

VI Cumbre Cooperativa
de las Américas

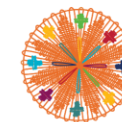


NCBA CLUSA International Development Experiences Promoting Climate Smart Solutions Around the World

Green and Circular Economy:
Opportunities for International Cooperation
Asuncion, Paraguay, October 26, 2022



NCBA CLUSA



VI Cumbre Cooperativa
de las Américas

Established in 1916, NCBA CLUSA is the oldest and largest U.S. trade association for cooperatives—**representing all co-op sectors**



Sectors

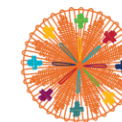
Agriculture
Banking
Energy
Housing
Retail
Healthcare
Service and
Manufacture

Examples

Farmers co-ops
Credit Unions
Electric co-ops
Housing co-ops
Food/Grocery co-ops
Health co-ops
Child Care co-ops



INTERNATIONAL DEVELOPMENT PROGRAMS

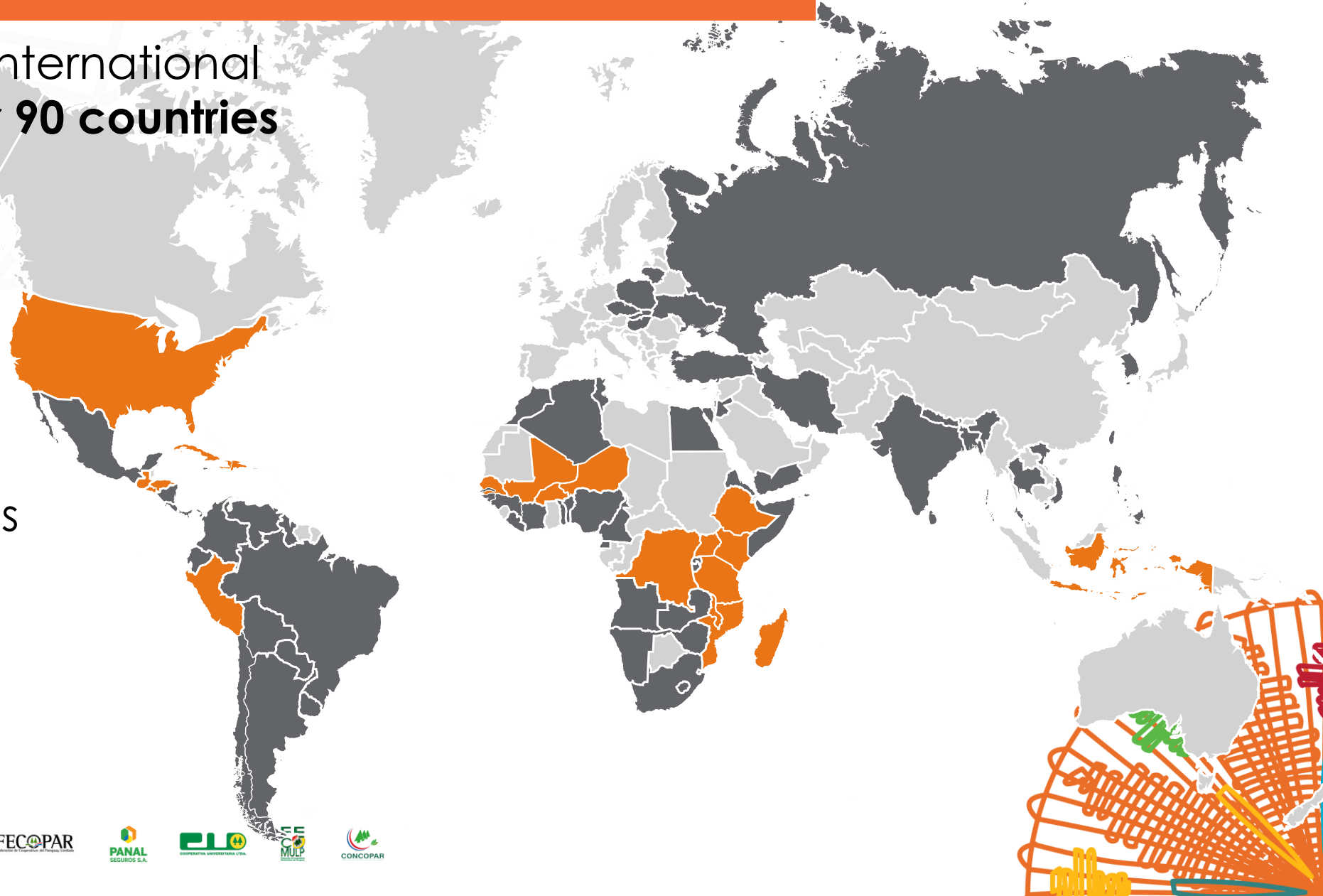


VI Cumbre Cooperativa
de las Américas

Close to **70 years** of international
development in near **90 countries**

Impact in 2021:

