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Menghimpikan Penghargaan dan Terima

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yang telah berjasa dan berkebangsaan

3 Tahun PISAgro

12 Februari 2015



Kemiraan Pertanian Berkelanjutan Indonesia

PIAGAM PENGHARGAAN

MAWARNI

Success Stories

A Step into Professional Cocoa Farming

Ayo rawat kebun!

Foreword

Since day one of the implementation, SCPP together with private sector partner have been tirelessly working towards building a sustainable cocoa production which meet the demand and quality standards of the cocoa industry.

In 2014, our Program has been focusing on identifying characteristics of the professional farmers, such as increased productivity, proactive in exchanging experiences with other farmers, continually looking for ways to improve the farm and to increase income, and implement professional farm management including financial and management. We learned that farmers with multiple activities are more likely to transition into professional farmers through entrepreneurial venture.

In 2015, our Program plans to provide a more intensive assistance for the identified professional farmers with various activities, and closely monitor their progress to realize entrepreneur farmers from cocoa farming.

The current edition of success stories exhibit lessons from selected farmers across our implementation areas from farmers who already taking a baby step into commercial cocoa farming, transitioning from merely subsistence farming to meet daily needs. We hope the stories will inspire other farmers to achieve sustainable cocoa production in Indonesia.

Ayo Rawat Kebun!



Manfred Borer
Country Director Indonesia

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Firsthand Experience of Farmer Field School

Musliadi - SECO, Pantee Cermin Village, Babahrot Subdistrict, Southwest Aceh

“Hopefully, our success with this first farmer owned clonal-and-budwood garden in Aceh can inspire other farmer groups to build many other clonal gardens, as it is proven that they bring multiple benefits not only for the owner and the maintainer, but also for many other farmers. I’d like to thank Swisscontact for the valuable training and continuous monitoring that brought me closer to my dream of having a wealthy family as a result of our cocoa venture,”

5,000 Certified Budwood = **IDR 20** Million
2 ha Clone Garden = **6** Ton = **IDR 120** Million

Thousands of farmers in Southwest Aceh and in surrounding areas can now be relieved. They can top-graft their seedlings and rehabilitate their ageing cacao trees with reliable budwood, sourced from a certified clonal garden maintained by Musliadi and his Mekar farmer group. From June to December 2014, the group has been able to sell 5,000 branches of certified budwood, making a profit of IDR 20 million. Further, from the two-hectare clonal garden they could produce up to six tons of cocoa beans per annum which equals to IDR 120 million.

Between healthy cacao trees adorned with red pods, a petite but sturdy figure looks busy cutting out cocoa branches from a cacao tree to be made into budwood. His name is Musliadi, a 30-years old cocoa farmer from Pantee Cermin Village in Babahrot Subdistrict, Southwest Aceh, who joined the Swisscontact PEKA (Peningkatan Ekonomi Kakao Aceh) program in 2010.

Through the PEKA project Swisscontact provided Acehnese cocoa farmers with field school training until March 2012. With financial support from the Swiss Government, Swisscontact continues to help cocoa farmer households in five districts in Aceh, including Southwest Aceh, through an outreach program named Sustainable Cocoa Production Program (SCPP) for the duration of January 2012 to December 2015.

Back in 2010, Musliadi participated in an intensive 16-days training and attended various modules including good agricultural practices, post-harvest management, and farm rehabilitation. In response, he became a skilled farmer and was motivated afresh to take care of his cocoa farm. “With the know-how I gained from the field school, I was confident to be able to restore the production of my 0.5 hectare farm. After I applied all recom-

mended techniques to my cacao trees, positive changes could be seen, for example healthy leaves and blossom cocoa flowers that were growing,” says Musliadi. Also, he was assigned as the Chairman of the ‘Mekar’ farmer group, which inevitably made him a role model among his group members.

His success was heard by Musliadi’s uncle named Akmansyah who happened to be a government officer at the local Estate Crops Agency (Disbun) and also one of Swisscontact’s master trainers in Southwest Aceh. At that time, Akmansyah was aware of the urgency of establishing clonal gardens as a source for reliable budwood to restore the local cocoa production. Akmansyah voluntarily let his two-hectare land to be planted with 1,800 superior cacao seedlings, and asked Musliadi with his tested cocoa cultivation skills to maintain the farm.

