

GALS, empowering individuals to walk the dream



3. The champion stories

The champion stories provide the qualitative information on fortifying or confirming the changed behaviour and social empowerment on the farm production level.

3.1 Today is better than yesterday

I am Theresia (45 years old) from Tengkositoru Hamlet, Rante Mario Village, Luwu Timur District and one of the participants in the GALS training. I am delighted to be involved in GALS training 4 months ago, as I gained knowledge and courage to have family financial planning. In the beginning, I did not expect that the training would bring economic benefit. I was not aware of my dreams, but now I have drawn my dreams and should be responsible to make them come true. Before, I did not know how to manage the expense like better control of rice consumption by reducing a handful and store it. When the rice is depleting, the stored rice (idea) is very helpful to cover next week rice consumption. Also, I care less of the family expenses, but now I carefully managing the expenses and thinking to seek for additional income aside from cocoa farming.

I am glad that I shared GALS knowledge with my husband. He positively supports to improve the family’s income other than cocoa, and he committed to help pig farming, growing herbs like ginger, galangal, turmeric, and Californian papaya. Not only that, my husband has started to carry on domestic works, feeding livestock, and more frequent going to cocoa farm than before. He also stops gambling (i.e. cock fight).

My husband and I used to borrow money from Credit Union (Sauan Sibarrung) and Marendeng Cooperative, but we are firmly to pay off the credit and start saving to achieve our dream. This change is important, only few months after training, our financial situation is more stable.

I am grateful to be part of the training. Otherwise, I would not have a clue to advise my children on their future. After the training, I presented my drawing to my children. First, they were laughing at the drawing of my visioning and vision journey, but after I explained the details, my children started to think that they also can change and contribute to reduce family expense. My first child has reduced the smoking and reallocate the cigarette money to cultural Toraja ceremony. He also starts



... my husband has started to carry on domestic works, feeding livestock, and more frequent going to cocoa farm than before. He also stops gambling (i.e. cock fight), (Ibu Theresia, 45 yo).

to help me to finance his younger brothers school fee who currently at the elementary and middle school.

I am very pleased that I am today is different than I was yesterday because of this program. I hope Swisscontact and Mars could help me to propose a distribution of maize seedling, as part of effort to have additional incomes. Also, now the group members are rehabilitating their cocoa farms, I hope that the fertilizer distribution can be monitored because of the fertilizer shortage in my village, Rante Mario.

Nowadays, I keep sharing knowledge with other people, while listening, observing and learning from other people's situations, adopting the good things to realise my dreams. Before, I care less about my household situation, but now I appreciate time to keep working every day and achieve our dreams.

3.2 Changed mindset, a road to success

I am Yunus, P (48 years old) from Rante Mario Village, Bina Kakao I Group, and had trained on GALS tools on September 2019, Aula Hotel Sikumbang, Tomoni, East Luwu District. I am happy to join this program because I gain benefit from this participation.



One of my goals recently has accomplished, to buy a farm, from the saving of growing cocoa and pepper, and raising pigs, to combine with a loan from Marendeng Cooperative, (Pak Yunus P, 48 yo).

After GALS training, my mindset has changed, before I did not have a plan, but now I want to succeed to reach my goals. After shared GALS knowledge with my wife, she also tries to realize our goals. From reducing meal expense through growing vegetables to prepare our daily meals, and no longer overspending on clothes and accessories.

Not only my wife, I also change to a better person. Now, I have a work plan for managing cocoa farm and more frequent to go to farm than before. One of my goals recently has accomplished to buy a farm, from the saving of growing cocoa and pepper, and raising pigs, to combine with a loan from *Marendeng* Cooperative. Now we make decisions together, from looking after the cocoa farm, pepper, pig and other works. So, working together becomes more balanced.

3.3 My transformation in finance and health

I am Hasnawi (45 years old), a cocoa farmer from Mattirowalie group, Kasintuwu Village. I am very pleased and proud participated in GALS training to represent my farmer group in last September 2019. I am grateful for meeting the experience coach and gain GALS knowledge package.



My transformation is reducing cigarette expense and smoking habit. Reduce cigarette is the most important change in my life, (Pak Hasnawi, 45 yo).

After joining the training, the transformation in my family are happening. Before the training, I could not manage the household finance, but now with the support of my wife we are able to manage the expenses. Based on the action plan and vision journey I drew, I am starting to rejuvenate the farm, recently I replanted about 50 seedlings and planning to side-grafting cocoa trees. I also plant other crops as the alternative income like cloves, pepper, durian, avocado, and mangosteen.

