

LIST OF IDEAS FOR THE FAIRTRADE DEVELOPMENT PLAN FOR CONTRACT PRODUCTION



All operators are different and will have different priorities and strategies for development. Therefore, each operator's **Fairtrade Development Plan** is unique in terms of its chosen actions. The actions listed here are only suggestions; you are free to choose any action, even if it is not on this list.

Ideas are organized under three headings: Sustainable Livelihoods, Empowerment and Making Trade Fair.

SUSTAINABLE LIVELIHOODS

Improved income

How to enhance or supplement farmer incomes?

- Increase productivity by incorporating new techniques and /or technologies.
- Reduce production costs, and minimize the dependency on off-farm inputs.
- Increase the level of communal purchases of inputs and other goods to lower prices paid.
- Promote other income generating activities.
- Liaise with local and international development bodies for relevant support.
- Play a role in increasing prices for farmers in the local market.
- Improve access to market information and improve negotiation skills.

How to increase product quality and farmer's productivity?

- Organize and offer adequate technical assistance to registered producers upon their request, and according to their desired timeline.
- Organize and offer training to registered producers (e.g. farm to farm exchanges, sharing best practises) upon their request, and according to their desired timeline.
- Train farmers on new and efficient agricultural practices to increase productivity.
- Train farmers on quality improvement.
- Provide funds to support producers in quality improvements.
- Offer low-cost loans for replanting, and invest in the production system.
- Centrally monitor and evaluate productivity and quality e.g. via internal training structures, such as promoter farmers.
- Improve farming systems, including agro-biodiversity.

How to support and increase workers' income and economic benefits?

- Offer increased salaries above legal minimums.
- Introduce other benefits (e.g. bonuses, maternity or sick pay, etc).
- Organize and offer communal purchases of food and other goods at better prices.
- Motivate farmers to share the profitability of the farm and Fairtrade related economic benefits with workers.

Decent working conditions

How to ensure safe and fair working conditions for farmers?

- Organize and undertake awareness raising and training of farmers on occupational health and safety (for non-hazardous tasks).
- Organize the collective purchase of personal protective equipment and make other collective investments in farm safety.
- Seek alliances with public institutions to incorporate producers in health campaigns.

How to ensure safe and fair working conditions for workers?

- Organize and undertake awareness raising and training of workers on occupational health and safety (for non-hazardous tasks).
- Organize and raise the awareness of registered producers on the importance of worker's safety and fair working conditions.
- Develop and improve regulations on sick leave and working hours / overtime.
- Develop and improve management systems to guarantee respect of workers rights at the farm level.
- Involve worker's representatives in discussions on safe and fair working conditions.
- Develop community programmes to combat the root causes of child labour.

Improved living conditions

How to support household food security?

- Provide training, technical assistance and inputs for agricultural diversification.
- Consider the diversification of products at the household level, and market collectively where useful.
- Develop new activities, economic initiatives and jobs at a local level.
- Promote consumption of local crops.
- Encourage savings.

How to maintain, strengthen and create public and community services available to registered producers (and workers)?

- Include community leaders and representatives of different local groups in needs assessments.
- Evaluate needs and projects considering the whole community.
 - Education (e.g. books and equipment, grants, investments in schools buildings and teacher's salary, etc.)
 - Health (e.g. medicine, training, investments in health care centres and doctors)
 - Transport (e.g. public buses, investments in roads)
 - Housing (e.g. grants, house consolidation)
 - Other areas
- Cooperate actively with other local stakeholders for the realization of projects.
- Attract local, national or international public institutions and private organisations for support.
- Introduce food for work programmes for registered producers in collaboration with local or national institutions.

How to contribute to raise workers' standards of living?

- Involve workers in needs assessments and Fairtrade premium decisions.
- Invest in areas that support stable and sustainable employment such as housing, health and education.
- Develop and offer collective social security schemes.
- Develop and offer a micro-credit scheme for workers to invest in alternative economic activities / have access to land.