Finally in 2011, top-grafted seedlings of superior clones of S1, S2, TSH858 and 45 were replanted, as recommended during field school. The funding of the seedlings was supported by Swisscontact and the local Disbun. With help from Akmansyah and seven members of his farmer group, Musliadi maintained the two-hectare farm accordingly. After 1.5 years, some trees started to produce. Surprisingly, the pods were

many, and they were healthy and withstood the pest and diseases, and the cocoa budwood was in high demand. “Honestly, the idea was to only build a clonal garden, but as a result, up to December 2014, six tons of cocoa beans have been produced per annum which equals to IDR 120 million. And from selling 5,000 branches of budwood, we made a total profit of IDR 20 million,” elaborates Musliadi proudly.

Witnessing that, Musliadi and Akmansyah, with support from the local Disbun, planned to certify the clonal garden by involving the Indonesian Coffee and Cocoa Research Institute (ICCRI) as the national certification agency. During the evaluation, Swisscontact’s SCPP field facilitators kept monitoring the development of the garden and provided valuable inputs. After a one-year evaluation process, the clonal garden was finally certified by ICCRI in June 2014. Now, farmers in Southwest Aceh and surrounding areas do not have to worry anymore about where to get reliable budwood. The certified clonal garden is ready to meet the demand for budwood from thousands of farmers, including SCPP beneficiaries who come from various districts in Aceh. Besides, this garden can also be used as a plot for farmers who want to do experiments for a better cocoa production.



Benefit from Nutrition Program for the Entire Family

Latifah – EKN ,Pantee Cermin Village, Southwest Aceh District, Aceh

The vegetable garden maintained by the '18' farmers group has become the source of organic vegetables in their village. "Thanks to the nutrition program from Swisscontact and The Kingdom of the Netherlands, not only 34 cocoa farmer households but our entire village can enjoy the benefits of a better health thanks to a regular consumption of nutritious vegetables," says Latifah gratefully.

"We sold a bundle of vegetables for IDR 1,000 to neighbors and local traders. In order to maximize the profit, the group members gladly pay the same amount also,"

10x15m
Built
A plot = **Variety**
Melon, Egg
Plant, etc

Seven mothers with cheerful faces are busy harvesting green spinaches in a garden in Pantee Cermin Village in Babahrot Sub-district, Southwest Aceh. One of them is Latifah (35), a wife of an alumnus of Swisscontact's SCPP field school. Latifah, a mother of two, joined the nutrition field school in April 2014. During the training, she was assigned as the group leader, supervising 33 other women. They all received training in Good Nutritional Practices (GNP), with learning modules such as the introduction to balanced diet or how to improve home gardening techniques to increase the family's consumption of nutritious vegetables.

"I only heard good things about Swisscontact's program. Thus, I believed that the nutrition training would also bring us many advantages," says Latifah. Her hope came true. "We learned how to prepare nutrient-rich food for our family based on the food pyramid, gained knowledge on nutritional facts and on how to establish home vegetable gardens to ensure a sustainable and healthy food supply," elaborates Latifah.

Driven by the thought 'larger equals more benefits', the group established a larger

garden than suggested by the program. "With the joint support of our group and by utilizing an abandoned land, we built a plot of 10x15m," shares Latifah. To give the group a head start, the program provided fencing net and seeds of nutritious vegetable crops, such as kale, spinach, mustard, long beans, water cress, and cayenne pepper. "To add to the variety, some group members also supplied seedlings of bitter melon, egg plants and cucumber," Latifah adds.

After a month, all group members could sample their first nutrient-rich vegetables. "The taste was so different. The cucumber was sweeter and fresher as we planted them organically," shares Latifah happily. With the second yields, the group started to maintain the organic vegetable garden commercially. "We sold a bundle of vegetables for IDR 1,000 to neighbors and local traders. In order to maximize the profit, the group members gladly pay the same amount also," explains Latifah. From their first sales in May up to December 2014, the group has saved IDR 4 million, which will be first used to purchase new seeds and the rest will be then shared between all the members.



