



# SHARP

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## Workshop Report

Good Social and Environmental Practices applied to Smallholders  
on the productive supply chain of palm oil in Latin America

April 29 and 30, 2014





## Executive Summary

Representatives from four different countries and sectors participated in this event that aimed to promote the exchange of experiences, success stories and common challenges in the relationship between companies and smallholders of palm oil in Latin America. In addition to identifying support needs and tools for companies to upgrade their relationship with smallholders.

The event showed that even starting from different realities between countries regarding the production of palm by smallholders, the exchange of experiences is enriching and useful for the different participants. The issues covered in this workshop were:

- Inclusion of Smallholders in sustainable production chains;
- Organization and Technical Assistance to Producers;
- Expansion and Deforestation in the level of small properties;
- Labor issues - How to improve working conditions alongside smallholders
- Access to Credit - How to improve access to credit for smallholders.

The improvement of the production process and technical assistance; infrastructure and logistics; and access to credit, are among the major challenges linked to the inclusion of smallholders in the chain of sustainable production of palm oil. While the challenges are similar, there are different priorities for different countries, depending on its context.

The technical assistance and organization of smallholders were constantly highlighted during the workshop as important tools in promoting the development of producers. The institutions involved directly in the production of palm developed some form of technical assistance and organization of producers. Interesting examples were raised to be studied and disseminated through case studies in different Latin American countries.

It was also possible to identify similarities in this workshop between the lending programs that are being used in different realities. Basically they consist of: (a) a funding organism focused on the development, extending credit with lower rates of interest and subsidies; (b) the company acting as guarantor, through a contract, and facilitator of the bureaucratic process for inclusion of smallholders.

For the Sharp initiative, the event was an important opportunity to present the initiative and some proposals being developed (HVC tools for smallholders, and the Responsible Supply Chain). Besides identifying demands and interesting initiatives that can be systematized and / or shared.

The development of a platform for exchange of experiences was one of the topics discussed as a potential next step. The Suggestions for the development of this platform were: (a) develop a low-cost scheme for the exchange of experiences between different actors through online tools and forums; (b) have two levels, the national level focused on local issues, and a regional level for exchange of experiences.



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## 1. Presentation

The SHARP initiative has among its lines of action, the promotion of the exchange of experiences among different stakeholders with smallholder commodity producers. This workshop was organized in this context, aiming at promoting the exchange of experiences, success stories and common challenges in the relationship between companies and smallholders of palm oil in Latin America. In addition to identifying the support necessities and useful tools for the development of sustainable palm production on the scale of a small property.

The **SMALLHOLDER ACCELERATION AND REDD+ PROGRAMME** is a partnership of multiple stakeholders to work with the private sector, contributing in the development of smallholders to improve their means of life, reduce deforestation and improve food security. Sharp has three lines of work:

- Models of Success for Sustainable Development of Smallholders;
- Responsible Supply Chain;
- Practical Approaches to Reduce Deforestation.

*Currently Proforest is in charge of the SHARP secretariat.*

*For more information visit: [www.sharp-partnership.org](http://www.sharp-partnership.org)*

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### Box 1 - About SHARP

The palm oil production by smallholders in Latin America presents different realities in different countries in relation to their origin, organization, relationship with other actors. Even in this diverse environment, it is possible to identify common challenges and solutions, or ideas although from a different reality they can contribute to identify ways to promote the development of smallholders of palm in a more sustainable supply chain.

The topics covered in this workshop were:

- Inclusion of Smallholders in sustainable production chains
- Organization and Technical Assistance to Producers
- Expansion and Deforestation in the level of Small Properties
- Labor issues - How to improve working conditions alongside small producers?
- Access to Credit - How to improve access to credit for smallholders?

The workshop was held in Sao Paulo, Brazil, at the Tryp Paulista hotel on April 29 and 30, 2014.

The organization of the event was conducted by Proforest supported by Solidarity and Earth Innovation Institute - all members of SHARP, and with the funding from the Norwegian Agency for Development Cooperation, and Johnson & Johnson.

**The workshop presentations are available [here](#)**



## 2. Dynamics of the Workshop

The workshop was attended by 28 people representing four countries (Brazil, Honduras, Colombia and Ecuador) and different sectors (palm production companies, producers, civil society organizations, processors, financiers, research organizations and representatives of government initiatives). The full list of participants is in Annex 2.

The facilitation of the meeting was conducted by the Proforest team and had simultaneous translation from Portuguese to Spanish and vice versa.

The workshop agenda was developed in such a way that it fostered the exchange of experiences among participants. The agenda was organized by topics in different sessions, these sessions were composed of short presentations, followed by group and/or plenary discussions during the event. The full agenda of the event is in Annex 3.