My transformation is reducing cigarette expense and smoking habit. Reduce cigarette is the most important change in my life. Before, I smoked one pack cigarettes per day, now one pack per two days. Leaving the cigarette at home when going to the farm, hiding cigarette after mealtime are ways to reduce it. We also reduce the consumption of sugar and rice that has affected our family finance and health conditions.

Because of the program, we decided to share the tasks between my wife and me. I will focus to maintain the farms, cocoa and other crops, meanwhile my wife is focusing on looking after the goat and chicken, and domestic works.

Lastly, I have shared the GALS experience to my neighbor by visiting their house, they were pleased, informed and motivated. In the future, I hope that Swisscontact could revive the farmer groups, as we are learning together to solve financial management and healthy lifestyle.

3.4 Journey to dreams

ESCP is the first program that I am participating to improve myself, my family, and farmer group by setting the vision and action plans for daily activities. My name is Masrul, 50 years old, from Malela Farmer Group, Margelembo Village. Since participating in the GALS training on September 2019, I experience some changes in my life.

Before the program, I did not have a plan or agenda for my daily activities and what is the target. From the training, I can set my agenda for cocoa farm maintenance and other activities that helps me to achieve the targets and expectation. I used to go to the farm whenever I want without a set workplan. Now, it is more efficient on a set schedule like when the correct time for spraying is, fertilizing, pruning, and so on.

I shared my drawing of vision journey and happy family tree to my child who are in the second grade. He asked many questions but started to do some light housework and cooking with my wife. My wife has reduced the expense for clothing and accessories. She is also lending hand in the farm such as doing pod sleeving. We both decided to hire a worker to help us on spraying and weeding.

To look for additional income, I have planted durian and patchouli. Patchouli is short season crop with two-month crops cycle.

The most important change in my life, I can make planning and setting activities, and gaining supports from my wife and child to achieve our dreams. When I shared GALS ideas to Malela and Bahagia farmer groups, they were very motivated to participate in the program. However, every farmer perceived the idea differently, and hopefully the encouragement can be supported further by Swisscontact.



I used to go to the farm whenever I want without a set workplan. Now, it is more efficient on a set schedule like when is the correct time for spraying, fertilizing, pruning, and so on, (Pak Masrul, 50 yo).

4. The platform stories

Another element of ESCP is supporting the institutional level to uptake the gender approach through government regulation and academic institutions.

4.1 Facilitating cocoa-specific fertilizer

For many years, CSP members have been discussing the problem of soil condition. Cocoa farmers have not been using appropriate fertilizer on their farms, resulting in bad soil and poor productivity. No one dreamed it would be possible for CSP members to come together to agree on cocoa-specific fertilizer formulations, let alone get government approval for those formulations, initiate fertilizer production, advocate to the government for subsidies, coordinate with local governments down to the farmer group level, and trigger distribution. Yet, all of these things were accomplished in 2019.

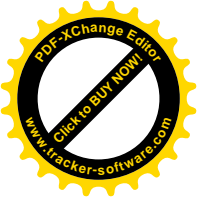
Cocoa-specific fertilizer has been formulated and prepared for distribution with the support of subsidy from the Indonesian National Government.

This was a massive indicator of increased capacity of the CSP EO.

Through capacity building skills activities and strategic lobbying/advocacy planning, executive office personnel proved their ability to bring together private and public sector cocoa stakeholders at all levels to accomplish something very special. Not only will the success of the cocoa-specific fertilizer initiative positively impact cocoa farmer families, but it also helped CSP gain recognition, setting a precedent for more initiatives in the future.



Figure 13: Launching cocoa specific fertilizer



Exciting highlights of achievement from this initiative included:

- CSP recommended fertilizer formula registered
- Productive meetings with relevant government and non-government stakeholders
- Facilitation of focus group discussions/socialization at the national level down to the farmer level
- Working toward procuring funding for monitoring and evaluation
- 17,000 metric tons of fertilizer distributed in Sulawesi
- Initiative approved, supported, and moving forward in 2020

4.2 Approved data-sharing agreement

Anyone who has been familiar with CSP over the last several years will know that data-sharing between members is a contentious issue. One theoretical value that a neutral platform can provide is facilitating the sharing of data between members, compiling various member farmer data into an anonymous collective body of data. Year after year, this was unable to be accomplished, until August of 2019 when the Supervisory Board agreed to the terms, followed by complete member agreement at the following General Assembly meeting.