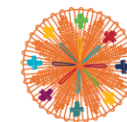
- 19 projects in 16 countries
- 6,542 organizations
- 1,217,059 people
(46% women,
31% youth)



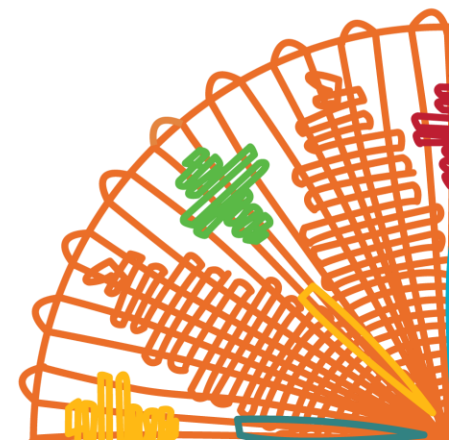
Technical Areas



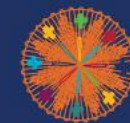
- Producer Groups
- Association/Cooperative Formation & Training
- Cooperative Assessments
- Cooperative Business Planning & Management
- Cooperative Governance
- Financial Management
- Coop-to-Coop Trade
- Cooperative Legal Frameworks & Advocacy
- Value Chain Development
- Market Linkages
- Agribusiness and Enterprise Development
- Marketing
- Financial Services
- Agriculture Production Technologies
- Extension
- Youth Entrepreneurship
- Nutrition Led Agriculture
- Climate Smart Agriculture
- Natural Resource Management
- Climate Change Adaptation
- Social Behavior Change Communication
- Governance
- WASH



VI Cumbre Cooperativa
de las Américas

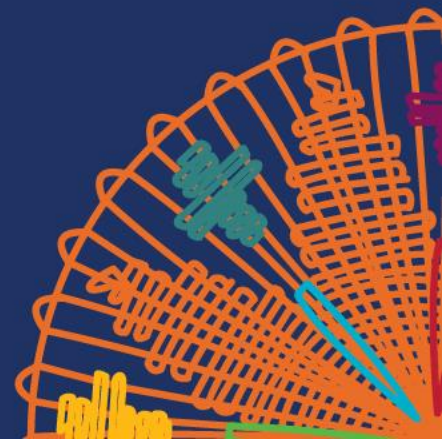


Challenging Context for Producers:



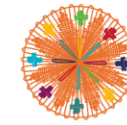
VI Cumbre Cooperativa
de las Américas

- Weather volatility, dry spells and climate impacts
- A socio-economic crisis, aggravated by COVID-19, the Ukraine war, poverty, food insecurity and sometimes physical insecurity negatively impacting farming families in many parts of the world
- Cost of inputs and improved technologies is often too high and out of reach for many small farmers
- Fluctuating prices, difficulty accessing technology and other inputs, poor organization, and inefficient output and financial markets undermine farmers' margins
- Deforestation, land erosion, water scarcity and increased fires, resulting in increased loss of wildlife habitat as well as arable land suitable for production