- Encourage savings and investments in income generating projects.

Sustainable production integrated to ecosystems

How to support registered producers to increase soil fertility?

- Train on composting and the use of organic fertilizers.
- Train on potential agro-diversification systems, such as crop rotation, intercropping, ground covers and other techniques, if applicable.
- Provide low-cost ground cover seeds, fertilizers and other inputs needed for sustainable production systems.
- Encourage the development of small rural enterprises for the production of organic fertilizers.
- Support the evaluation of nutrients in the soil in order to guide proper fertilization programs.

How to support registered producers to manage water sustainably?

- Offer support to apply irrigation methods that minimize water consumption (e.g. drip irrigation).
- Offer support to make efficient use of water in processing (e.g. recirculation / recycling of water used for washing).
- Implement a system to predict water needs (training, methodologies, and instruments).
- Monitor the potential lowering of the groundwater level, salinization or the contamination of the water.
- Substitute non-renewable sources of water (underground water) for more renewable sources (e.g. collecting rainwater).

How to support registered producers to reduce pesticide use?

- Connect farmers to an extension service for implementing an integrated pest management system.
- Facilitate the exchange of good practices among registered producers
- Support programs to increase the biodiversity of farms.
- Offer support for the use of ground covers and other techniques to avoid the use of herbicides.
- Support producers in decision-making regarding the choice of appropriate plant varieties, and offer those to registered producers.
- Train lead farmers who will try out new ideas, and disseminate lessons to the community.
- Provide funding support for organic farming.
- Promote alternative controls and products which are friendlier to humans and the environment, such as biological, mechanical traps and trap crops.
- Promote among registered producers information on local suppliers for environmentally-friendly pest and weed management products, fertilizers and locally adapted seeds.

How to reduce carbon emissions?

- Develop and implement strategies that reduce energy consumption and that use renewable energy.
- Support the implementation of regional projects on adaptation to climate change.
- Seek programs that reward registered producers for carbon sequestration.
- Provide good examples at the organizational level to reduce carbon emissions.
- Encourage a payment for environmental services stemming from agro forestry systems applied by registered producers.

EMPOWERMENT

Personal empowerment

How to share benefits among all social categories equitably (e.g. men and women, young and old, ethnic minorities, workers and farmers)?

- Promote the registration of female producers.
- Promote the employment of women.
- Take into account the different impact for women and men on Fairtrade premium planning (gender approach to planning).
- Promote or reserve quotas for PEB representatives from disadvantaged/minority groups.
- Identify minority or disempowered groups amongst workers.
- Consider the particular needs of migrant, casual and temporary workers.
- Raise awareness and organize training on equality (e.g. gender equity).
- Identify the 10% weakest farmer families in a group or in a farmer society and focus on their opportunities and challenges.
- Promote partnerships with public institutions/NGOs working in similar programmes.

How to promote workers knowing and exercising their rights?

- Offer training to workers on how to organize effectively.
- Offer training to workers on how to negotiate effectively.
- Involve migrant, casual and temporary workers in training.
- Facilitate access to independent trade unions.
- Build partnerships with trade unions and other organizations that defend the interests of workers.

Empowering structure

How to strengthen democracy and social control within the PEB and among the registered producers?

- Promote the representation of young people and women on the PEB.
- Enhance the understanding of texts, such as the Fairtrade requirements and explanatory documents, by the registered producers (e.g. through literacy programs).

How to become a small producer organization?

- Seek training on accounting.
- Seek training on governance.
- Invite a successful Fairtrade certified small producer organization to share their experiences.
- Raise awareness among registered producers on the advantages of having organizational structures.

MAKING TRADE FAIR

Fair trading relations

How to make trade fair for the registered producers?

- Seek training on negotiation skills.
- Monitor costs of certified sustainable production.
- Associate with producer networks to strengthen the voice of producers.
- Encourage exchange visits to successful producer organizations.