



# **ALDI and ECAMOM's Fairtrade Partnership**

**Second impact report**

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ALDI SOUTH GROUP, ECAMOM, Fairtrade Africa, Fairtrade Germany and FLOCERT





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# 1. Introduction

This is the second monitoring report on the strategic collaboration between the ALDI SOUTH Group (ALDI), Fairtrade and ECAMOM, a Fairtrade cocoa cooperative from Côte d'Ivoire.

Whereas the first monitoring report covered the 2019/2020 period of the cocoa harvest season, this second report covers the 2021/2022 period and highlights the most significant changes that occurred between the two periods. This second report is conducted two seasons after the first, in order to allow adequate time for new or existing projects to progress and to assess changes in the partnership's selected Key Performance Indicators (KPIs).

This second report provides insights into ECAMOM's work, recent challenges and proposed strategies, the evolution of the KPIs, projects financed with the Fairtrade Premium, and the conclusion and outlook ahead.

Our aim is to provide a holistic picture of the current status of ECAMOM, its farmers and the adjacent communities, and to promote a long-term partnership between the actors involved.

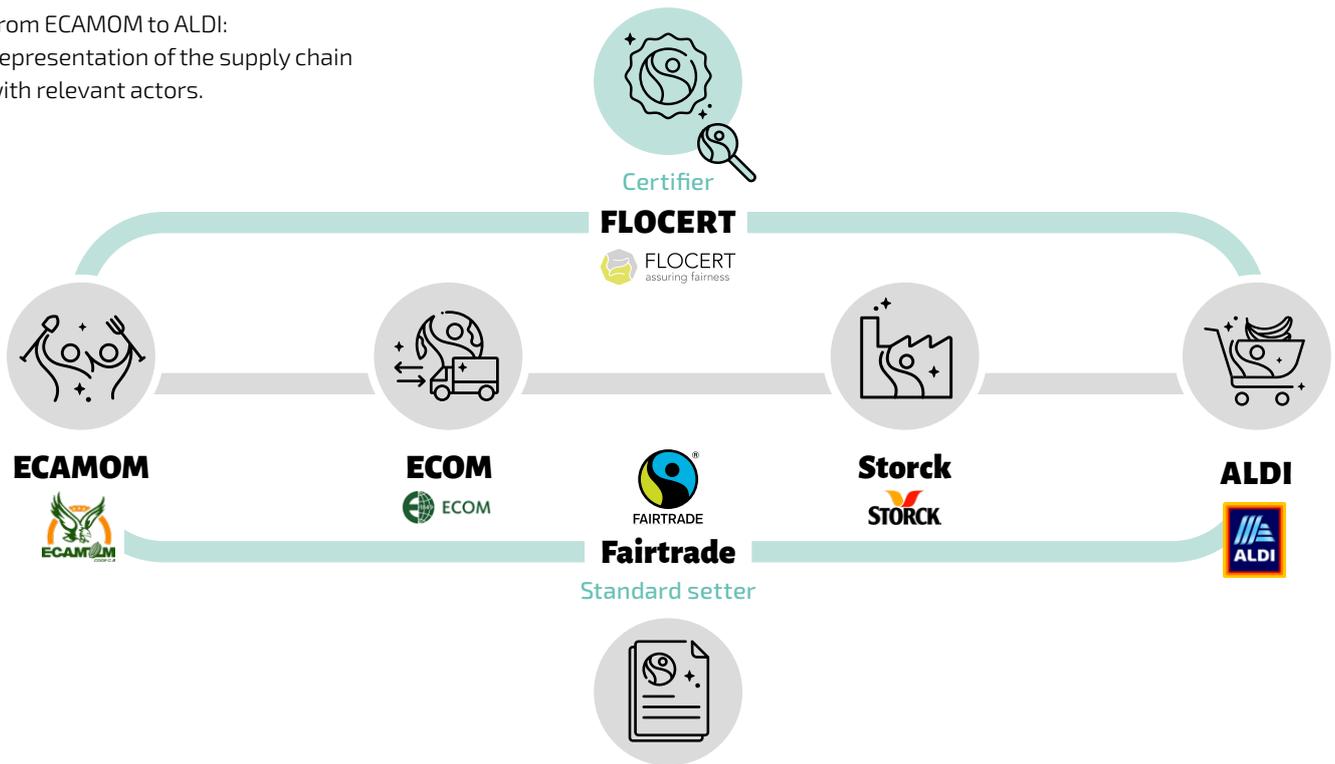
## Glossary

<b>AVSF =</b>	Agronomes et Vétérinaires Sans Frontières
<b>CCC =</b>	Conseil du Café-Cacao
<b>CEA =</b>	Commission économique pour l'Afrique
<b>ECAMOM =</b>	The Cooperative Society of Modern Eco-farmers of Méagui
<b>FMP =</b>	Fairtrade Minimum Price
<b>FOB =</b>	Free on Board
<b>FT =</b>	Fairtrade
<b>GA =</b>	General Assembly
<b>GAP =</b>	Good Agricultural Practices
<b>GPS =</b>	Global Positioning System
<b>HA =</b>	Hectare
<b>ICF =</b>	L'Initiative Cacao et Forêts
<b>ICI =</b>	International Cocoa Initiative
<b>ILO =</b>	International Labour Organisation
<b>IMS =</b>	Internal Management System
<b>KG =</b>	Kilogram
<b>KPI =</b>	Key Performance Indicator
<b>MT =</b>	Metric Ton
<b>OHADA =</b>	Organisation pour l'Harmonisation en Afrique du Droit des Affaires
<b>SDF-model =</b>	Set-Up, Delivery, Finish model
<b>SPO =</b>	Small-scale Producer Organisation
<b>ToT =</b>	Training of Trainers
<b>USD =</b>	United States Dollar
<b>WACP =</b>	West Africa Cocoa Programme
<b>WAN =</b>	West Africa Network
<b>WSOL =</b>	Women's School of Leadership
<b>XOF =</b>	West African CFA franc



# 1.1 Key stakeholders

From ECAMOM to ALDI:  
Representation of the supply chain  
with relevant actors.



## ECAMOM

The Cooperative Society of Modern Eco-farmers of Méagui (aka ECAMOM) was founded in 2006. It is located in south-western Côte d'Ivoire. Over the years, the size of the co-operative grew from originally 300 to almost 3,800 individual members in 2022. ECAMOM received its producer Fairtrade certification in 2014, which was a crucial step for the cooperative in terms of professionalising its internal structures and gaining further market access. Since 2020 ECAMOM is also certified as a Fairtrade trader for cocoa.



## ALDI

The ALDI SOUTH Group (aka: ALDI) is a global food retail company and operates in eleven countries on four continents and employs around 182,000 members of staff. ALDI offers between 1,484 and 1,835 core range products in more than 6,900 stores worldwide. Its focus on the essentials and the use of the discount principle has made ALDI the leading international retailer it is today. Simplicity, consistency and responsibility are core values of ALDI. ALDI assumes responsibility towards customers, business partners, employees, the community, and the environment.



## ECOM & Storck

Storck and ECOM are considered supply chain partners and are linked to the project in the sense that the cocoa sourced is exported by ECOM and imported by Storck. Both play a crucial role with regards to the integrity of the supply chain and may be informed about the project's progress and development with the purpose to foster the business relationship.



## Fairtrade Germany, Fairtrade Africa & Fairtrade International

Fairtrade Germany coordinates the joint monitoring project with ALDI and ECAMOM, working in close collaboration with the regional West African Fairtrade team, as well as with the Monitoring, Evaluation and Learning Unit at Fairtrade International. Fairtrade Germany presents the report to ALDI, and reports on necessary adjustments and improvements in order to continuously demonstrate significant and useful impacts.



## FLOCERT

The certification and assurance organization FLOCERT manages the entire project, from data collection through to drafting this report. FLOCERT also evaluates the quality of monitoring indicators during an on-site assessment at ECAMOM.



