Development Centre (TDC) aims to make production and consumption chains more sustainable and more respectful of human rights.

To do so, the TDC is:

- supporting **producer organisations** and **business support organisations** in African countries;
- strengthening **multi-stakeholder initiatives** such as Beyond Chocolate;
- developing **awareness campaigns** in Belgium and supporting such campaigns in Africa.



"Thanks to the TDC coaching, we were able to professionalise various aspects of our cooperative, such as the analysis of financial and commercial data, the creation of partnerships, team cohesion, our agroforestry and diversification projects."

Yeo Y. Moussa

Director of Yeyasso at a conference in Brussels on TDC coaching, 25 October 2022.

Support to producer organisations

The TDC has positioned itself in a very important niche: **building the capacity** of African SMEs in terms of **sustainability and decent work** (climate resilience, respect for human rights, gender, etc.), **business management** (finance, governance, etc.) and **marketing** (positioning, market access, communication, sales).

The support provided by the TDC consists of a customised, participatory **coaching programme** delivered on the organisation's premises by specialists in sustainable development, marketing and business management.

The TDC also manages a fund to **finance sustainability projects** run by producer organisations.

Between 2018 and 2022:

- 11 cooperatives in Côte d'Ivoire and 3 cooperatives in Ghana were coached in financial management, business management and marketing.
- 8 cooperatives received financial support to develop organic cocoa production, improve the management system or the quality of production, increase resilience to climate change, etc.

In total, between 2018 and 2022, the TDC intervened for 1,450,000 euros in the cocoa sector.



Results of support to cocoa producers

Cooperatives win prizes

ECAM and SCINPA were voted **best and second-best cocoa cooperative** in Côte d'Ivoire. Both cooperatives followed TDC's coaching programme in marketing from 2016 to 2019. Ecam has thus become a regional model, increasing its workforce and production volume, while SCINPA has launched its own chocolate bar in partnership with a local chocolatier.

ECAMOM Coop-Ca won an award at the 2021 Fairtrade Africa Convention. The Côte d'Ivoire cooperative received support from the TDC to create new products, in particular a chocolate bar under the "Elika" brand.

CADESA Coop Ca was voted 'best export cooperative' in 2021 at the Côte d'Ivoire Business Awards. The cooperative was coached by the TDC in business management and marketing.

Collaboration with the private sector

As part of the **Beyond Chocolate partnership**, Chocolaterie Galler, the TDC, the Yeyasso cooperative of Côte d'Ivoire, the universities of Ghent and Gembloux and the company Zoto joined forces to carry out a pilot project on the development of organic and high-quality cocoa.

The TDC coached Yeyasso in business management and the universities worked on organic farming practices, while ZOTO improved the flavour of cocoa by working on fermentation.

After coaching, Yeyasso recorded a 33% increase in certified members and customers. In addition, sales of sustainable cocoa have increased by 881% between 2020 and 2022.

Calculation of living income gap at Yeyasso

In 2022, TDC coach Dominique Derom applied the Fairtrade International methodology to calculate the living income gap for cocoa farmers of Yeyasso and actions were listed to bridge the gap.

New customers

In 2022, the Director of **SCEB**, an organic and fair trade cocoa cooperative in Côte d'Ivoire, travelled with TDC coach Jean Cornet to the Biofach world trade fair in Germany. The cooperative attracted 4 potential buyers, including 3 Belgian chocolate makers, resulting in a 164% increase in sales and a 161% increase in income for producers.

Kapatchiva, a cooperative of Côte d'Ivoire and a partner of Tony's Choclonely, extended its activities to cashew nuts after benefiting from TDC coaching between 2020 and 2022. The cooperative started its cashew nut production on the market in 2021. By the end of 2022, Kapatchiva had 2 regular customers.

Studies on the cocoa sector in Côte d'Ivoire

The TDC has conducted studies on the cooperative ecosystem, direct exports and local processing.

Changes for coached organisations between 2020 and 2022



+12%
certified producers



+31%
buyers / customers



+27%
production volume



+38%
producer income



+47%
turnover



+166%
turnover from sales under fair / sustainable conditions



+14%
selling price

These changes cannot be attributed solely to the TDC coaching.



Funded by the
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Strengthening cocoa cooperatives in Côte d'Ivoire

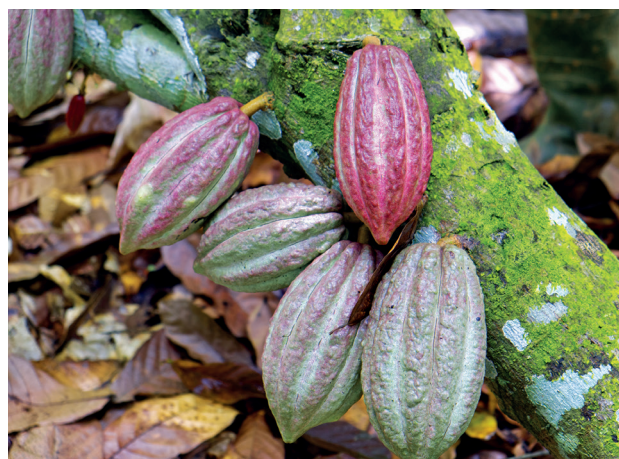
Côte d'Ivoire, the world's leading cocoa producer, is facing many challenges. These include child labour, decent income (improved living conditions for producers), traceability of cocoa production, deforestation and climate change.

The European Union – Côte d'Ivoire's main sales market (67% of cocoa exports) – is supporting the national sustainable cocoa strategy by **building the capacity and sustainability of cocoa cooperatives in Côte d'Ivoire, with a view to improving the living conditions of their member-growers.**

The project provides support at two levels: at cooperative level (coaching in governance, financial management and marketing) to help the cooperative professionalise, and at producer level (payment for environmental services through partnerships with the private sector).

The aim of the project is to strengthen the environmental, economic, social and institutional sustainability of cooperatives in the cocoa sector in Côte d'Ivoire. Cocoa cooperatives will see their capacities strengthened to enable member producers and their families to have access to a more decent income.

The project contributes to multi-stakeholder dialogues and national and international cocoa initiatives. It supports 35 cooperatives in their transition towards a sustainable cocoa value chain (improving living conditions for cocoa farmers, protecting and rehabilitating agro-ecosystems, taking account of market issues and economic, environmental and social sustainability, etc.). It strengthens the positioning and professionalism of cocoa farmers and their cooperatives.



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It supports the cooperatives to develop innovative practices and enhance existing practices (promotion of sustainable agriculture and agroforestry, partnership with the private sector to develop payment for environmental services (PES), etc.) in partnership with Rikolto and Nitidae.

The project is funded by the European Union with 7.8 million euros. It began in September 2022 and will run until August 2026.



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