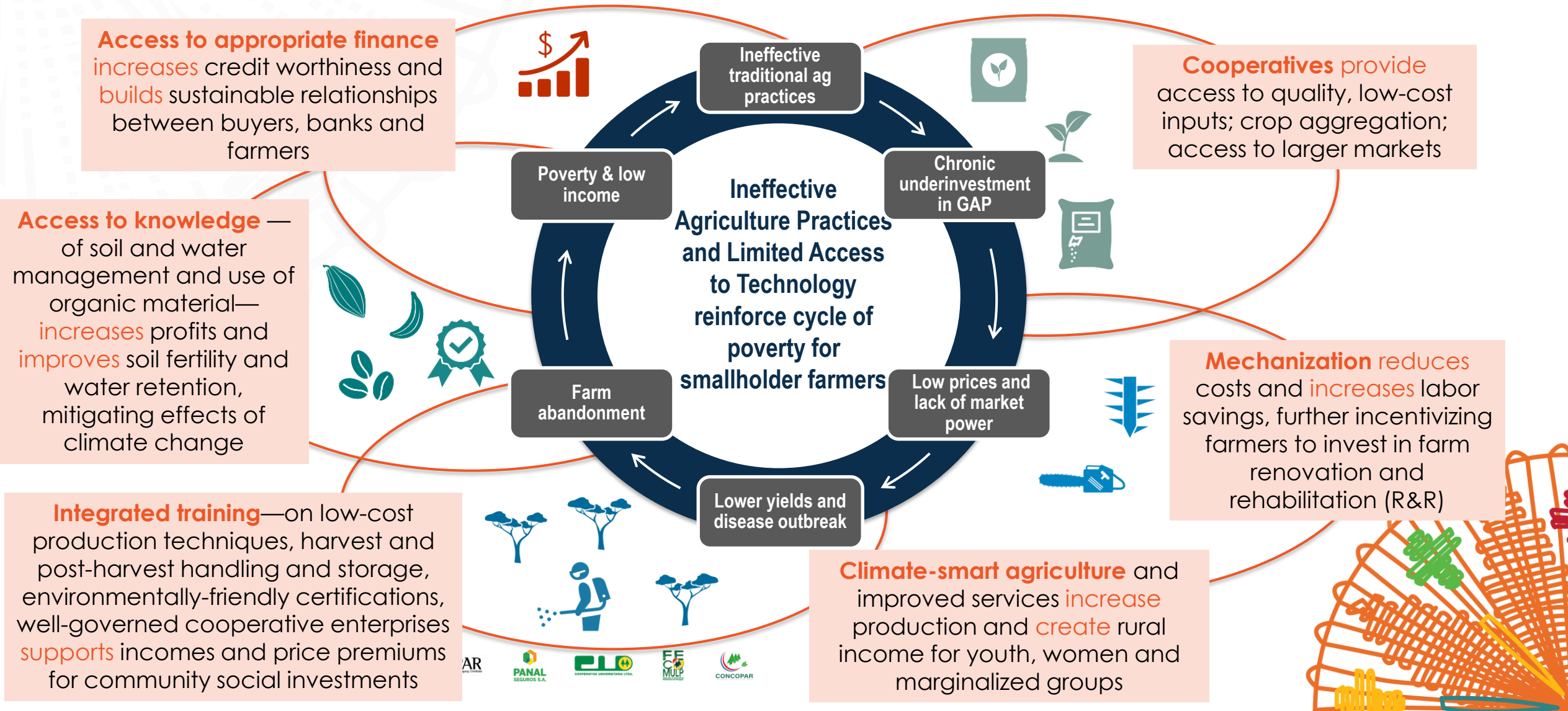


NCBA CLUSA

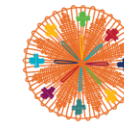
Co-ops Building Climate Resilient Systems



VI Cumbre Cooperativa
de las Américas



Low-Cost Production Systems (LCPS) in El Salvador



VI Cumbre Cooperativa de las Américas



Environment & Biodiversity: 6 million high-quality, rust-resistant coffee varieties plus 200,000 shade trees planted; organic, climate smart farming practices improved soil and water management, reduced risk of pesticide poisoning; biological and botanical products replaced synthetic pesticides; products made for soil/foliar nutrition; fungicides for rust control, natural insecticides and microorganisms improved soil health.



Governance: 231 well-governed farmer organizations and coops gained improved business management, financial planning and marketing skills; 101 nurseries and 149 organic input manufacturing sides established nationwide.



Agribusiness Innovations: 20,475 jobs created in coffee production, harvesting, nurseries, organic input production and post-harvest handling; the Ellepot mechanization system and environmentally-friendly production reduced seedling cost from 46¢ to 5¢, and production time from 30 days to 48 hours. Reduced costs improved farmers' margins.