## 2. Infographics

### Members

Season 2019/2020:  
A total of **3,581 members**,  
**8.7 % women**

Season 2021/2022:  
A total of **3,789 members**  
in 17 sections,  
**8.8 % women** (333 women)



### Age of members

Reference period:  
Cocoa season 21/22

Almost **50 %** of the farmers  
are **under 46 years old**



### Average plot size

Reference period:  
Cocoa season 21/22

Average plot size  
is **4.87 ha**

**69 % of farmers**  
have a farm size of **up to 5 ha**



### Average yield

Season 2019/2020: **700 kg/ha**  
Season 2020/2021: **597.75 kg/ha**  
Season 2021/2022: **450 kg/ha**



### Farmers in organic certification

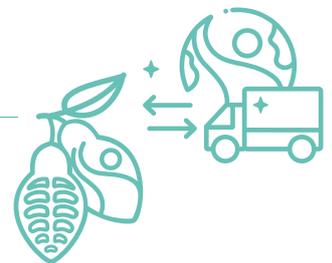
**216 farmers** in the process  
in season 2021/2022 up from  
**12** in 2019/2020



### Cocoa sales

Volume of cocoa sold by  
ECAMOM to buyers:

Season 2019/2020: **7,706 MT**  
Season 2020/2021: **9,237 MT**  
Season 2021/2022: **7,151 MT**



### Cocoa production by farmers

Volume of cocoa purchased  
by ECAMOM from members:

Season 2019/2020: **7,712 MT**  
Season 2020/2021: **10,735 MT**  
Season 2021/2022: **7,500 MT**



### GPS mapping of farms

Reference period:  
Cocoa season 21/22

**100 %** of all  
**3,930 plots** have  
GPS mapping



## Fairtrade sales

**Total Fairtrade sales** increased to

**1,547 MT** in 2019/2020,  
**2,346 MT** in season 2020/2021 and  
**2,717 MT** in 2021/2022

The **ratio of FT sales** over total sales increased to

**20 %** in 2019/2020,  
**25 %** in 2020/2021 and  
**38 %** in 2021/2022



## Fairtrade Premium

**Premium received in 2019/2020:**  
**371,280 €**

**Premium received in 2020/2021:**  
**563,040 €**

**Premium received in 2021/2022:**  
**652,080 €**



## Trainings by ECAMOM

**Reference period:**  
Calendar year 2021

A total of **8 training topics** covered by ECAMOM

Average reach of each training:  
**2,101 members**

Rate of reach:  
**59 % for all farmers** and  
**51 % for women**



## Fairtrade Minimum Price

The **Fairtrade Minimum Price Differential** amounted to **121.70 USD** between October 2021 and March 2022.

This means that Fairtrade sales were sold at 121.70 USD/MT **above the FOB price** for Côte d'Ivoire during this period.



## Gender equality

**Reference period:**  
Season 21/22

**Female staff at ECAMOM:**

**6 out of 55** employees at ECAMOM are women

**Female members:**

Share of female farmers out of total was **stable at approx. 9 %** in seasons 2021/2022 and 2020/2021, up from **8.7 %** in 2019/2020

**Women attending the GA:**

**99 women** or **39 %** of total attendants of 2021's GA

**22 women** or **10 %** of total attendants of 2022's GA



## Support by Fairtrade Africa

**Reference period:**  
Calendar year 2021

A total of **12 trainings** or support sessions held in 2021

Rate of reach:  
**366 participants**, including **105 women**





### 3. Methodology

The methodology of this year's report aligns with last year's report.

In brief, the project partners monitor the changes resulting from the interventions implemented at cooperative and community level.

These interventions, received by ECAMOM from trading under Fairtrade terms with ALDI, are:

- Access to international markets;
- Fairtrade Premium paid to the ECAMOM cooperative at the set rate of 240 USD for each MT of cocoa sold under Fairtrade terms;
- Fairtrade Minimum Price (FMP) set at 2,400 USD per MT of cocoa sold under FT terms. If the FMP is higher than the state-regulated price, then the farmers will receive the differential resulting from the gap between the FMP and the state-regulated price.
- Producer and staff management support provided by Fairtrade Africa;
- Cooperative management strengthened via adherence to the Fairtrade Standard.

The interventions are expected to trigger the short-, mid- and long-term changes in the areas presented in the respective chapters of this report. Specific KPIs were selected for each area in order to better track such changes over time. Each monitoring sub-area is further broken down into data collection points.

## 3.1 Data sources

Data source	Function	Description	Conducted in 2022?
Cooperative survey	Main data source	Cooperative survey: 44 questions for ECAMOM's management on most relevant KPIs such as production, sales, investments and Premium projects. This information is the basis for describing the changes between the two monitoring periods and observable trends. This is the same survey that was used in the first monitoring report.  From this source we also collected information on those Premium project stories which the cooperative selected to include in this report.	Yes
WACP data (West Africa Cocoa Programme)	Secondary data source	Household and cooperative surveys commissioned by Fairtrade International under its West Africa Cocoa Programme (WACP). This information is mostly used as a benchmark and comparison point for ECAMOM's own data and state of play. The latest WACP household survey at ECAMOM farmer level is from 2018 and at ECAMOM cooperative level from 2022.	Yes
Local governmental agencies, newspapers, ECAMOM, FT Africa	Contextual and complementary information	These data sources were used to contextualise and complement the information gathering, including clarifying significant changes observed in the KPIs over the respective periods, and more narrative descriptions of projects financed with the Fairtrade Premium.	Yes
Farmer survey	Secondary data source	20 questions for individual ECAMOM members (farmers) on farming practices, training participation, awareness of child labour and deforestation (among other topics).  The farmer survey was not conducted this year. The project team does not expect significant changes at farmer and household level due to the short interval between the two monitoring periods. Therefore, the high operational cost/burden on ECAMOM of conducting a farmer survey every season is not justifiable at this stage.	No

## 3.2 Reference period

For cocoa production, sales, and Premium payments, the reporting period was the cocoa season from October 2021 to September 2022.

For some KPIs, the reporting period was the 2021 calendar year. For the most relevant KPIs (such as production, Fairtrade Premium received), their value was also listed for the period October 2020 to September 2021 and compared with the reference period of the baseline report, i.e. the cocoa season October 2019 to September 2020.



### 3.3 Validation

This report's data is validated in the following two ways:

Firstly, FLOCERT conducts an on-site assessment at ECAMOM to validate data reported and seek explanations where necessary.

Secondly, the report is shared with all partners for joint reflection on the findings, and identification of areas for improvement.



Picture: FLOCERT auditor, Arsene, with ECAMOM's Board of Directors and General Manager, H el ene Kouame, during the on-site validation. October 5, 2022



## 4. ECAMOM

### 4.1 Key facts about ECAMOM for season 2021/2022:

- Founded in 2006 with approx. 300 members
- Currently: 3,789 members (333 women, approx. 9 % of total members)
- Fairtrade certification received in 2014 (with 707 members at the time)
- Certified as Fairtrade trader with exporting license in 2020, but did not act as a trader until now
- Total cocoa production area: 18,469 ha
- Estimated average yield: 450 kg/ha
- Encompassing 17 different sections within the wider community
- Five people on average living in one household (three adults and two children)
- Other certifications: Rainforest Alliance, Cocoa Horizons

For more info, please visit ECAMOM's website:  
[www.ecamom.com](http://www.ecamom.com)



## 4.2 Cooperative and member profile

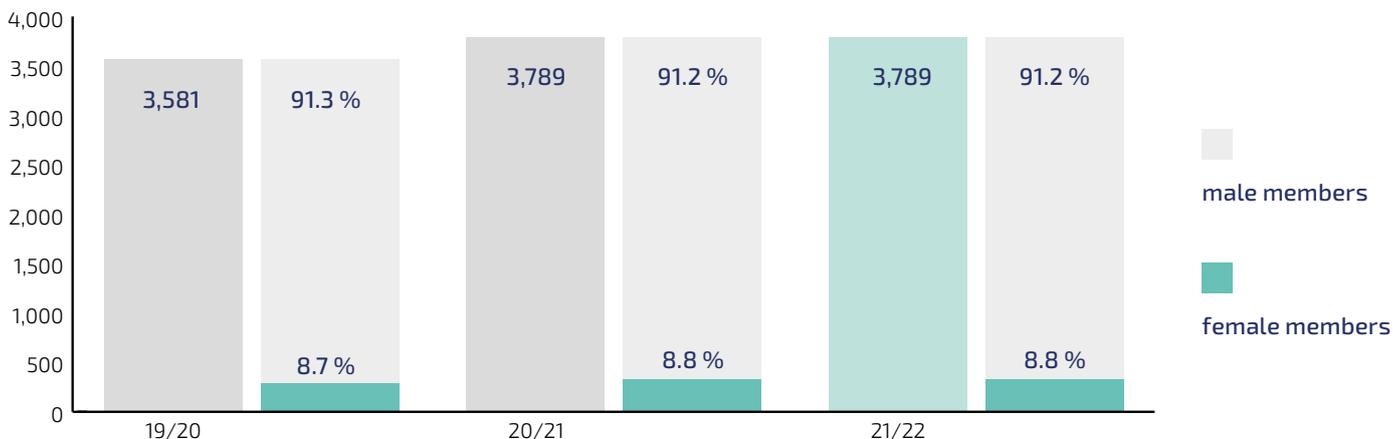
This chapter reviews the variance of the KPIs on the co-operative and its members. The reference period for these indicators is the cocoa season 2021/2022.