The significance of this achievement in relation to the Capacity Building program is that not only is the CSP EO showing itself increasingly capable in engaging the government, but also is showing progress in its ability to bring members together to solve problems. This can be partially linked to communication-related capacity building activities, as well as the overall momentum that this program provided in 2019.

CSP members have agreed upon terms for a long-awaited Data-Sharing agreement, thus visibly increasing member cooperation

Transforming Vision into Action



After training, the program also strengthened the farmers' capacity on manage their agribusiness activities by conducting follow-up coaching and assisting the group in market plan development. The women groups who produced vegetables was linked to the vegetable's traders. On the other hand, the group who produced the compost prefer to use the compost for their own rather than selling to the other farmers as the need is already high. The groups are planning to increase the compost production capacity amidst the demand rise of the compost fertilizers from nearby farmers.

The Program also provides support to groups in the form of equipment and materials needed for the implementation of business plan developed by each group. This assistance is intended to stimulate and complement to what the group already has in order to realize the plans. This assistance is given to groups, so that it is hoped that it can initiate the collective activities. Through these collective activities, they can work together for a better future.

The facilitator facilitates the group to develop a group agreement on the management mechanism and the benefit distribution mechanism for the group. This agreement is important, in addition to providing clarity about its management as well as to avoid conflict in the group. In the past, group activities often fail due to unclear management and conflicts within the group.

3 The changing stories from the field

Not only champions having life-changing exposure during program participation, but the first layer farmers who have received GALS knowledge from champions are also experiencing the changes. This section tells the stories from the field using *Most Significant Change* (MSC) approach for 6 first layer farmers.

The stories provide qualitative information on fortifying or confirming the changed behaviour and social empowerment on the farm production level and livelihood aspects. The fact that there are changes or improvements for first layer farmers is already "the most significant changes" itself.

3.1 Achieving Dreams through Agribusiness and Social Networking



“Significant changes are not merely about materialistic achievement from cocoa and other crop farming. Leading and representing my neighborhood to be recognized and involved in social development at village level brings me a joy in experience it.”

My name is Supriatin a.k.a. Tien, 40 years old, coming from Margolembo Village of Mangkutana Subdistrict. I am a first layer farmer of the program and received GALS knowledge from my peer farmer

(program term: “champion”). Since then, I gained new experience, getting to know with other farmers, and it motivated me to maintain cocoa farm better. I was enthusiastic to involve in the training method using GALS which are easy to understand and practical.

My networking has been widened and I received much knowledge and information regarding cocoa farming from more sources. My communication skills internally with family and socially with others have also been improved. My husband supported me and worked together with me to achieve dreams that drawn on paper. In the social interaction with community, my confidence has significantly increased to come forward meeting people or joining public events and give my opinions or thoughts. I feel like my confidence and leadership have eventually arisen.

Not all changes are merely about personality, income from cocoa farming and timber plantation has been raised since participating the program. I have started to cultivate eggplants, pumpkin, and drumstick tree (*Moringa Oleifera*) in the backyard. I also planted spices like curcumin and ginger. Moreover, I earned additional income from Lombok chili production for about 20,000 – 50,000 rupiahs per a selling term. Those plantations can fulfil household consumption and daily needs, so I saved some grocery shopping budget. In addition to saving behaviour, my family has solved the over-consumption of rice from 35 kg/month to 25-30 kg/month. Alternatively, I substituted it with banana and sweet potato. Overall, I achieved my monthly saving target written in my GALS drawings which is 500,000 rupiahs in a month.

My hope is that this training program can be continued and reach wider beneficiaries because there are many farmers having inadequate knowledge and skills about cocoa cultivation as well as the way of changing their livelihood to achieve their own dreams.

3.2 Changing Mindset for Success



“Many positive things in both farming and daily life that never been considered beforehand have become my focus and I quickly implemented them”

Agustinus, 55 years old

I am a cocoa farmer from Rante Mario Village commonly known as Agustinus (55 years old). In the beginning of 2020, my friend (i.e. a program champion) from Tengkositoru village shared GALS knowledge to me. Two months later, I received training on GALS tools review. Coming home, I shared GALS knowledge with my wife and children.

