



Marc and Johan

Gent, March 14th 2019

Are labels sufficiently contributing to increasing income of producers?

Clear majority is answering YES:

- Individual producers DO get higher price for their product (*quid how much?*)
- *Thanks to certification sales increased (at better price): this increases revenue of farmers*
- *More efficiency (and farmers income) due to training*

Additional non-financial advantages of labels.

- Better management of eco-systems and protection of environment
- More professional work: *better quality of products, higher production*
- Strengthening the cooperative, *fidelisation of members, better governance*

Suggestions for doing better

Specific demands to certification bodies:

- More marketing efforts in the North
- More coordination of certification entities

In general

- More training
- Diversification (*towards other products*)
- More direct contacts producers/ buyers (North)

Different Studies on advantages and shortcomings of labels

Economic

Agr.practices&acces to inputs-quality-market info- income stability-investments

Cost of certification- Little influence on added value-producers not out of poverty

Social

Empowerment-dignity-child education-health care -awareness social issues

Working conditions still issue-Gender-Child labor still issue

Institutional

Better Assos-Transparency-+Membership-Democr Governance-Representation

Too big coops less efficient - Producers don't know about certification

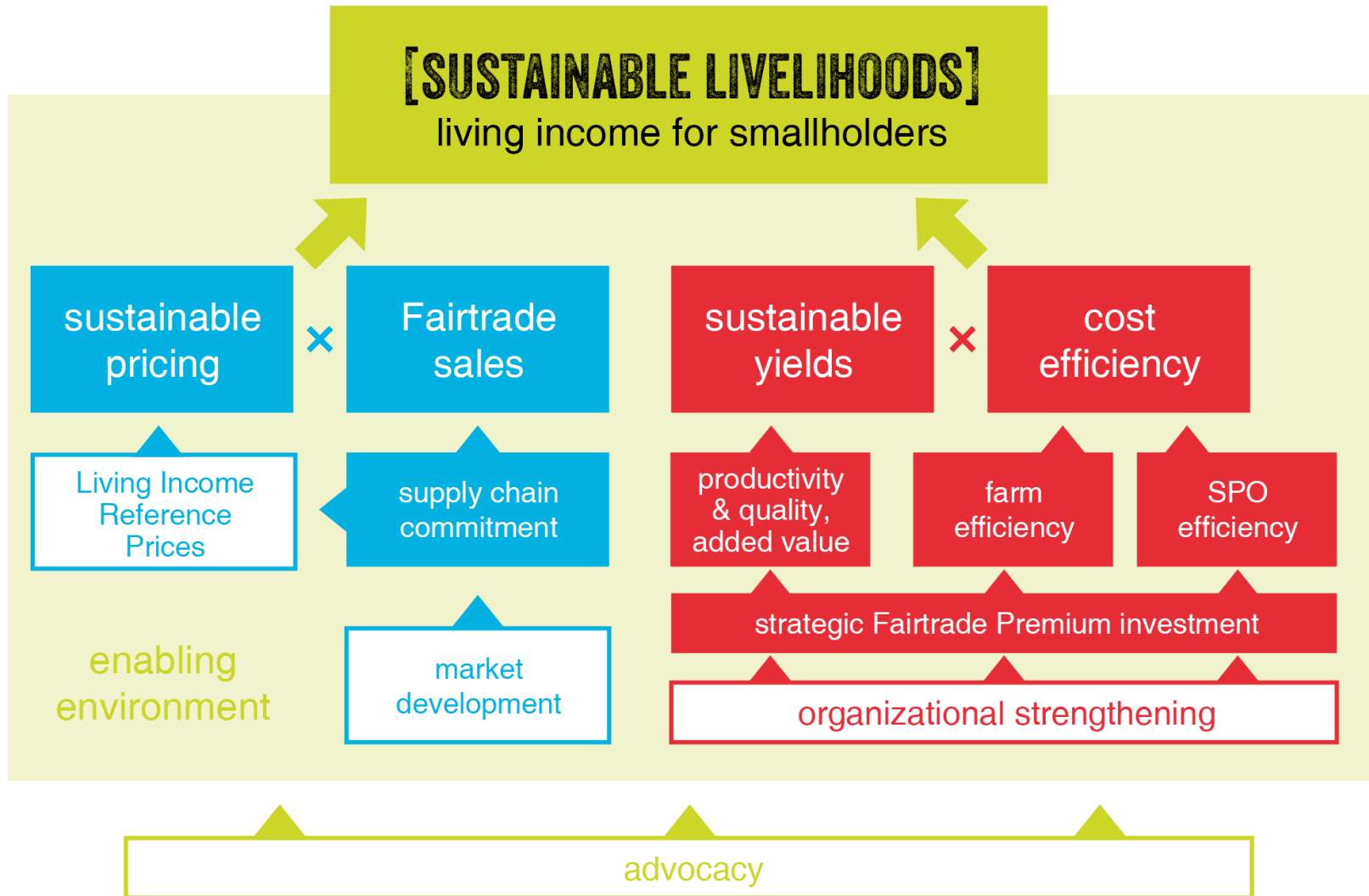
Environmental

Biodiversity-Water-Effec.use fertilizers & pesticides -Shade Trees

No reversal deforestation process



Living income strategy for cocoa producers





Living income for cocoa producers

Other elements of the strategy



Scaling up support to
cooperatives



Improving sustainable yields



Cost-efficiency at farm level
and small producer
organisation level



Farm diversification



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