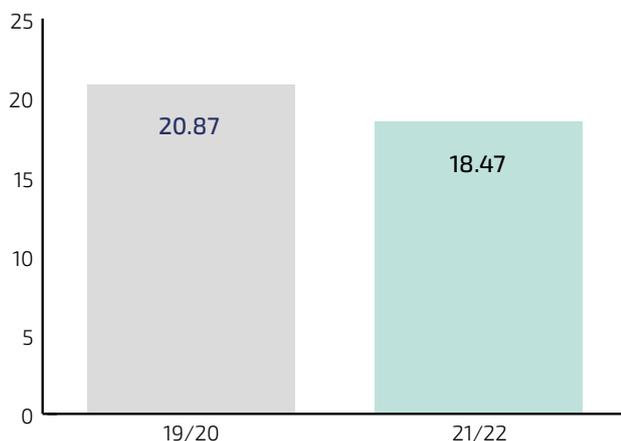
### Highlights:

- The total number of members has increased slightly since the last monitoring report, from 3,581 in 2019/2020 to 3,789 in the 2020/2021 cocoa season, but did not change in 2021/2022. According to ECAMOM there are approx. 200 producers in the process of being integrated into the cooperative.
- The proportion of female members did not change significantly and represents approx. 9 % of total members.
- Members' total production area decreased compared with the last report, with ECAMOM members having a total of 18,469 ha of cocoa production area. This is due to an improved and more precise mapping procedure. The household composition didn't change and still averages 5 members: 2 adults and 3 children.
- Almost 50 % of the farmers are under 46 years old.
- ECAMOM reported a total of 55 staff, of which 6 were women.

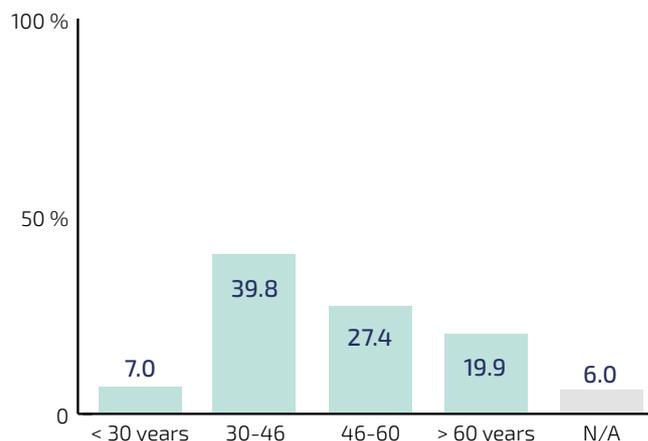
### Registered members / Share of male and female members



### Total area under cocoa production in thousand ha



### Members by age (% of total members)





## 5. Economic empowerment

This chapter monitors ECAMOM's progress on the economic KPIs:



- **KPI 1:** Cocoa production and yield are sustainable and economically efficient



- **KPI 2:** Cocoa quality and Fairtrade sales have substantially increased



- **KPI 3:** Implementation of Good Agricultural Practices (GAP) is strengthened

### 5.1 Cocoa production and yield



**KPI 1:** Cocoa production and yield are sustainable and economically efficient

This KPI is measured via the following data collection points:

- Cooperative members with organic certification
- Volumes of cocoa purchased by cooperative from its members
- Average number of cocoa trees per hectare

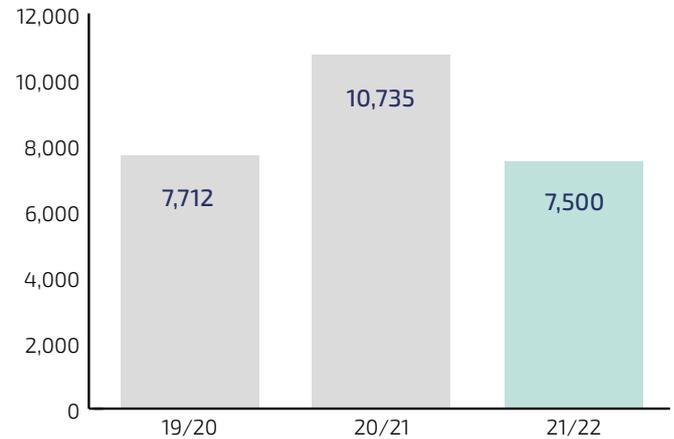
## Highlights:

Period of reference: The majority of indicators in this chapter refer to the three cocoa seasons: 2019/2020, 2020/2021 and 2021/2022.

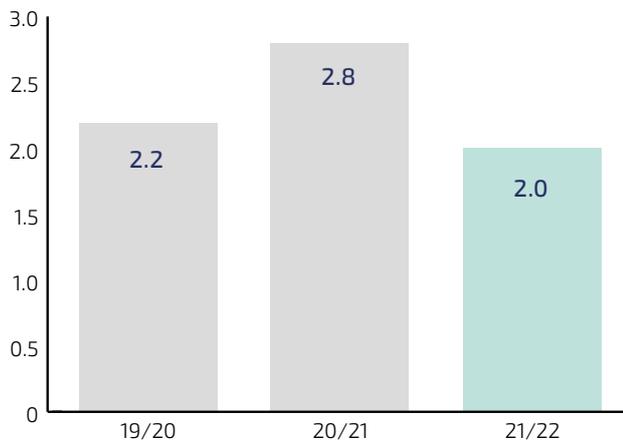
- The volume of cocoa purchased by ECAMOM from its members (cocoa production by farmers) decreased in the season 2021/2022 to 7,500 MT from 10,735 MT in 2020/2021. This is mainly due to the favourable meteorological conditions during the 20/21 season.
- ECAMOM reported an estimated average yield of 450 kg of cocoa/ha for season 2021/2022 and 597.75 kg/ha for season 2020/2021. This decrease in yield was due to the presence of swollen shoot virus, the ageing of the cocoa trees and a change in rain patterns. Furthermore, thanks to the newly introduced, more accurate mapping procedures, it was possible to identify the real size of the farms and therefore to calculate a more reliable production estimate. This also led to a decrease in members' average cocoa production.

- The number of cocoa trees per hectare increased approximately 15 % in season 2021/2022 compared with 2019/2020 as farmers were forced to plant new trees to replace old, unproductive or dead trees to boost the yield.
- 69 % of farmers have a cocoa farm area of up to 5 ha and the average cocoa area by member is 4.87 ha.