I have never thought that GALS training can change my mindset a lot. Many positive things in both farming and daily life that never been considered beforehand have become my focus and I quickly

implemented them. As the results, my cocoa production has been increased and the bean quality was also improved. Prior to GALS exposure, I did not allocate time to maintain cocoa farm and even when I did the fertilizing or pest and disease control, it was failed because the timing and application methods were not accurate. During the program, I was developing the action plan, schedule, and following the seasonal calendar for the right timing of fertilizing and pest-disease control. I also decided to buy 400 top-grafted seedlings to add more productive trees.

In the daily life aspects, my wife has begun to help me in farming activities by doing the pruning and watering for pest-disease control. To save money from buying fertilizer which can be expensive, I have made *roraks* (sanitation trench in the farm) and produced my own compost fertilizer. With technical assistance from the program, I could produce 1.5 tons of compost. Previously, I spent about 1-1.5 million rupiahs buying urea fertilizer. Now I can save much from this budget allocation and only spent at the maximum of 200,000 rupiahs to buy chemical fertilizer. One of the most remarkable results for me is that many people from my neighbourhood asked me about progressed things in my cocoa farm. Some of them also requested a budwood of my cocoa trees for them to clone it.

In addition, I earned additional income from Lombok chili cultivation and some savings of my daily expenses like mobile charges/vouchers and cigarettes. The savings are important for the hedging or security deposit of the risk in the future. This financial literacy is another advantage I got from the program, as well as the working schedule that has been well managed.

I hope that GALS program can be sustainable and continues to monitor the trained farmers to keep them encouraged and motivated to get better in the future.

3.3 Back to Farm with Proper Planning and Action



“After many years coming back to cocoa farm, I have revived my passion in cocoa farming and started planting other crops to achieve my dreams of getting my children educated at the highest level”

Khadijah, a single mother with 5 children

Raising 5 children is my motivation to make changes for a better living. My name is Khadijah, a single parent with 5 children, living in Kasintuwu Village of Mangkutana Subdistrict. I am a first layer participant of GALS program from Mattirodeceng farmer group.

I have been a cocoa farmer for so long. Since the infamous periods of pest and disease attacking cocoa farm, I have stopped farming and become a non-permanent teacher in elementary school. After taking a seat in GALS training, my mindset has changed and had guts to go back to cocoa farm and maintain

it again. I am aiming to improve my livelihood in the future, so that I can afford my children getting formal education until undergraduate degree.

Post training, a lot of life changes were obtained such as saving behaviour, additional sources of income, and the division of household tasks. Nowadays, I do not have to go for grocery shopping for vegetables, tomatoes, Lombok chilis, cloves, and pepper because I have cultivated them all. Above that, I sold the surplus volumes of the chili production to the nearby markets and earned averagely 50,000 – 60,000 rupiahs in a week.

Furthermore, I have started livestock farming with 1 female goat as a future asset. I planned to sell the one and only goat, but when I participate the GALS workshop, I changed my mind and plan to breed this goat and sell when there are more goats in my farm. As I only had one female goat, I borrowed a male goat from a neighbour farmer to get her pregnant and reproduced other goats.

During my tenure in cocoa farming, I have never thought to buy any new seedlings. Through GALS framework, I was encouraged to add more cocoa productive trees. Hence, I did loan the money from local financial institution. Then I spent the money to buy 300 quality top-grafted seedlings with the hopes of increasing cocoa productivity and income within the next 2 years.

I have felt significant improvement in my livelihood and the biggest achievement is the 70% savings of my cooking expenses. Vegetables are now coming from my own yard and I make the cooking oil from my coconut trees. My children have also started to give a hand on the farm as well as in household tasks like washing clothes.

My wish is the continuity of the program to encourage the community to improve their livelihood and get life-changing experience, especially in *Ambawa* sub-village. Because I think the most important thing now is how we can do the action planning to achieve the dreams.

3.4 Working Hard and Living in Harmony



“Since taking part in the program, my family has been living in more harmony due to better livelihood and life balance.”

Ester Andaria, 45 years old

I was a first layer participant of the GALS program named Ester Andaria coming from Rante Mario Village of Tomoni Subdistrict. I was enthusiastic to take part in this program since it offers a massive positive experience. I have received many insights that I have never seen before.