## 3. Summary of the Main Discussions

Following the pattern of the event agenda, we present a summary of the main points discussed at the Workshop.

### 3.1. Context of the Production of Palm and Smallholders in Latin America.

In this panel we had presentations from: Proforest (Latin America), ANCUPA from Ecuador, and Solidarity from Colombia. We highlighted the following information:

Latin America accounts for 4.9% of the world production of palm oil, being the most productive region after Asia (which accounts for over 90% of world production). The distribution of production in Latin America is presented in Table 1.

Country	%
Colombia	30.9
Ecuador	17.2
Honduras	12.6
Guatemala	9.9
Brazil	9.9
Costa Rica	8.3
Peru	4.2
México	2.4
Venezuela	1.8
Dominican Republic	1.4
Panamá	1
Nicaragua	0.4

Table 1 - Distribution of Palm Oil Production in Latin America - Percentage by country (Dawn Robinson)



Country	Total area (ha)	Area managed by Smallholders	Special Features of the Production of Smallholders
<b>Ecuador</b>	282.856 ha	40%- less than 50 ha	<ul style="list-style-type: none"> <li>- 87% of producers are small;</li> <li>- The installed capacity of extraction is still higher than the production of FFB, putting producers in a condition of negotiation easiness with different production companies;</li> <li>- It is the fastest growing crop in the country;</li> <li>- Increasing productivity is one of the greatest challenges today.</li> </ul>
<b>Colombia (2010)</b>	402.012 ha	16% - <i>Alianzas</i> 16% - Areas of less than 200 ha	<ul style="list-style-type: none"> <li>- <i>Alianzas</i>, a government initiative with international support, was a great motivator to increase the participation smallholders in the production of palm in the last 10 years;</li> </ul>
<b>Honduras</b>	150.000ha	47% - less than 50 ha	<ul style="list-style-type: none"> <li>- Strong presence of cooperatives and associations (social enterprises), with cases of property / collective land management.</li> <li>- Social enterprises sometimes have extraction plants.</li> <li>- Strong growth in recent years.</li> </ul>
<b>Brazil</b>	150.000 ha	8% - less than 10 ha	<ul style="list-style-type: none"> <li>- Producers related to companies based on the line of credit <i>Pronaf Eco dendê</i> model (low interest rates and long-term pay);</li> </ul>

Table 2 - **Special Features of the Production of Smallholders** - Country (adapted from Dawn Robinson)

### 3.2. Key challenges with regard to the inclusion of smallholders in sustainable production chains

Through group discussions, participants listed the challenges to the inclusion of small holders in the production of sustainable palm oil. The challenges were added in the topics presented in Table 3. During the workshop, an exercise in prioritization of the challenges identified in the focus groups was performed by country. It is important to note that, although a challenge was not prioritized by a country that does not mean that it is an overcome issue, but that is was not selected among the priorities.



Topics (Added subsequently)	Identified challenges	Prioritization of the challenges by country			
		BRA (n=18)	HND (n=3)	COL (n=2)	ECU (n=1)
Financial Aspects	Access to credit for implementation and renewal of plantations		★	★	★
	Establishment of a continuous stream of income for smallholders		★	★	★
	High level of indebtedness of Producers		★	★	★
Production Technology and Technical Assistance	Phytosanitary issues				
	Lack of Technical Assistance in Financial Management	★		★	
	Low productivity among smallholders		★		
	Support a large group of producers with limited resources				★
Schooling and Youth	Low education level				
	Youth Exodus			★	
Tenure	Problems with land tenure proof				
Infrastructure and Logistics	Lack of Infrastructure	★		★	
	Logistical difficulty and Lower Operational Efficiency	★		★	
Organization of Producers	Lack of Incentives towards Associativism / Cooperativism	★			★
	Underdeveloped Cooperativism / Associativism	★			★
Diversification of Production	Diversification of Production				
	Guaranteeing Food Security	★			
Labor Issues	Inappropriate practices in relation to working conditions				
	Child labor				
	Formalization of work			★	
	Fair treatment of workers with respect to wages, health and education		★		
Environmental aspects and Biodiversity	Environmental regularization				
	Maintenance of Biodiversity				
	Control of Deforestation				
	Lack of knowledge of social and environmental impacts				
Legal compliance	Compliance with environmental and labor laws	★			
Certification	Certification				

Table 3 - Main Challenges to Inclusion of Smallholders in the Sustainable Palm chain - Prioritization by country.