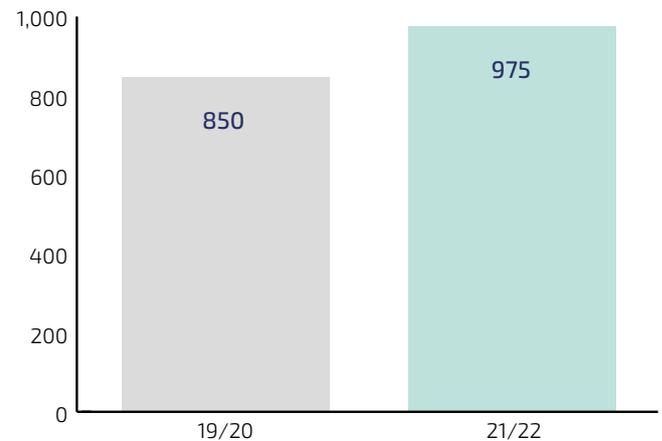
### Cocoa purchases from farmers (in MT)



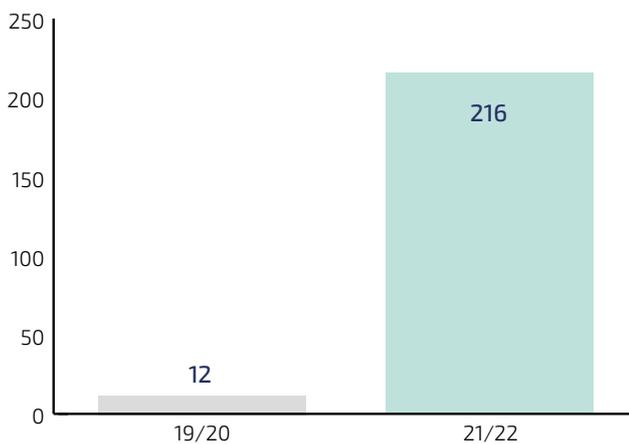
### Average cocoa produced by member (in MT)



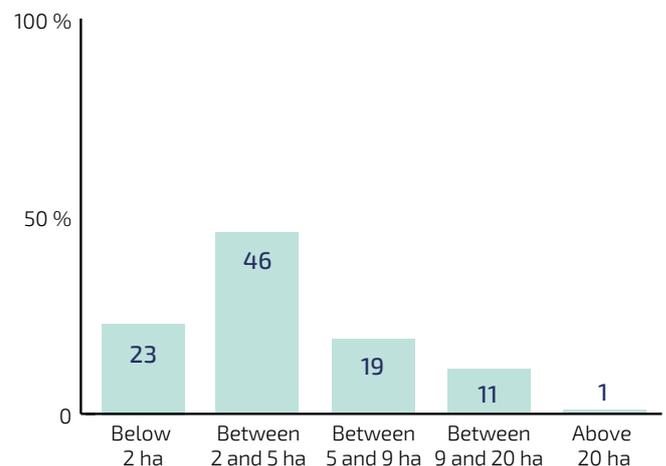
### Cocoa trees/ha



### Number of farmers transitioning to organic production



### Farm size distribution by members in 2021



## 5.2 Cocoa quality and Fairtrade sales



**KPI 2:** Cocoa quality and Fairtrade sales have substantially increased

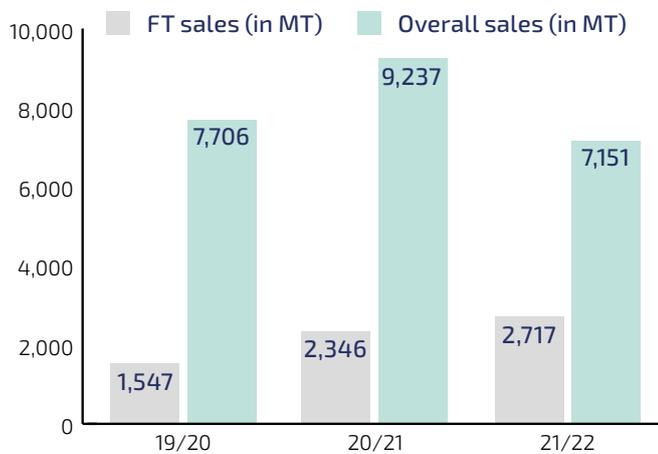
This KPI is measured via the following data collection points:

- Volume of sales by cooperative: Fairtrade and non-Fairtrade
- Volume of Fairtrade-certified cocoa

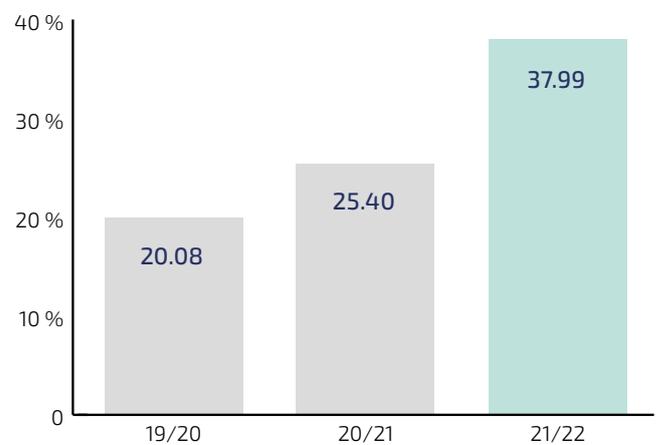
### Highlights:

- The ratio of cocoa sales under Fairtrade terms increased by 76 % to 2,717 MT in season 2021/2022 compared to the last report.
- The ratio between total sales and Fairtrade sales increased by 38 %.
- The cocoa quality has increased due to ECAMOM trainings for members on how to produce flavour cocoa.

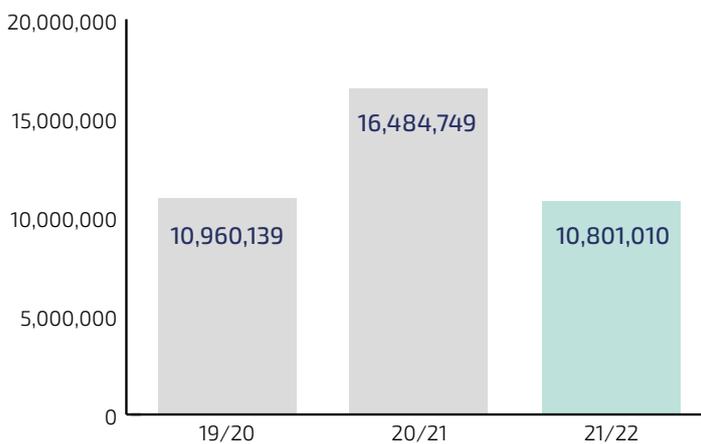
### Cocoa sales (in MT)



### Ratio between FT sales and total sales



### Sales revenue in USD



## 5.3 Price Development in Côte d'Ivoire

- The prices set by the cocoa regulator in Côte d'Ivoire (Conseil du Café-Cacao) have proved volatile during the most recent seasons, following similar cocoa price volatility in the international markets.
- In the main crop season 2021/2022, the FOB<sup>1</sup> price was set at 1,289,583 XOF/MT (2,278.30 USD/MT<sup>2</sup>). The farm gate price<sup>3</sup> was set at 825,000 XOF/MT (1,464.18 USD/MT).
- On top of the local farm gate price, ECAMOM is required to pass any positive FMP Differential on to farmers. Such

is the case when the FOB price of cocoa is below the Fairtrade Minimum Price of 2,400 USD/MT.

That was the case for the FOB cocoa price between October 2021 and March 2022, where the differential was 121.70 USD/MT<sup>4</sup>. In addition to the FMP Differential, the cooperative receives 240 USD/MT as Fairtrade Premium and passed on 25.4 % of the Fairtrade Premium received to farmers as a cash payment in season 21/22 (see chapter 6.2).

The following table displays the amount of USD per season earned by farmers selling one MT of conventional cocoa vs. Fairtrade cocoa:

Seasons (main harvest)	State-regulated farm gate price (XOF/MT) – earning for conventional cocoa	State-regulated farm gate price (USD/MT) – earning for conventional cocoa	Fairtrade Minimum Price Differential (USD/MT)	Total earning for FT cocoa (USD/MT)
19/20	825,000	1,375.53	235.92	1,611.45
20/21	1,000,000	1,784.45	0	1,784.45
21/22	825,000	1,464.18	121.70	1,585.88
22/23	900,000	1,335.17	311.41	1,646.58

## 5.4 Implementation of Good Agricultural Practices (GAP)



**KPI 3:** Implementation of Good Agricultural Practices is strengthened

This KPI is measured via the following data collection points:

- Amount of support materials or number of trainings provided by ECAMOM
- Perceived factors of demotivation in adopting more Good Agricultural Practices (GAP)
- Number of farm visits by technicians/agronomists

### Highlights:

- ECAMOM continuously capacitates its members in GAP via trainings or field visits.
- According to ECAMOM, there are several factors that negatively influence its farmers' adoption of GAP. The main reasons identified by ECAMOM are the perception that GAP may not have a positive impact, the difficulty of introducing change in current practices, and a lack of resources (time and financial) for its correct adoption.
- According to ECAMOM's management, their member farmers have confidence in the trainers' technical expertise but primarily they rely on prejudices and previous experience. In order to overcome these issues, ECAMOM intends to appropriate certain plots in different sections to carry out several GAP (agroforestry, pruning, use of organic inputs, etc.) to set up examples and convince the farmers of its efficiency.
- A total of 3,168 farms have been visited or advised in 2022.