Since taking part in the program, my family has been living in more harmony. I have shared GALS with my husband and children by showing my vision, dreams, and action plan. They responded very positively and devoted to fully support me.

My first change is the financial aspect. I could manage household finance better and add more sources of income by starting a small business and by cultivating vegetable and pepper plantation. I also tried being a reseller by buying vegetables at a friend's farm and sell them to the market.

Another achievement is the saving behaviour. I have reduced the consumption of major needs like rice, from consuming it 1.4 kg/day to 1 kg/day. Substituting rice, I cooked banana or sweet potato. My husband has reduced cigarette consumption and stopped cock-fight gamble. He also got a side job in addition to cocoa farming, and it has changed his mind-set to get better of himself for the brighter future of our family.

Before, I had nothing and did work at other people's farms with profit sharing. Now I already have my own land to plant more cocoa, still few trees though and intercropping with vegetables and other perennial crops. In addition to crop farming, I also breeding pigs. There have been 6 pigs consisting of 1 male, 2 females, and 3 babies. However, I have sold one pig worth 500,000 rupiahs, but my husband will hunt forest pig to produce more breeds.

The improvement does not only exist in my family, I see the network strengthening around neighbourhood as well like peaceful living, close to each other, and working together. Particularly, my farmer group namely KWT (*Kelompok Wanita Tani* or group of women farmers) has been very active and worked together to help each other after participating in this program.

3.5 Enjoying program activities, encouraging farming spirit



“The program through its planning tools has increased my courage in maintaining cocoa farms.”

Daeng Masalle, 60 years old

I am Daeng Masalle, a cocoa farmer aged 60 years old from Margolembo Village of Mangkutana Subdistrict. At my current age, I still enjoyed participating in a cocoa farmer program, especially this GALS program.

Previously, I have never been involved in training program and just done common-practice farming without any structured action plan. From my participation, I realized many advantages for me, my family, and people in surrounding. The program, through its planning tools has increased my courage in maintaining cocoa farms. I have ordered about 400 cocoa seedlings to add more producing trees in the farm. As alternative income while waiting the cocoa trees grows, I cultivated Lombok chilis. It was not me alone as my wife now has started to support me in farming, particularly maintaining the chili cultivation.

If I reflected the condition of my cocoa farm, it has been much improved in terms of maintenance like sanitation and other GAPs as well as bean production eventually. My biggest plan for the cocoa farm improvement is the replanting of cocoa trees to raise the tree productivity replacing the oldies. I also have prepared to plant 5,000 Lombok chili trees in a farm sized roughly 0.5 ha.

3.6 All-out Farming: More Income and Happier Family



“Cultivating vegetables, more money for savings, and dividing household tasks within family are things that never happened to me before”

Juheda, 53 years old

A joy feeling came towards me after obtained new knowledge and experience from GALS training. My name is Juheda (53 years old), a first layer participant from Rante Mario Village of Tomoni Subdistrict.

At the beginning of the program, I faced difficulties in applying GALS tools particularly on the drawing part. With all the support from my colleagues, I was motivated and eventually complete whole training process. I have shared the knowledge to husband and children. Their response was favourable that we have started to make changes in our daily life.

Before the training, I was reluctant to cultivate short seasonal plantation like vegetables. Afterwards, I realized that this kind of plantation is not that bad, and I started planting with few seedlings of vegetables received from the program. In my garden, I have intercropped some vegetables like Yard-long bean, Lombok chili, and other plants but not much. In recent weeks, I have sold two types of Lombok chili to the market. The revenue from the selling was saved in my savings account as part of my action plan in GALS tools. It was never happened before joining the training as the money from the selling was easily spent right away. I also reduced costs on clothes and cooking needs. The latter, for example, I got it from having planted my own vegetables. Thus, I got to know and practice a better household financial management than before.

Another change in my family is the division of labour for household tasks. My husband has started to help me cleaning the bedroom and my children are getting used to wash the dishes and clothes. I hope that the changes continue in my household life, so it can help us to reach our dreams.



4 The platform stories

Another element of ESCP is supporting the institutional level to uptake the gender approach through government regulation and academic institutions. CSP as Cocoa sector platform plays a key role in disseminating the GALS pilot result not only to its members but also to related Ministries as mandated in the program document. During the 2nd semester, CSP has shown good progress on both main components: Lobbying and Advocacy, and Capacity Building.