### 3.3. Technical Assistance and Producers Organization

In this panel several organizations presented their experiences: Hondupalma - a social enterprise that also works with independent producers (Honduras); Jaremar experience group (Honduras), initiating the organization of its independent producers; the Rural Horizon initiative of the Solidarity and the "Closing Productivity Gap" ANCUPA (Ecuador) initiative

In this panel, the group discussions were aimed to identify: (a) successful experiences of Technical Assistance (TA) and Producer Organizations in Latin America - Table 2 and (b) Improving technical assistance (TA) through business, to increase productivity and improve agricultural practices; and who else should be committed.

#### a) Successful experiences

- **Hondupalma model for Organization , TA and monitoring smallholders** - Honduras;
- **UAATAS** - Support Unit and Technical Assistance - Fedepalma initiative with Cenipalma - Colombia;
- **"Cerrando Brechas de Productividad"** Project - Powered by FLIPA (Latin American Fund for Palm Oil) - based on the formation of multiplier producers with demonstration areas - Ecuador;
- **Project "Creceer"** – Grupo Ales – Ecuador;
- **"Pedro Palmicultor"** - Educational Material on Good Agricultural Practices, ANCUPA, Ecuador
- **Project with UNPALA Association (Jaremar)** - implementation of RSPO by stallholders' association, Honduras;
- **TA ADM** - with visits every 15 days, Brazil;
- **"Arca de Letras"** - Brazilian government program to encourage reading, Brazil;
- **Working Group (Biovale)** - monthly meetings to discuss issues not directly linked to oil palm cultivation (eg infrastructure, social issues), Brazil
- **Study of Alternative Crops associated with Palm** - Bioenergy Belém, Brazil;
- **Monitoring of Social and Environmental Indicators** - Peabiru Institute and Agropalma, Brazil.
- **"Projeto Dendê"** - Use of oil palm in agroforestry - Natura, Brazil.

Box 2- Examples of successful experiences in Latin America related to Smallholders

#### b) Key points for better technical assistance.

The presentations in this panel, addressed different formats and tools of technological and organizational development of the producers. Within the same region, it was possible to identify different forms of organization and performance. The points identified as common to these models were as follows:

- Field days and training to producers as an important tools for success;
- The TA / support for the producer, should not occur in an isolated or casual manner. Establishing a routine is important in the relationship with the producer;
- The transparency of the program and indicating the objectives and benefits of the project are important for obtaining commitment from producers.
- Strengthening the producer groups, either through individual support, via cooperatives or associations should be among the objectives;
- Regardless of the model, the dimensioning between the number of technicians / multipliers relative to the number of producers served is important;





- The TA and the organization should consider the local context and the availability of labor. Creating opportunities for youngsters in the field should be an objective, as well as improve the technology and mechanization.

As to involve other organizations, several types of organizations were suggested:

- Governments (local, regional and national): are fundamental when obstacles such as legal procedure, authorizations, etc. exist. Also when there are public policies for certain sector promoted by the government. They are also important in joint projects with financial institutions;
- NGOs: often supported with technical, extension, promotion or cofinancing monitoring;
- Financial institutions: for example, for credit delivery;
- Local Producer organizations with expertise in the dissemination of information and / or have the ability to mobilize producers.

### 3.4. Expansion and deforestation in the level of Small Properties. What is the context, challenges and means of reduction?

The presentations in this panel were on global initiatives to reduce deforestation linked to the expansion of commodities (Proforest) and a proposal from SHARP to work with HCV on the scale of a small property (SHARP).

This panel, addressed the issue of deforestation in the small property focusing on a strategy to reduce it, how to apply the concept of High Conservation Values (HCV) in the context of the small property and how to monitor deforestation and the HCVs.

Table 3 presents some of the global initiatives relevant to the sector which places the reduction or elimination of deforestation as a goal.

- **CGF (Consumer Goods Forum)** - >400 retailers, manufacturers, service providers and other stakeholders. > 70 countries. collaborative space.
  - Agreement to reach zero deforestation by 2020
- **TFA (Tropical Forest Alliance) Public-Private Partnership.** Initiated by the U.S. government and the CGF currently composed of different governments and NGOs.
  - Palm, soy, paper and pulp, cattle.
  - Collaboration, Financial Commitments.
- **POIG (Palm Oil Innovation Group)**
  - Greenpeace, WWF, Agropalma (Brasil), Daabon (Colombia).
  - Introduction to the concept of HCS (High Carbon Stocks / Forests with high carbon stock)
  - Invitation to new members (March 2014)

Box 3 - Initiatives of the supply chain of palm (and commodities in general) with commitments to reduce deforestation.