## Support material or training provided by ECAMOM for the implementation of GAP:

GAP	Description of support material or training
Pruning of cocoa trees	Free saws and tricycles, training of members
Pest and disease management	Training on integrated pest management and phytotreaters. Purchase of pesticides, personal protective equipment, medical examination of phytotreaters.
Shade management	Distribution and planting of shade trees, training on shade management.
Cocoa harvesting and pod breaking	Distribution of crushing tools and training of members in harvesting and post-harvesting techniques.

<sup>1</sup> Free on Board (FOB) means that the seller delivers when the goods pass the ship's rail at the named port of shipment. From that point forward, the buyer has to bear all costs and risks of loss or damage to the goods. Under FOB terms, the seller is required to clear the goods for export.

<sup>2</sup> Using the exchange rate valid on 30 September of each season, available on the website: <https://www.oanda.com/currency/converter/>

<sup>3</sup> "Farm gate price" refers to the gate of the certified producer entity (e.g. the Small-scale Producer Organisation) and not the gate of the individual producer's farm. "Farm gate" therefore means that the seller (the certified producer entity) delivers when they place the goods at the buyer's disposal at the seller's premises.

<sup>4</sup> For more information, read Fairtrade International's Cocoa Price Differential announcement from October 2021: [https://files.fairtrade.net/standards/2021-10-05\\_Cocoa\\_FMPdifferential\\_Announcement\\_EN.pdf](https://files.fairtrade.net/standards/2021-10-05_Cocoa_FMPdifferential_Announcement_EN.pdf)





## 6. Capacity-building and democracy

This chapter on capacity-building and democracy covers the topics of trainings, Fairtrade Premium use, and decision-making within the cooperative, as described by the following Key Performance Indicators:



- **KPI 4:** Trainings are available, accessible and relevant for farmers and cooperative staff



- **KPI 5:** The use of Fairtrade Premium contributes strategically to the cooperative's development



- **KPI 6:** Democratic structures are strengthened within the cooperative

### 6.1 Trainings



**KPI 4:** Trainings are available, accessible and relevant for farmers and cooperative staff

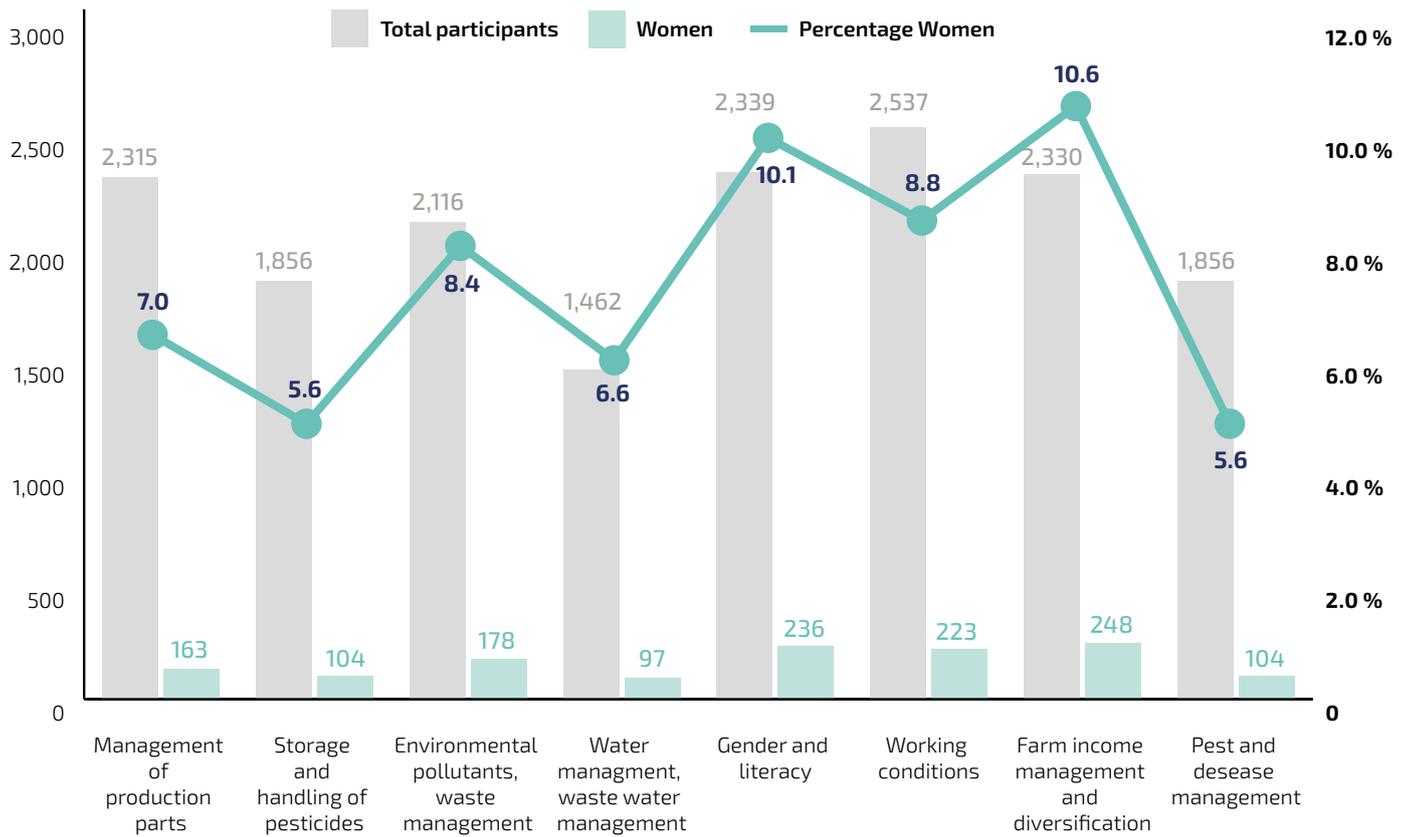
This KPI is measured via the following data collection point:

- Number and type of trainings provided to cooperative staff, members and members' relatives by training topic, number of participants and gender

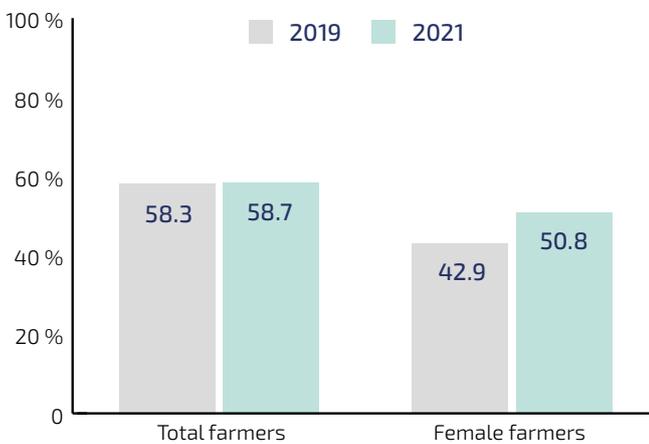
#### Highlights:

- A total of 8 different thematic trainings were provided by ECAMOM to its members in 2021.
- On average, each training reached 2,101 members, which represents 58.7 % of all ECAMOM members in 2021.
- The ratio of female members attending the trainings increased to 50.8 % in 2021 from 42.9 % in 2019.
- In 2021, as part of the West Africa Cocoa Programme (WACP), Fairtrade Africa conducted a total of 12 trainings or support visits to ECAMOM – an average of 3 per quarter – on different topics (social and environmental compliance and awareness, strategic and operational management, etc.). In total, 366 members, including 105 women, attended these sessions.