4.1 Lobbying and Advocacy

In spite of the unique challenges presented by the Covid-19 pandemic during the first part of 2020, the CSP Executive Office made remarkable progress in strengthening and applying lobbying and advocacy skills. In early 2020, many activities were conducted virtually, but yielded great results.

Since lobbying and advocacy is arguably one of the primary functions of the organization, the Executive Office worked with a consultant to develop a lobbying and advocacy strategy to gain influence and improve partnerships with public and private sectors. This strategy was implemented immediately and proved to be effective.

4.1.1 Private Sector Lobbying and Advocacy Outcomes

Cocoa-Specific Fertilizer Initiative

The cocoa-specific fertilizer initiative was a major accomplishment resulting from the ESCP program. It showed great capacity improvement on the part of the CSP Executive Office, becoming a springboard to gain greater influence among stakeholders, including for the purposes of the GALS programs.

Knowing that monitoring and evaluation would become essential to provide assurance that early success would lead to sustainable success, CSP was able to procure funding from PT. Pupuk Kalimantan Timur and IDH toward the monitoring of fertilizer distribution, and the evaluation of impact and results through demonstration plots and data collaboration.

“CSP was able to procure funding from PT. Pupuk Kalimantan Timur and IDH toward the monitoring of fertilizer distribution, and the evaluation of impact and results through demonstration plots and data collaboration.”

New Members

Through the application of the new Lobbying and Advocacy framework and strategy, the CSP Executive Office identified and approached various cocoa stakeholders with membership potential. As a result, in 2020 to date CSP has added three new members:

- JB Cocoa
- ECOM Trading (TMCI Program)

- Yayasan Sayangi Tunas Cilik (Save the Children)

The Executive Office looks forward to collaborating with these new members which provide new angles to the CSP membership. Aside from the enrichment of the CSP family, new members also contribute to the financial sustainability of CSP as an organization.

4.1.2 Public Sector Lobbying and Advocacy Outcomes

Coordinating and collaborating with various levels and divisions of the Indonesian government is extremely important for the success of CSP. Over the first year of the ESCP Program until now, there has been noticeable progress in this area as evidenced by concrete outcomes and developments.

Cocoa Fertilizer Collaboration

In February, the CSP Executive Office succeeded in gathering all regional heads of agricultural departments in participating areas and advocate toward the agreement of effective distribution of cocoa fertilizer. On 4 February 2020, an agreement was signed by all parties in this regard. This was a major show of support and evidence of the growing capacity of the CSP Executive Office to produce results in terms of lobbying and advocacy.



“The CSP Executive Office succeeded in gathering all regional heads of agricultural departments in participating areas and advocate toward the agreement of effective distribution of cocoa fertilizer.”

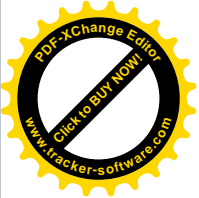
Collaboration with the *BALITTRI*

Through the ESCP Capacity Building program aspect, the CSP Executive Office strengthened ties with yet another department within the Indonesian Government. On 24 July 2020, a Memorandum of Understanding between Cocoa Sustainability Partnership and the Indonesian Industrial and Beverage Crops Research Institute (*Balai Penelitian Tanaman Industri dan Penyegar/BALITTRI*) in Sukabumi, West Java. The MoU was signed by Wahyu Wibowo, Executive Director of CSP, and Dr. Tri Joko Santoso, S.P, M.Si, Head of *BALITTRI*.

Essentially, *BALITTRI* has committed to working closely with CSP toward the sustainable distribution of quality cocoa seedlings, the general development of cocoa sector, cocoa planting material compatibility research, monitoring and evaluation, as well as seedling development. This is another major step forward for CSP and its members to obtaining positive influence in the Indonesian cocoa sector.



“BALITTRI has committed to working closely with CSP toward the sustainable distribution of quality cocoa seedlings, the general development of cocoa sector, cocoa planting material compatibility research, monitoring and evaluation, as well as seedling development.”



ACHIEVING THE VISION THROUGH EQUALITY AND COLLABORATION

Equality for Sustainable Cocoa Production Final Report



6. The Changing Stories in the Community

The Project has not only changed the participants' lives at an individual and household level; the intervention has also altered behavior in groups and the wider community. The following stories provide qualitative information related to these adaptations, and shows how the group level can play an important role in realizing the collective vision. The fact that there have been changes or improvements at the group level has already been identified by the survey respondents as "the most significant change."