The global initiatives presented demonstrate a global movement seeking the implementation of agreements to halt deforestation engaging all stakeholders in the production and marketing of

commodities. Retailers, processors and producers are under pressure to demonstrate progress of policies that exclude the expansion of areas of natural vegetation in their supply chains. Since the implementation of these policies in the field of smallholders is a big challenge, SHARP identified this issue as one of its priorities.

In this sense, the SHARP initiative is working, among other things on a proposal to adapt identification methodologies, management and monitoring of HCV to the scale of smallholders. This proposal is in development with field tests planned for Latin America this year - Figure 1.

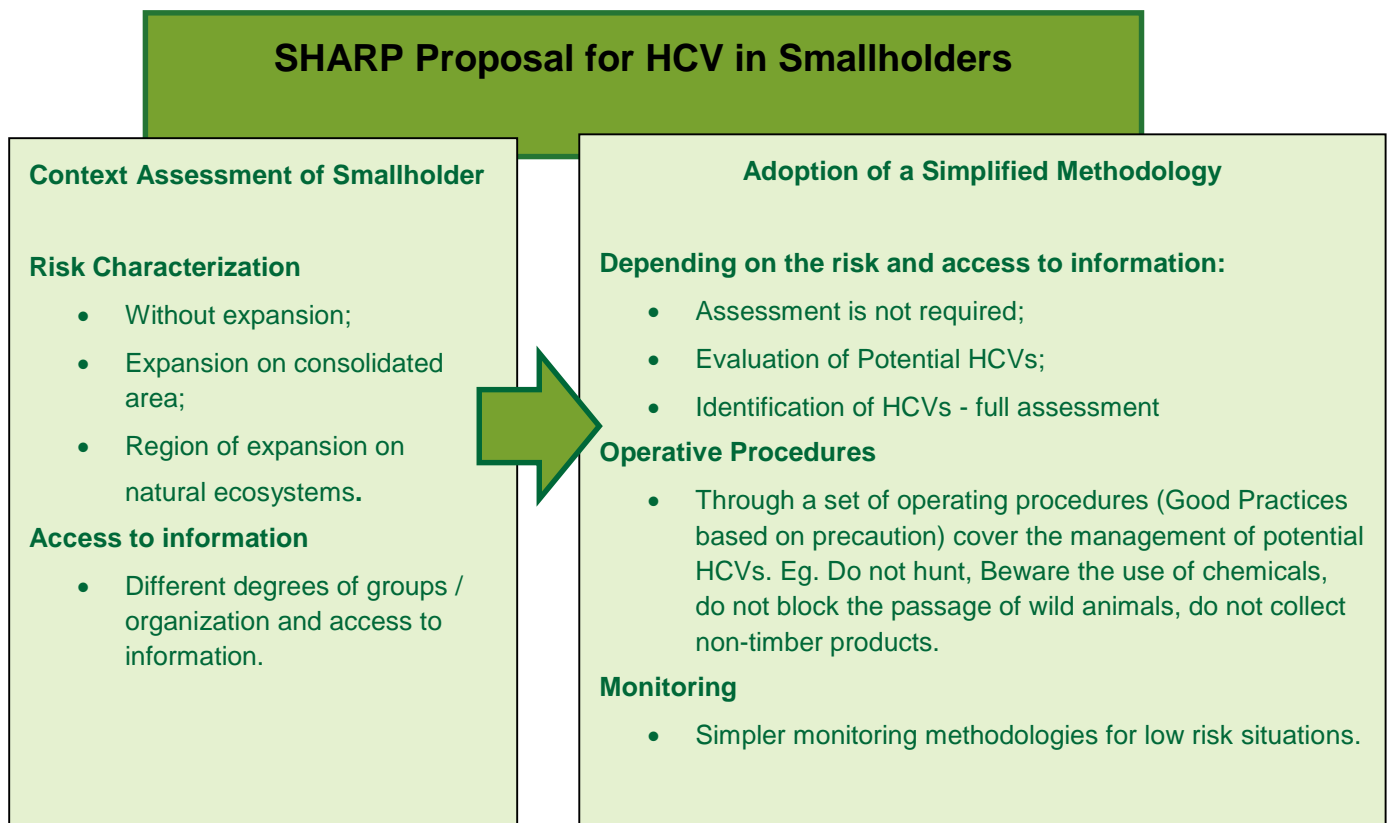


Figure 1 - Proposal under development by Sharp - Application of HCVs on the scale of smallholders. (SHARP)

Group discussions of this panel, addressed potential solutions for: (a) reduce deforestation and maintaining the High Conservation Values in the reality of smallholders - Table 4; (b) identify and monitor deforestation and the HCVs on the scale of smallholders - Table 5.