## Trainings by topic and number of participants 2021



## Reach of trainings



Pictures: Trainings conducted by ECAMOM in season 2021-2022. October 5, 2022



### Interview with Kouadio N'Guessan Edmond, one of ECAMOM's agricultural trainers:

#### Since when are you working for ECAMOM in this position?

I am Kouadio N'Guessan Edmond. I am 27 years old and I have been a trainer at ECAMOM for 7 years.

#### What is the most challenging part of your work?

The challenges I mostly face during my training activities with ECAMOM members are related to their availability to attend a training. It is not easy to always coordinate a date or timeslot that suits members. This leads me to having to carry out more training sessions than the ones initially planned in order to achieve the goals.

#### In your opinion, what are the main challenges faced by the members of ECAMOM when it comes to training and farming?

It is hard to generalise, but the challenges I mostly see are that members neglect to implement the Good Agricultural Practices that we trained them on, the lack of workforce to rely on during the different stages of cocoa production, and the insufficient or lack of adequate agricultural equipment.

## Trainings and support provided by FT Africa to ECAMOM in 2021 within the WACP:

Training Topic and Description		Participants/Beneficiaries		
Topic	Description	Men	Women	Total
<b>Workshop on Fairtrade System awareness and Fairtrade SPO, Cocoa Standard with ToT</b>	Presentation of Fairtrade System and Fairtrade strategy 2021-2025, Analysis of the 4 chapters of SPO Standard, Analysis of Cocoa Standard, Examination of Flocert Public compliance criteria, presentation of SDF model	2	0	2
<b>Joint, Review and Planning Meeting</b>	Review of activities carried out within cooperatives in 2020 Feedback and self-assessment from organizations: What worked? What needs to be improved? Presentation of training sessions planned for 2021 and identification of cooperative needs, Presentation of CEA-WAN Congress and Convention, Membership fees and annual CEA contribution, Recover Fund, Common Fund Project, Pro-Planteurs Project	3	0	3
<b>Strategic Support</b>	Presentation of Fairtrade strategy 2021-2025, Presentation of the 7 co-operative principles, Roles and responsibilities of officers and members (working group), SWOT analysis, cooperative strategy Plan, cooperative Transformative Map, Statute and internal regulations and OHADA, Collection of cooperative' expectations & Needs with regard to CEA	16	2	18
<b>Workshop on Fairtrade System awareness and Fairtrade SPO, Cocoa Standard and Flocert Public Compliance criteria</b>	Presentation of Fairtrade System and Fairtrade strategy 2021-2025, Analysis of the 4 chapters of SPO Standard, Analysis of Cocoa Standard, Examination of Flocert Public compliance criteria, presentation of SDF model, understand of the drawing of FDP (A, B and C)	2	2	4
<b>Workshop Training of Trainers for cascading training at cooperative community level</b>	FT awareness, training facilitation, explanation of cooperative structure- role and responsibility of each actor and various organ- 7 principles of cooperative, examination of OHADA law, examination of the four chapters of FT Standard (focus on chapter 3 and 4), Producer Income Management, sensibilization on IMS	1	0	1
<b>Peer to Peer Learning Visit</b>	Cooperatives come to learn about good cocoa farming practices (Bio practices and result) at one cooperative, how to make organic pesticides and fertilizers, how organic cocoa should be podded, to see the difference between the conventional farm and the organic farm.	3	0	3
<b>Social Compliance, Child Labour and Gender Policies</b>	Legal framework, light works and minimum work (ILO 18, 182), hazardous framework, Child labour reporting requirements, Childs policies, Gender strategy	17	18	35
<b>Fight against Child Trafficking</b>	What is trafficking? Why do we talk about child trafficking? How to avoid these cases of trafficking? What must we do if it is found?	15	5	20
<b>WAN Regional Congress and Covention -CDI</b>	Election of WAN Delegates and Strengthen the resilience of Producers through trade.	1	1	2
<b>GAP/ICF/Climate Change</b>	Definition of climate change, Causes of climate change, Activities that enhance climate change, Actions to slow down climate change, Action to mitigate impact of climate change, Additional livelihood activities, What is biodiversity? Importance of biodiversity in soil fertility? What is compost? Different elements on the farm to make compost, How to select the right pesticides? Importance of integrated pest management in GAP.	33	6	39
<b>Governance</b>	Definition of cooperatives and Cooperatives principals, OHADA law requirements and governance (Organisation for the Harmonization of Business Law in Africa), Fairtrade requirement on governance – members right and duties, Governance bodies & decision-making process Membership and member's engagement, What is participation? Different types of participation? Classification of different levels of participation, What is Leadership?	12	3	15
<b>Follow Up on Thematic training &amp; Fairtrade awareness</b>	Presentation & analysis of Fairtrade Logo, Presentation of Fairtrade System and Commerce Equitable Afrique, Presentation of Fairtrade Africa 2021-2025 Strategy Plan, Reminder on the GAP/ICF/Climate Change, Reminder on Cooperative leaders role & responsibility, Reminder on Child and forced labour, Awareness raising on how Producer can manage their Income	46	28	74
<b>ToTs Cascading Training at community level</b>	Training and awareness raising on forced labour and child trafficking. Awareness raising on the fight against the effects of climate change and especially awareness raising on the cocoa and forest initiative	110	40	150
<b>Fight against Child Trafficking</b>		<b>15</b>	<b>5</b>	<b>20</b>

**Pictures: Training conducted by Fairtrade Africa**



Pictures above: Thematic training on governance with ECAMOM in Soubre



Pictures on the right: Composting session with ECAMOM in Lakzakro section



## 6.2 Fairtrade Premium projects



**KPI 5:** The use of Fairtrade Premium contributes strategically to the development of the cooperative

This KPI is measured via the following data collection points:

- Fairtrade Premium received
- Projects financed by Fairtrade Premium
- Selection of Premium projects

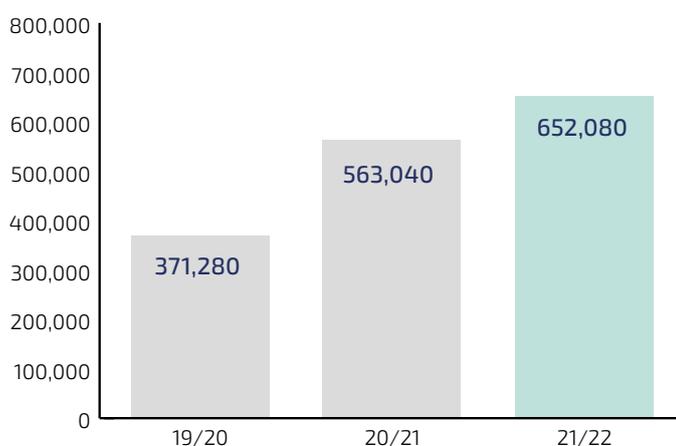
**Note:** The Fairtrade Premium plan is approved in the annual General Assembly (GA) that takes place in June each year. ECAMOM uses the Fairtrade sales of the just-about-to-be-finalised cocoa season as a basis for the overall Fairtrade budget. The execution of the plan runs until the next GA in June the following year, where the plan's actuals and achievements are presented.

In this report, we refer to the year when the initial Premium plan was approved, with its execution running until the middle of the following year (e.g. 2021 stands for June 2021 to June 2022).