The group makes life easier

The Bahagia farmers group from Margolembu village, Mangkutana district, East Luwu:



"Bahagia means happy. Our farmer group was formed in 2008. We currently have 33 members. Our members are hardworking and like to work together to help each other. We are more motivated because of field coaching by Swisscontact staff, who provide advice and solutions to our problems. Our target to have a nursery has been realized and we are waiting for the cocoa seedlings in our group's nursery to be ready for planting. We have prepared our land so it is ready.

Our participation in the ESCP Project has provided immediate impact, such as we can manage our farms better, have more self-confidence, have work plans and clear division of tasks. We have regular group meetings to discuss our work plan. Currently, we feel our performance is high, which is the most important impact. It has not only impacted the group performances, but also had an effect on each individual in the group. We are happy with our achievements so far, and it makes us feel healthier and stronger.

We have developed our group vision and target, such as increased cocoa production, a happy life, our children finishing their school studies, successful farmers, growing vegetables, compost production, nurseries and livestock. Of all these targets, some have already been achieved, such as planting vegetables, chilies, peanuts, and patchouli. In achieving the vision, we work together, make work plans, discuss in groups and use the tools, such as the Group Achievement Journey, Empowerment Diamond and Marketing Maps."

Collective effort resulting in additional income

Harapan Makmur farmer group from Mangkulande sub-village, Kasintuwu village, Mangkutana sub-district, East Luwu:

"Our group was established in 2014, and up to now it has 10 members. Our group participated in the ESCP Project organized by Swisscontact. The Project is very good and the learning system is easy to understand. We are very happy and excited to participate in the training and coaching activities, because we receive new knowledge on farming, such as good agricultural practices, nurseries management, composting, etc. In addition to cocoa farming, we also learn about how to manage finances well and understand the importance of sharing roles in the family. We are also more active in group activities now. Before joining the ESCP, our group activities were almost non-existent.

After participating in this Project, our income has increased, our group members have become more active and we even have



monthly meetings scheduled now. This change is important for us because we have learned how to work together in groups. The group activities have also had an impact on our income. During the group activities, we have learned how to plant vegetables such as eggplant, mustard greens and chilies, and have learned how to make compost. Growing vegetables is an important change for us. In the past, we didn't have activities while waiting for cocoa harvesting time, so we don't have income during the waiting period. Another important change is the knowledge of how to make a plan and manage finances well. Now we are excited to take care of our farm, because our income has increased. Now, we have become more aware of good farm management.

We have been greatly helped in achieving our dreams, because in this Project we have learned to make plans, sharing responsibilities and activities in the household and farm, and learned about financial management. Several groups' targets have been achieved, such as the group garden, livestock and vegetables, cooperation on maintaining the cocoa farm, and the group savings.

We hope the ESCP can support our group and the other groups' needs, such as farm supplies and equipment, and help provide access to subsidized fertilizers."

New farmer group, but more productive

Mattiro Deceng (meaning 'follow the goodness'), Kasintuwu village, Mangkutana sub-district, East Luwu:

"This group was just established this year, and has 30 members. In our opinion, the ESCP is excellent and has amazed us. By joining the Project, we have gained new knowledge. The Project is very easy to understand and we were able to exchange ideas with other participants. There are several direct benefits from

participating in this Project, such as understanding financial management, knowledge and skills in production of compost and organic fertilizers using local micro-organisms. In addition, our group members have become active and relationships among the group members have been strengthened.

While waiting for cocoa harvest time, we are growing annual crops such as vegetables and chilli. Our hard work is currently paying off, as there is always an increase in results every month. Changes in the group can be clearly seen by the formation of a strong unity of members and mutual cooperation between group members. The most important change is that all group members already know how to take good care of the farm. Before we only knew to plant cocoa trees, without knowing how to take care of the farm properly.



Our group has a dream to increase income and produce good compost, and our group members are currently active. To date, several dreams have been achieved, such as the production of compost, the group meetings are active, our cocoa is bearing fruit, and our income has been increased. The training and coaching helps us in achieving group visions. The training and coaching motivate us to be serious in maintaining our farms, help us to increase income, and strengthen group cohesiveness. Learning about the Vision Journey and Happy Family Tree was very helpful for us, because it helped us to make a plan.