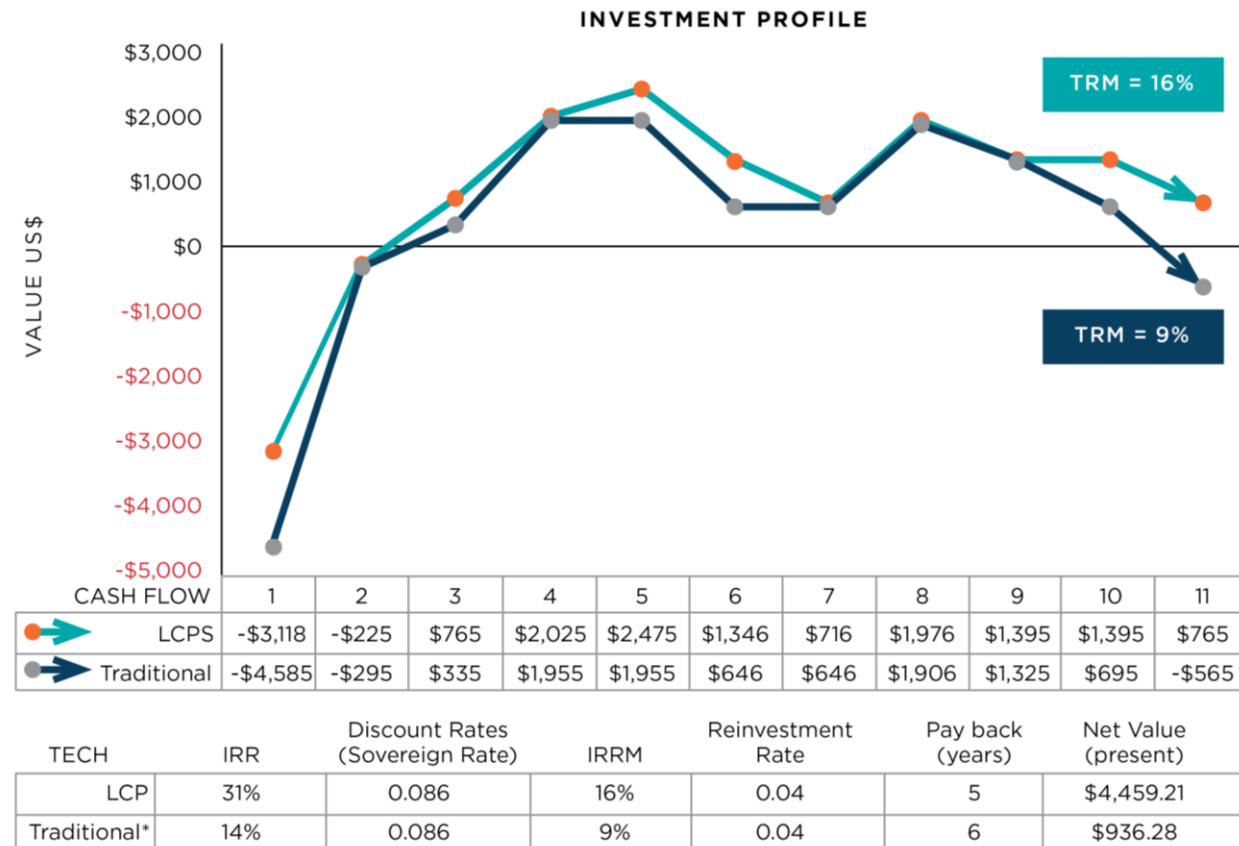


Market Linkages: farmers earned \$94.8 million in coffee sales plus \$3.7 in diversified crop sales; established links with nearly 50 buyers from the U.S., Canada, Denmark, Spain, Netherlands, U.K., Japan, Taiwan, South Korea, New Zealand, Australia and Saudi Arabia.



Quality & Standards: 7,630 individuals trained in coffee and diversified production; 231 cooperatives acquired/maintained certification (Rainforest Alliance, UTZ Certified, Fairtrade and 4C); premiums (10%-15%) were used for water services, loans, health clinics, and school

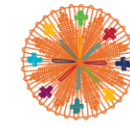
Our LCPS model provides higher returns to farmers compared to traditional methods (El Salvador case)



*IT WAS CALCULATED UNTIL YEAR 10.



Building Climate Resilience in West and Southern Africa

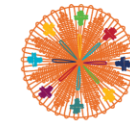


VI Cumbre Cooperativa
de las Américas

- Conservation Farming:
 - Minimum tillage and soil disturbance
 - Localized supply of inputs
 - Crop rotation and intercropping
 - Field preparation and on-time planning
 - Permanent soil cover with crop residue
 - Introduction of mechanized rippers
- Farmer Managed Natural Regeneration (FMNR)
 - FMNR and the use of improved seeds led to systematic regrowth of trees
 - If necessary, farmers used water and soil conservation techniques
- Combined indigenous species develop, yields are increased, and workload is decreased for farmers.
 - Agrarian land is protected from wind and water erosion
 - Soil fertility improves
 - Compost saves time and reduces workload
 - Climate adaptation and resilience increases