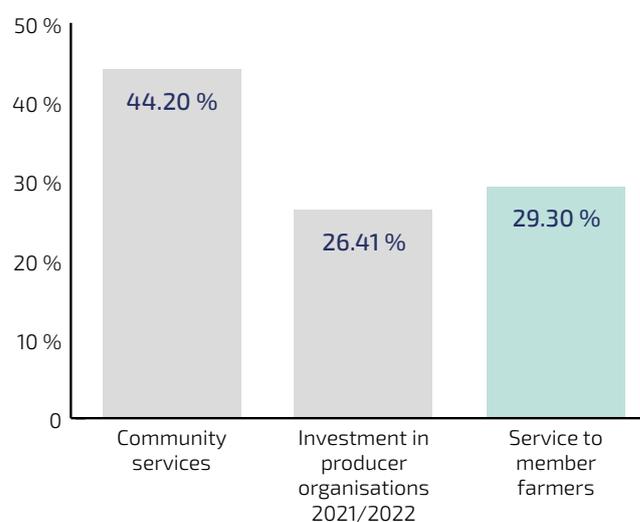
### Highlights:

- The Fairtrade Premium (defined as 240 USD per MT of cocoa FOB sold as Fairtrade) received by ECAMOM increased by approx. 76 % from season 2019/2020 to season 2021/2022, due to the sales increase under Fairtrade terms.
- The nature of projects financed with the FT Premium changed between monitoring periods. In the Premium Project Development Plan for 2021/2022, a total of 29.3 % of the Premium was invested in services to member farmers, 44.2 % in community services and 26.41 % in the cooperative itself.
- In 2022, ECAMOM transferred a considerable percentage of the Fairtrade Premium received (around 25.4 %) as a cash payment to its members, proportional to their cocoa deliveries.

### Overall Fairtrade Premium received in USD



### Nature of projects financed with the FT Premium



## Fairtrade Premium Project Development Plan for 2021/2022 & 2022/2023:

Listed below are the activities and projects financed with the Fairtrade Premium from season 2020/2021 and season 2021/2022.

Description	Category	Development Plan 21/22	Development Plan 22/23
		% of total FT Premium received	% of total FT Premium received
Producer Premium (40 XOF/kg) (0.06 EUR/kg)	Services to member farmers	25.4 %	24.6 %
Construction of the agricultural training centre (climate change and sustainable development, crop defence, agricultural economics, livestock, plant production)	Community services	n/a	20.3 %
Construction of five boreholes in the sections	Community services	13.5 %	n/a
Salaries to field schools and per diem for trainers, environmental officer and contact person	Community services	7.8 %	10.8 %
Construction and completion of the headquarters	Investment in producer organisations	n/a	9.5 %
Acquisition of land for the construction of the headquarters	Investment in producer organisations	3.6 %	n/a
Working capital for the cocoa season 2022-2023	Investment in producer organisations	15.9 %	9.5 %
Financing of an organic cocoa project	Community services	7.1 %	n/a
Acquisition of a 4,800 m <sup>2</sup> plot of land for the construction of a vocational training centre	Community services	4.2 %	n/a
Purchase of vehicles	Investment in producer organisations	6.1 %	4.6 %
Distribution of school kits to the member's children	Community services	5.4 %	4.1 %
Budget certification	Investment in producer organisations	n/a	2.8 %
Financing the activities of the leadership school	Community services	2.9 %	n/a
Health insurance for workers and members	Services to member farmers	2.5 %	2.7 %
Creation of a poultry farm for the students of the leadership school	Community services	n/a	2.2 %
Acquisition of software for IMS data processing	Investment in producer organisations	2.1 %	n/a
Digitisation of IMS data and website animation	Investment in producer organisations	n/a	2.0 %
Christmas trees for the members' children	Community services	1.8 %	0.8 %
Payment of FLOCERT audit invoice	Investment in producer organisations	0.8 %	0.7 %
Purchase of a motorcycle	Investment in producer organisations	n/a	0.5 %
Financial audit fees	Investment in producer organisations	0.5 %	0.4 %
Participation in the Fairtrade congress and convention in Yamoussoukro	Investment in producer organisations	0.2 %	0.2 %

The member and community consultations for the Fairtrade Premium from the season 2021/2022 took place in May 2022. The Board of Directors established the Development Plan for the season 2022/2023 on May 21, 2022 and it was approved by the General Assembly on June 17, 2022.

### **Fairtrade Premium – selected projects and their impact**

This chapter features five projects financed with the Fairtrade Premium and selected by ECAMOM for inclusion in this report. These projects are:

1. Fairtrade Premium share distributed to members
2. Acquisition of land for the construction of a training centre
3. Five water boreholes
4. Salaries paid to management staff
5. Organic cocoa project

#### **1. Fairtrade Premium share distributed to members:**

In 2022, ECAMOM distributed a proportion of the Fairtrade Premium (40 XOF/kg - 0.06 EUR/kg) as cash to its members, proportional to their cocoa deliveries. For the 2021/2022 season deliveries, this bonus payment to members occurred between July 1-9, 2022, with a total of 93,836,680 XOF (143,053 EUR) distributed among 2,345 members.



## 2. Acquisition of land for the construction of a training center:

In October 2021, ECAMOM acquired an area of 4,800 m<sup>2</sup> near Krohon for 15,600,000 XOF (23,782 EUR) as the future location of an agricultural training centre.

The goal of the training centre is to increase the cocoa farmers' GAP knowledge and to attract young people into the cocoa business. The centre will comprise training rooms, a director's office, a commissary, educators' offices and fields for the practical exercises.

Part of next year's 2022/2023 Fairtrade Premium will be used for the construction of the centre.



## 3. Five water boreholes

The cooperative has drilled 5 boreholes to supply members and communities with drinking water in the following villages: Sokoura, Assemiankro, Bolendrikro, Kouakouemikro and Felixkro. A total of 392 members, their families and the large community benefit from these boreholes. The drilling cost totalled 50,000,000 XOF (76,224 EUR).



#### 4. Salaries paid to management staff:

In total, 1 environmental manager, 22 trainers, 18 relay farmers, 1 contact person and 4 train-the-trainer staff were paid 12 months' salary, totalling 28,800,000 XOF (43,905 EUR).

#### 5. Organic cocoa project

ECAMOM has partnered with AVSF (Agronomes et Vétérinaires Sans Frontières) to finance the organic cocoa project. AVSF finances 80 % of the project and ECAMOM the remaining 20 %. An essential part of this project is the use of biopesticide, with the establishment of a biopesticide production unit and the adaptation of conventional farms to organic standards. More than 200 cooperative members are to benefit from this project.



#### Pictures from a Section Assembly:



## 6.3 Democratic structures within the cooperative



**KPI 6:** Democratic structures are strengthened within the cooperative

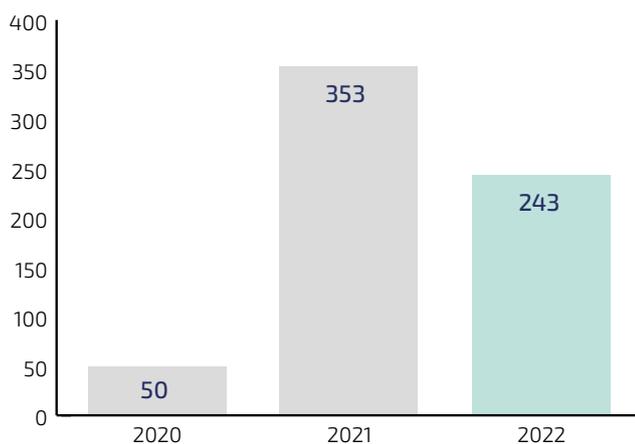
This KPI is measured via the following data collection points:

- Specific measures taken by the cooperative to inform members about planning and decision-making processes
- Participation of members at events for decision-making and planning
- Number of Non-Conformities as regards the democracy chapter of FLOCERT's audit checklist

### Highlights:

- In 2022, 3 Non-Conformities were found during the Fairtrade audit within the category "Democracy, Participation and Transparency", compared with 6 in 2021.
- The total number of members attending the annual GA decreased from 353 in 2021 to 243 in 2022. In 2020, the attendance was reduced to 50 members, due to Covid-19 restrictions limiting the gathering of people above that number.
- The percentage of female attendance in relation to total attendance also decreased from 39 % in 2021 to 10 % in 2022. The main reason for the low attendance was the bad weather conditions during the annual GA. As most of the female farmers have their fields and homes in remote areas, the torrential rain prevented them from reaching the location of the annual GA. Another obstacle is that women tend to be asked to take care of the catering and are therefore occupied during discussions.
- ECAMOM has an inclusive and transparent process of engagement with its members, which follows its democratic by-laws. The process is also clear and inclusive for defining, approving and reporting on the projects financed by the Fairtrade Premium.