- a) a) Reducing deforestation and maintaining the HCVs: The groups identified the key points to work with smallholders in reducing deforestation - Table 4



Strategies to reduce deforestation	
<b>Not only restrict, but also create opportunities and incentives</b>	Encourage forest products
	Promoting incentives such as easier access to credit; financial and non-financial benefits
	Replicating success stories – e.g. Costa Rica
<b>Comprehensive technical assistance and not just focused on the cultivation of palm</b>	Acting on the property as a whole and not focusing only on the palm
	Intensify food production on the property.
<b>Strengthening / Legislation Implementation</b>	In countries where there is already a law regulating deforestation, act on its application / processing.
	In countries where the law does not adequately cover the issue of deforestation, strengthen it.

Table 4 - Strategies for Reducing deforestation in the small property

- b) Identifying and monitoring deforestation and the HCVs: Participants considered as possible tools to help identify deforestation and / or monitor the HCVs in smallholders. The suggestions ranged from participatory methodologies to the use of data from remote sensing or detection (Table 5)

Identify and monitor deforestation and the HCVs on the scale of smallholders.
Monitoring by satellite combined with a cadastral survey at a municipal / local level
Grouping of Smallholders to facilitate Deforestation Monitoring and Identification of HCVs
Embodiment of Participatory Mapping / Monitoring involving farmers and communities
Search for Government and Research Organs support for Monitoring of Deforestation and Identification of HCVs

Table 5 - Strategies to identify and monitor deforestation and HCVs in properties of smallholders

### 3.5. Access to Credit - How to improve access to credit for smallholders

In this panel, presentations were held on the issues surrounding the credit for smallholders (Proforest) on the Pronaf Eco dendê (Banco da Amazonia - Brazil), on the *Pará Rural* (Brazil) and on the experience of Hondupalma (Honduras).

These presentations and discussions highlighted during the workshop confirmed that access to credit is a key factor for smallholders. The access of smallholders to credit, normally used in agriculture is hampered by lack of collateral, high risk operations assigned to small farmers by financial institutions, high interest rates and bureaucracy of processes for credit granting. Often smallholders do not have the



documentation required by the financing process such as land title, ID. When producers put their land to guarantee funding, it also poses a risk to them and places them in a situation of risk and vulnerability, for which often they are not willing to use their land as collateral for financing.

The presentations and discussions pointed to the role that business can play as agents of credit and facilitation through support of the bureaucratic process, the contribution of guarantees (through contract) and the technical monitoring as a way to ensure the return of the investment. Since successful cases exist, for example:

- **Pronaf Eco Dendê** – Brazilian government program providing credit to smallholders with low interest rate. The program was adapted to the reality of smallholder of palm, with the participation of enterprises in the use of tools.
- **Para Rural** - Credit delivery Initiative for small producers of palm financed by the World Bank through a partnership with the government of Pará. It includes low interest rates and subsidy of 35%.
- **Hondupalma** - The cooperative has its own bank (Banco Hondupalma) and it offers loans to smallholders.

The role of government and development banks was highlighted in the initiatives discussed with an interest rate lower than the conventional credit and subsidies to smallholders. The credit delivery in regional development policies is important for the development of sustainable production of palm oil in the range of the small property.

The issue of access to credit arose at different times of the event, highlighting its importance for the development of smallholders. Despite being an issue with many features that involve the national context an opportunity was identified for SHARP to help spread good practices and initiatives involving companies in the supply chain.

### 3.6. Sustainability requirements - How to implement and verify compliance on Smallholders

This panel, featured initial presentations on commitments that buyer companies and large producers are performing on the issue of traceability and certification (Proforest); the ADM experience in the implementation of sustainability criteria on smallholders in Brazil and a preliminary proposal from SHARP for creation of a mechanism to ensure access to sustainable smallholder chains through the initial fulfillment of minimum criteria - CSS

#### a) Context

The increased adoption of sustainability criteria by companies of the supply chains of palm oil (Table 6 and Table 7) is accompanied by a discussion on how to prevent this process leading to the exclusion of smallholders. The smallholders present a greater difficulty in meeting the requirements of certification systems or purchasing policies of companies in the supply chain of palm oil.