Sustainable Vanilla for People and Nature in Madagascar

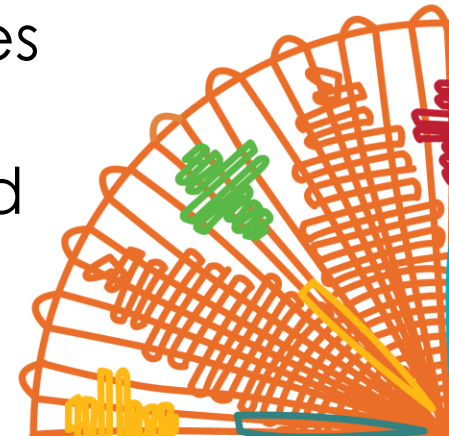


VI Cumbre Cooperativa
de las Américas

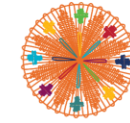
- Create incentives for vanilla cooperatives to sustainably increasing rural farmer incomes while contributing to biodiversity conservation, land-use planning, reforestation, and carbon sequestration through a public-private partnership with a major global buyer.



- Smallholder farmers with 0.5-1 ha of land
- 3,800 certified farmers (RA and G4G)
- 85 Producer organizations/5 Cooperatives
- 140,000 trees planted per year
- More than 6 millions tons CO₂ sequestered

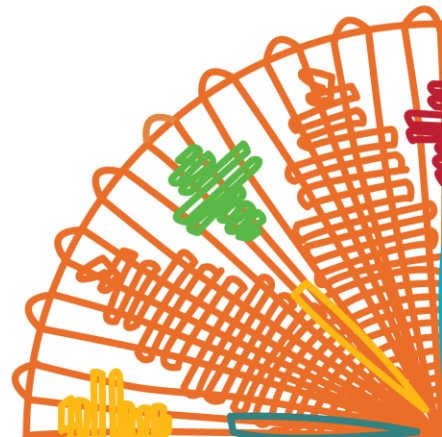


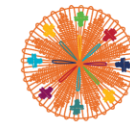
Farmer to Farmer Program in Peru, Ecuador and Honduras



VI Cumbre Cooperativa
de las Américas

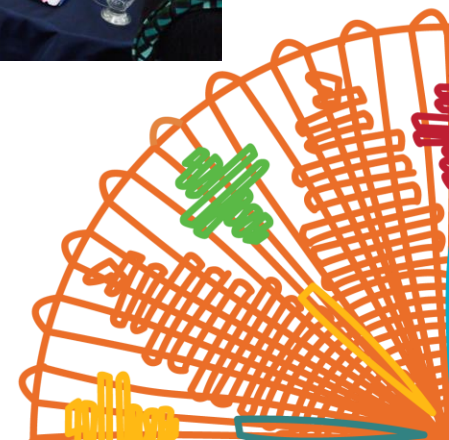
- NCBA CLUSA's Farmer-to-Farmer program promotes Climate Smart Solutions as a method of profit generation for coffee and cacao farmers in Latin America.
- Volunteers in the Farmer-to-Farmer program work with cooperatives training farmers on incorporating biofertilizers into their farming practices as well as helping them obtain organic certification and compete in international markets.





Atitlán Recicla Co-op in Guatemala

- With support from NCBA CLUSA's Cooperative Development Program, 960 indigenous women formed a recycling cooperative out of several recycling group businesses in the region around Lake Atitlan.
- Today NCBA CLUSA supports Atitlan Recicla with coaching and trainings on co-op governance, financial management, business development and market access.





VI Cumbre Cooperativa de las Américas

GRACIAS



Co-operatives of the Americas
A Region of the International
Co-operative Alliance



CONFACOOP
CONFEDERACIÓN PARAGUAYA
DE COOPERATIVAS LTDA.



FECOAC
FEDERACIÓN DE COOPERATIVAS DE AHORRO Y CREDITO S.A.



FECOPAR
FEDERACIÓN DE COOPERATIVAS DEL PARAGUAY



PANAL
SEGUROS S.A.



COOP UNIV
COOPERATIVA UNIVERSITARIA LTDA.



FECEMUL
FEDERACIÓN DE COOPERATIVAS DE AHORRO Y CREDITO S.A.



CONCOPAR
CONFERENCIA NACIONAL DE COOPERATIVAS S.A.