### Number of members attending GA



### Pictures from the General Assembly:



General Manager of ECAMOM, Héléne Kouame





## 7. Social and environmental justice

### 7.1 Child protection



**KPI 7:** Protection of children is assured and strengthened at cooperative and member level

This KPI is measured via the following data collection point:

- Specific activities addressing child protection and support; and number of children reached

#### Highlights:

- ECAMOM has a Child Labour Monitoring and Remediation System, in line with the system recommended by the International Cocoa Initiative (ICI). This was set up as the initial ICI system did not cover all members.
- A total of 44 cases of child labour irregularities were detected and reported to the child labour committee in 2022. This represents a reduction of 42 % since 2019/2020.
- ECAMOM carried out various awareness activities in the communities on child labour and their irregularities. One of these was ECAMOM's collaboration on the topic of children's rights with the Ministry of Human Rights and the ICI Foundation.
- ECAMOM also carried out trainings, attended by 69 % of members, on the subject of working conditions, including child labour.
- As part of their producer support work, Fairtrade Africa delivered 3 trainings on social compliance and child labour law and requirements in 2021, reaching a total of 205 ECAMOM members and representatives.

## Monitoring and acting on child labour:

One of ECAMOM's priorities for 2022 was to strengthen the committee's activities against child labour and to deliver child labour awareness sessions in its members' communities.

In 2021, ECAMOM set up a committee to combat child labour with the assistance of the Ministry of Human Rights. This committee, made up of 12 people, has the essential role of:

- sensitising members and their households to child labour;
- collecting data on households to capture children's activities and detect possible cases of child labour;
- remediating observed cases of child labour.

Training was provided to the child labour committee by the Ministry of Human Rights (November 26, 2021) and the ICI Foundation (July 20 to 21, 2022).

In total, ECAMOM conducted the following children's rights-related activities in 2022:

- 2 awareness sessions (in Sokoura and Kradji), with a total of 260 people sensitised in 2021/2022.

- 330 local awareness sessions (dedicated to individual households) in 2022.
- 380 households' data collected in 2022.
- All cases of child labour irregularities identified by the child labour committees are being addressed.
  - According to the information gathered, these were children who have dropped out of school and worked on their parents' fields.
  - The activities carried out were generally the carrying of heavy loads, the use of sharp tools and the weeding of cocoa plots.
  - The child labour cases were identified via data collection at the community and household level, interviews and farm visits.
- 10 wheelbarrows donated to parents to avoid children carrying heavy loads.
- 80 birth certificates formalised in order to allow children to attend school.
- 6 children benefited from school fees of 15,000 XOF (22.8 EUR) per child.

## Pictures of awareness sessions and school kits:



## 7.2 Gender equality



**KPI 8:** Gender equality is recognised as a principle and a practice by the organisation and its members

This KPI is measured via the following data collection points:

- Specific activities addressing gender equality and women's empowerment
- Gender equality indicators: farmers, management, beneficiaries of projects

### Highlights:

- A total of 6 women from ECAMOM participated in Fairtrade Africa's Women's School of Leadership (WSOL) initiative ([www.fairtradeafrica.net/womens-school-of-leadership](http://www.fairtradeafrica.net/womens-school-of-leadership)). This initiative raises awareness about gender issues and supports producer organisations to understand and integrate women more fully into their membership and decision-making. The training began on November 26, 2021 and ended on December 11, 2021. The selected participants are setting up a poultry farm and will benefit from the learnings of this leadership workshop. A monitoring system has been implemented in order to address potential problems. The poultry initiative has been co-financed with Fairtrade Premium and funds from Fairtrade Africa.
- By 2022, 6 out of 55 staff positions were held by women at ECAMOM, totalling 1 % of ECAMOM's staff.
- ECAMOM perceives many external factors that impede a higher participation rate of women in cocoa farming. Some of these are historical or cultural but also physical.

### ECAMOM's perspective on the factors that undermine a higher number of female cocoa growers:

#	Factors	Degree of weight/importance
1	Insecurity to get to / work on the farm	Medium
2	The difficulty of managing an employed labour force (payment, supervision, of activities)	High
3	Physical work on the farm is demanding	High
4	Most ownership of the holding is given to men	High
5	Women who own title tend to pass it (rent/sale) to men	Medium
6	Women are mainly responsible for household tasks	Low

With these factors in mind, ECAMOM plans to encourage male members to give parts of their plots to women in order for them to become more autonomous and participative.

## Pictures of ECAMOM members' graduation as part of Fairtrade Africa's Women's School of Leadership initiative:



### 7.3 Sustainable land use



**KPI 9:** Effective measures are taken to foster sustainable land use and reduce deforestation

This KPI is measured via the following data collection points:

- Specific activities and measures taken by cooperative to track deforestation and sustainable land use
- GPS mapping of farms

#### Highlights:

- All farms and plots of ECAMOM members are mapped by GPS.
- ECAMOM demonstrated its availability and interest in piloting one agroforestry project in the future. Such an opportunity was discussed during ALDI and Fairtrade Germany's field visit to ECAMOM in October 2022.
- ECAMOM is part of the expanded digitalisation pilot project by Fairtrade International, Fairtrade Africa and digital solutions provider, Farmforce. ECAMOM started the trainings in May 2022 and is currently using Farmforce to establish a digital Internal Management System (IMS). Further information on the pilot can be found here: [In Côte d'Ivoire, Fairtrade and Farmforce Scale-Up 'Fair Data' Partnership for Cocoa Farmers](#)



## 8. Field visit with ALDI in October 2022

Picture above: Group photo of ECAMOM leaders, community members, ALDI and FT Germany

In October 2022, ALDI visited ECAMOM in Méagui together with Fairtrade Africa and Fairtrade Germany to discuss the cooperative's current challenges and future needs.

After discussions between the different partners at the ECAMOM headquarters in Méagui, the delegation visited a plantation for a harvesting, shelling and fermentation session in the Allokokonankro community. One of the Premium projects, the production of organic fertiliser, was presented by one of ECAMOM's project leads. The delegation's next stop was the Sokoura community, where the school has been built with the help of Fairtrade Premium payments.

The trip concluded with discussions on open questions and possible future collaborations.



Pictures on the right: ECAMOM headquarters meeting with ECAMOM leaders, ALDI, FT Africa and FT Germany in October 2022

Field visit to Allokokonankro community with ECAMOM leaders, ALDI, FT Africa and FT Germany

According to ECAMOM's management, the cooperative was able to implement several projects both at cooperative and community level with the Fairtrade Premium received in the last cocoa seasons.

However, ECAMOM has still several objectives for the future and listed the following project areas as a priority for the upcoming years:

1. **Agroforestry Project:** ECAMOM would like to start an agroforestry project in order to achieve long-term higher productivity and to create an agricultural system resilient to climate change.
2. **Child Labour Monitoring and Remediation System:** the cooperative is already implementing different systems in order to fight child labour. However, according to ECAMOM's management, more activities and trainings need to take place. Awareness raising and remediation measures are the two main points to work on.
3. **Construction of a training centre:** in order to increase farmers' knowledge of cocoa cultivation and good agricultural practices, the construction of a training centre is planned. The centre will also help the cooperative to involve and empower young farmers in the cocoa business.
4. **Gender equality:** In 2021, 6 women from ECAMOM were able to participate in Fairtrade Africa's Women's School of Leadership (WSOL) initiative. ECAMOM would like to make this opportunity available to more women.
5. **Organic certification:** Through the use of biofertilizers and mechanical as well as biological pest control techniques, the negative environmental effects of the agricultural production have been reduced. At the same time, a boost in yield was registered. Consequently, an increasing number of farmers are in the process of shifting to organic production. The next step will be to obtain an organic certification. ECAMOM could become one of the few cooperatives in West Africa to produce organic cocoa.
6. **Reforestation:** the cooperative is planning to reforest some areas, which have been deforested in the past for agricultural or mining purposes. ECAMOM hopes to restore the biodiversity of the territory by planting native species.



## Photographs:

### Credits

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