We hope that coaching will continue, but we are aware that we should be independent after this Project has been completed. We should be able to apply the knowledge and skills we receive during our participation in this Project, so that all our dreams can be realized. We hope we can market the vegetables and fruits that we plant, so that we can have more additional income."

Reviving enthusiasm for cocoa farm management

Sumber Kasih, Rantemario village, Tomoni sub-district, East Luwu:



“Our farmer group has 35 members and has been established since 2008. Regarding the ESCP, our group’s view of this Project is very positive. It makes our group members motivated to prioritize cocoa farming. There are several direct benefits from this Project, such as our work becoming better planned and organized, making us dare to dream and open our minds that the knowledge we get from this Project should be applied for ourselves, families and groups. We are also happy with this Project because we have new experience in setting targets and work plans.

Before joining the ESCP, our group was almost inactive; the members rarely attended group meetings. After participating in the ESCP, the group became active again, group meetings became more regular and group activities were planned. There are various group activities, such as sanitation, compost production, growing vegetables, replanting cocoa and planting corn between cocoa seedlings (inter-cropping during the replanting). Of all these activities, compost production is

the most important activity, because it increases family and group income. Now we have collaborated with village-owned enterprises (BUMDES) for the marketing of compost produced by our group. One challenge in participating in the group activities is the distance, because the distance to the location is too far and the access road to the location is not good. Another challenge is that several members have young children, so they have to take care of their children. However, the good things are members are easily directed, because our group members have got the benefits of participating in group activities, such as subsidized seedlings, fertilizers and farming equipment.

Our farmer groups have dreams, including owning a business that generates money, working with BUMDES, producing compost. Our group is active and growing. From our dreams, several have been achieved, such as working with BUMDES, group meetings have started to be active, and we have produced compost. These have been achieved with support from the ESCP project, including work plans development, new knowledge on good agricultural practices, managing household finances, respecting time, and increasing land area or buying new land. The most helpful and useful tool is the vision journey, because from this process we became aware of how to make plans and how to achieve them. Through other tools, we also learned how to empower and strengthen groups.

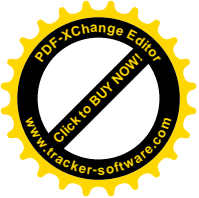
We hope fertilizers will continue to be available in the future, so that we can continue to improve our farms, and hopefully new innovations will continue to emerge to make our work easier. We also hope BUMDES can continue to collaborate with us, not only in marketing organic fertilizer products, but also other products produced by group or group members.”

7. GALS mainstreaming protocol, gender-sensitive policy brief and communication strategy

Following the completion of the ESCP Pilot in Luwu Timur, the Project has conducted an impact assessment to understand the result of the Pilot. The result of the impact assessment will be one of the references used to develop the gender equality mainstreaming protocols and a brief paper for policy makers. The GALS mainstreaming protocols and brief paper for policy makers are needed to ensure adequate gender equality impacts and more gender-sensitive strategies for the sector. The brief paper for policy makers is intended to provide recommendations for policy makers in the commodity/agriculture sector related to the importance of gender mainstreaming (with reference to the ESCP Pilot in Luwu Timur) and to assist them in scoping gender sensitive strategies for their policy documents.

The ESCP has appointed a consultant to develop GALS mainstreaming protocol and a consultant to develop a policy brief on gender equality and social inclusion in sustainable cocoa production. The GALS protocols can be used by cocoa stakeholders as guidance on gender mainstreaming in the cocoa farming sector. The policy brief will provide an overview on the current situation, including the challenges and recommendations relating to gender and social inclusion in cocoa production in Indonesia.

To support the lobby and advocacy activities, the Project also appointed a consultant for the development of a communications strategy. The consultant assisted the ESCP team in developing a communications strategy for lobby and advocacy, and advising on the development of Information Education Communication (IEC) materials used for the dissemination of the ESCP Pilot result.



Cocoa Sustainability Partnership (CSP)

Plaza Pupuk Kaltim, Gedung A Lantai 2,
Jl. Kebon Sirih 6A, Jakarta Pusat, DKI Jakarta, Indonesia 10110

Phone +62 21 3455507

www.csp.or.id

Swisscontact | Swiss Foundation for Technical Cooperation

The VIDA Building 5th Floor Kav. 01-04
Jl. Raya Perjuangan, No.8 - Kebon Jeruk,
11530 West Jakarta | Indonesia

Phone +62 21 2951 0200

www.swisscontact.org/indonesia