Company	Goal: Palm Oil	Tracking Commitment
<b>Unilever</b>	100% AP Certified until 2015	Until the end of 2014, all oil to be bought by Unilever, must be traceable to a known source (extraction plant).
<b>Nestlé</b>	100% AP Certified until 2015	Continually increase the amount of palm oil may be traceable to crops that were independently verified with respect to compliance with its guidelines for responsible procurement.
<b>P&amp;G</b>	100% AP Certified until 2015	Set tracing to the mills (APC and APS) before December 31, 2015.
<b>Kraft</b>	100% AP Certified until 2015	None
<b>CSM</b>	100% AP Certified until 2015	None
<b>AAK</b>	100% AP Certified until 2015	Products using only palm oil certified as segregated.
<b>Henkel</b>	100% AP Certified until 2015	None
<b>L'Oreal</b>	100% of AP and derived more utilized from known sources.	100% certified palm oil segregated since 2010: Derivatives 100% certified "book & claim": Looking to move to segregated

Table 6 - Commitments for the Acquisition of Sustainable Palm Oil Companies by the Supply Chain of Palm Oil - Analysis 2012 Proforest. Updated Data.

Supplier	Goal for Palm Oil	Certification of the Chain of Custody
<b>Wilmar</b>	100% RSPO certified palm oil to 2014/15 for own plantation products.	Segregated Mass balance
<b>Sime Darby</b>	100% certified palm oil to the end of 2014 100% certification of associated smallholders until December 2014 100% external FFB certification up to December 2014 FFB	Segregated Mass balance
<b>Cargill</b>	100% certification of smallholders associated until 2012 Provide 100% Sustainable Palm Oil in the United States, EU, Australia, New Zealand and Canada until 2015. 100% Certified Sustainable Palm Oil by 2020 worldwide.	Segregated Mass balance
<b>IOI Group</b>	100% of own plantations certified until 2012. Goal of 100% certified palm oil, but without an established time set	Segregated Mass balance
<b>Sinar Mas</b>	RSPO Certification of most of its operating units to 2015	N/A
<b>ADM</b>	There is no plan established with a goal and time set	Segregated Mass balance

Table 7 - Production commitments of Sustainable Palm Oil and commitment to inclusion of smallholders - Analysis 2012, Proforest. Updated Data.

## b) CSS, SHARP Initiative

This is one of the lines of action of the SHARP initiative through the Controlled Supply of Smallholders (CSS - Controlled Supply from Smallholders). The CSS is a program under development within Sharp with the objective of creating an intermediate tool to recognize the fulfillment of basic sustainability criteria, facilitating the access of smallholders to a process of continuous improvement in areas related to sustainability.

The CSS is being structured in two complementary pillars: (a) Pillar 1, focusing on the minimum requirements that must be addressed by smallholders to form part of a sustainable supply chain, and (b) Pillar 2, focused to promote the development of producers through support and training to improve the practices of producers and their productive conditions. Figure 2

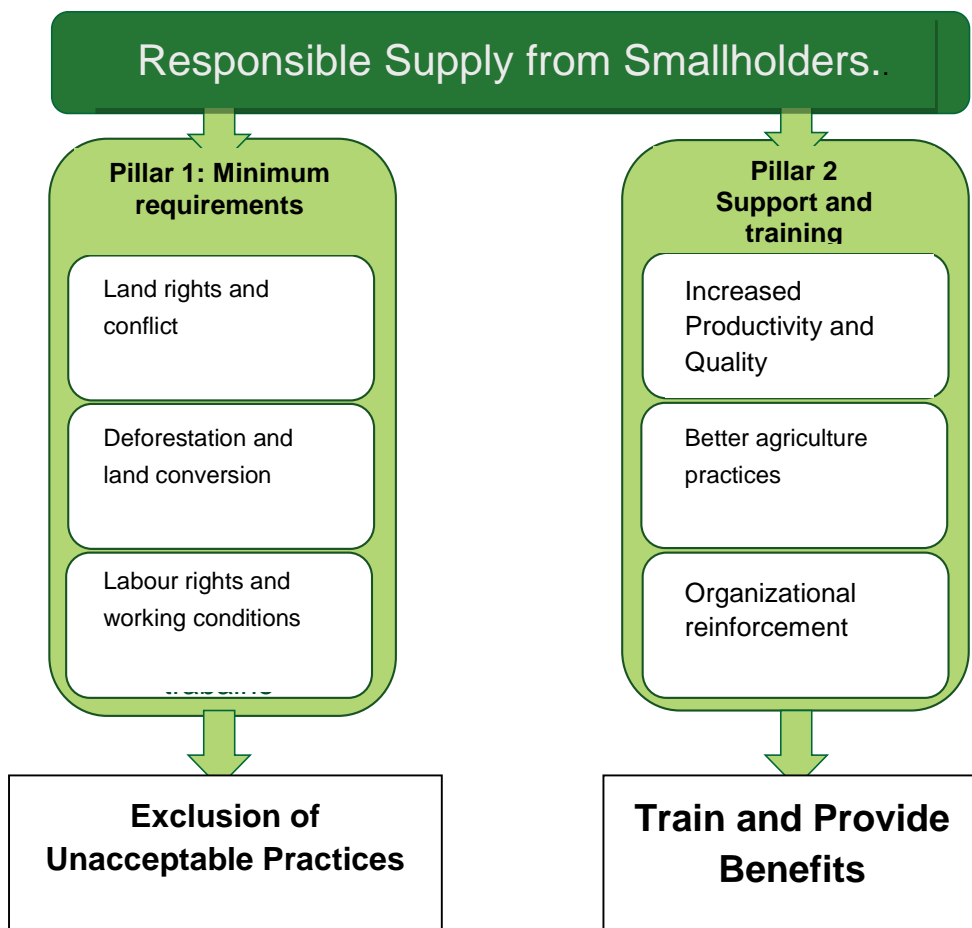


Figure 2 - CSS - Controlled Supply of Smallholders - SHARP - Pillars of the Initiative

## c) How to implement and verify sustainability requirements compliance in Smallholders.

This section did not had that much time to explore the topic. However, the discussions during the workshop highlighted the importance of support to producers for adopting sustainability requirements through:



- **Adapted tools** (such as Rural Horizon Initiative - from Solidaridad that through guidance helps the producer identify its current state of development and the next steps towards sustainability);
- **Technical assistance and training for producers** - which makes the discussions held on item 3.3. of this report (technical assistance and organization of producers) becomes even more important as they are the main ways of implementation and monitoring of sustainability requirements in smallholders.

With regard to monitoring the discussions pointed at training of the technical team working with smallholders and the use of participatory monitoring methodologies (such as Peabiru methodology developed by the Institute in its work with Agropalma - Brazil).

### **3.7. Labor issues - Improving working conditions with smallholders: (a) Child Labor; (b) Working conditions.**

This panel had an initial presentation on the general context and the challenges of working with smallholders on this topic. (Proforest)

More than 1400 million people work in agriculture, 60% of this workforce is related to smallholders. In some poorer countries, 75% of the population (economically active) is employed in agriculture. These data demonstrates the importance of labor issues for agriculture and more specifically to the context of the smallholder.

Furthermore, working conditions in the reality of the smallholders present a number of challenges, including: days of exhaustive work, low-income (below minimum wage); absence of protection during maternity, low degree of formality and compliance with labor laws, other issues related to health and safety issues.

Specifically on child labor. Whereas the ILO concept states that child labor is one that deprives children of their childhood, their potential for development, dignity and / or is harmful to their physical and mental development. Overall, 60% of child labor between 5 and 17 years of age works in agriculture (UN Global Compact, 2013), of these, the majority (67.5%) are unpaid, and are linked to the activity of the family (ILO).

The discussion on child labor in the field of family farming is related to several factors related to their reality, such as access to public services (including public service support), lack of alternative activities, regional tradition, youth exodus from the countryside, contribution to household income, legislation and enforcement. Thus, the performance on this problem has to be done in a holistic and integrated manner. Understanding the context and, through partnerships (public policies are extremely important), promote alternatives to child labor taking into account not only its elimination, but also the creation of alternatives that promote the holistic development of the child.

Both, the working conditions in a broader manner and the more specific issue of child labor, are fundamental for SHARP and are part of the minimum requirements of the CSS proposal. Identify and promote examples and initiatives that promote the best practices adapted to the reality of the smallholder are the focus of action of the initiative.



## 4. Conclusion and Next Steps

The facilitators and participants concluded that:

- a) **Exchanges:** It was very positive to create a space for an exchange of information and experience specifically about smallholders of palm in the palm sector because, normally, the issue is always considered as a minor issue in events on palm. There was much interest in continuing having a space like this, either through virtual communications or in person.
  
- b) **Platform:** There is support for the creation of a platform for exchanging experiences on working with smallholders. The platform could be useful to strengthen, promote and continue the exchange of experience within the region. Given the specificities of the local context, the participants considered important to create mechanisms or national spaces (e.g. national workgroups), plus the regional space. During the discussions it was suggested that the platform makes it possible for the exchange of experiences virtually (online or calls) as a way to cut costs.
  
- c) **SHARP:** Specifically on SHARP, it was suggested to share the work plan and the actions that are being developed would be a way to enable the contribution of other stakeholders for the initiative and its actions.





## ANNEX 1 - List of Acronyms and Abbreviations

<b>ADM</b>	Archer Daniels Midland
<b>ANCUPA</b>	Asociación Nacional de Cultivadores de Palma Aceitera (National Association of Palm Oil Growers)
<b>TA</b>	Technical Assistance
<b>HCV</b>	High Conservation Values
<b>BRA</b>	Brazil
<b>Cenipalma</b>	Corporación Centro de Investigación en Palma de Aceite (Corporation Research Centre on Palm Oil)
<b>CGF</b>	Consumer Goods Forum
<b>COL</b>	Colombia
<b>CSS</b>	Controlled Supply from Smallholders
<b>ECU</b>	Ecuador
<b>Fedepalma</b>	Federación Nacional de Cultivadores de Palma de Aceite (National Federation of Palm Oil Growers)
<b>FLIPA</b>	Fondo Latinoamericano de Innovación en Palma de Aceite (Latin American Fund for Innovation in Palm Oil)
<b>HCS</b>	High Carbon Stock
<b>HND</b>	Honduras
<b>UN</b>	United Nations
<b>ILO</b>	International Labor Organization
<b>AP</b>	Aceite de Palma (Palm Oil)
<b>APC</b>	Aceite de Palma Crudo (Crude Palm Oil)
<b>APS</b>	Aceite de Palmiste (Palmiste Oil)
<b>POIG</b>	Palm Oil Innovation Group
<b>PRONAF</b>	Programa Nacional de Fortalecimiento de la Agricultura Familiar (National Program for the Strengthening of Family Agriculture)
<b>RFF</b>	Racimo de Fruta Fresca (Fresh Fruit Bundle)
<b>RSPO</b>	Roundtable on Sustainable Palm Oil
<b>SHARP</b>	Smallholder Acceleration and REDD+ Programme
<b>TFA</b>	Tropical Forest Alliance
<b>UAATAS</b>	Unidades de Asistencia y Auditoría Técnica, Ambiental y Social (Units of Technical Assistance and Audit, Environmental and Social)
<b>UNPALA</b>	Unión de Palmeros del Litoral Atlántico (Palm Grower Union of the Atlantic Coastline)



## ANNEX 3 - Agenda

### Workshop: Social and Environmental Good Practice applied to Smallholders in the supply chain of palm oil in Latin America.

DAY 1 – 29/04/2014	
Time	Agenda
8.30	Welcome and Registration
9.00	Introduction of Participants, Objectives and Workshop Agenda
9.30	Presentation about the SHARP initiative
10.00	Interval
10.30	<b>Panorama of the role of smallholders of palm production in Latin America</b> <ul style="list-style-type: none"> <li>- Presentation of the profile of smallholders in different countries. Production models, challenges and profile</li> </ul>
11:30	<b>Inclusion of Smallholders in sustainable production chains</b> <ul style="list-style-type: none"> <li>- The presentation of the baseline study on Challenges for Smallholders of Commodity Producers in Latin America;</li> <li>- Challenges and Solutions in the inclusion of Smallholders - Group Discussion</li> </ul>
12.45	Lunch
13.30	<b>Presentation of group work - Introduction of Smallholders in sustainable supply chains of Palm Oil</b>
14.30	<b>Organization and Technical Assistance for Producers</b> <ul style="list-style-type: none"> <li>- - Challenges and opportunities, promote the quality and productivity of production and improve current practices;</li> <li>- - Promoting the organization of Smallholders in the context of the production of Palm Oil.</li> </ul>
15.45	Interval
16.00	<b>Discussion:</b> Technical Assistance and Producer Organizations
17.30	End of day 1



## Day 2 – 30/04/2013

Time	Agenda
8.30	Presentation of group work: Technical Assistance and Producer Organizations
9:10	Expansion and deforestation in the level of Small Properties, what is the context, what are the challenges and reduction means;
9.50	<b>Discussion and presentation of group work</b> – Expansion and deforestation in the level of Small Properties, what is the context, what are the challenges and reduction means;
11:00	Interval
11.15	<b>Labor issues – Improving working conditions with smallholders:</b> <ul style="list-style-type: none"> <li>- <b>Child Labor;</b></li> <li>- <b>Working conditions;</b></li> </ul>
11.45	<b>Discussion: Labor issues</b> – Improving working conditions with smallholders: <ul style="list-style-type: none"> <li>- Child Labor;</li> <li>- Working conditions</li> </ul>
12.30	Lunch
14.00	<b>Sustainability requirements</b> <ul style="list-style-type: none"> <li>- <b>How to implement and verify compliance on Smallholders?</b></li> </ul>
14.45	<b>Discussion and presentation of group work: Sustainability requirements</b>
15.40	Interval
15.55	<b>Access to Credit - How to improve access to credit for smallholders?</b>
16.15	<b>Discussion and presentation of group work: Access to Credit</b>
17.15	<b>Conclusions and Next Steps - Establishing a platform for development of smallholders with the supply chain of palm oil in Latin America.</b>
18.00	End of Day 2