Experiment for Better Cocoa Production

Sarifuddin, SH - ADM Cocoa, Wowa Tamboli Village, Kolaka District, Southeast Sulawesi

Sarifuddin's skills in cocoa cultivation were self-thought by eagerly reading cocoa-related literature since he was in high school. He was keen on joining the farmer field school (FFS) from SCPP and ADM Cocoa to improve his knowledge. Known as a risk-taker, he experimented and applied his newly gained know-how – and was rewarded with a highly improved yield. He became a young role model who inspires other farmers, especially the young generation, to start their own cocoa farming.

“With the favorable price for cocoa, I am confident that cocoa farming doesn't have to be a low-paid occupation. In fact, the income might exceed the salary received by a government officer,”

450 kg
Beans = **300**
Side-grafted
Trees

Sarifuddin, SH (33) is a cocoa farmer with law degree holder. In 2014, he attended FFS in his village, Wowa Tamboli in Kolaka, Southeast Sulawesi. He helped facilitating trainings for other cocoa farmers under 'Muara Sipatokkong' group, wherein he also acts as a Chairman.

Sarifuddin started cocoa farming when he inherited a 3-hectare cocoa land from his parents in 2001. In four years, he expanded the farm to 4.5 ha with approx. 800-1,000 cacao trees per hectare. Possessing a law degree didn't stop him from remaining in the cocoa business.

His leadership and technical capacity made him a role model who inspires the local young generation to keep working in the cocoa sector. He also uses his educational background and long-term experience to assure other farmers that applying the appropriate treatment will bring good yields. Convinced by his knowledge and enthusiasm, many farmers who are also university graduates are starting to run cocoa ventures too.

To increase productivity, Sarifuddin rehabilitated his ageing trees through side-grafting with superior clones. He even took the risk to side-graft the trees that are still productive but don't bring out enough pods. Some think that he is out of his mind, but the side-grafted cacao trees have now shown visible progress. During harvest season, he can yield up to 450 kg beans from only 300 side-grafted trees, while during low season around 15-20 kg weekly.

Thanks to the on-site training and hands-on approach of the field school, farmers realize that the lessons can actually help tackling the daily challenges in their farms. Also, the friendly way of the program's field facilitators is one of the program's keys to success. He concludes: "I am deeply grateful and cannot thank Swisscontact and ADM Cocoa enough for establishing this valuable program for us, the smallholder cocoa farmers."



Maximizing Cacao Tree Byproducts

Ramadhan - Barry Callebaut ,Nagari Batu Gadang, Padang Pariaman, West Sumatra

It is because of Swisscontact and Barry Callebaut that Ramadhan's cocoa farm is now known as "cocoa park". Their field school training provided Ramadhan with skills to establish additional sources of income by cleverly utilizing and selling cacao tree by products.

"My success is not only defined by the increasing well-being of my family, but also through my election by the Government to visit cocoa orchards in Luwu, South Sulawesi, for a comparative study. I thank Swisscontact and Barry Callebaut. Lastly, I hope my success will inspire other farmers so that my biggest dream of turning my village into a cocoa village comes true,"

A huge smile spreads across Ramadhan's sweaty face. Recently, Ramadhan (43), who lives in Nagari Batu Gadang, Sub-district Sungai Geringging in Padang Pariaman, often receives visits from farmers who want to see changes of his "cocoa forest" into a beautiful cocoa park. Ramadhan gladly shares his ups and downs prior to becoming a role model he is today.

"Back in 2004, I was only an ordinary cocoa farmer who tried his luck with a cocoa venture," says Ramadhan. He chose to plant 600 cacao trees on his one hectare land as he was convinced that the soil was suited best for cocoa. With limited agricultural knowledge he still produced 400 kg per year. A few years later, pests and diseases destroyed his orchard and led to a poor yield. It lowered his motivation and made him reluctant to tend his orchard; Ramadhan's farm looked like a forest, wild-growing and unmaintained.

When Swisscontact and Barry Callebaut came to his village, Ramadhan enthusiastically joined the program and was chosen to be the Chairman of the 'Balkam Saiyo' group that consisted of 24 other farmers. "I agreed to run my farm as the demonstration plot so we could jointly practice all

the good farming techniques we learned. Together we pruned, sanitized, fertilized, side-grafted and rejuvenated continuously," says Ramadhan proudly.

Changes on Ramadhan's farm motivated the group in particular to look after their plants seriously. Now Ramadhan can yield 800-1,200 kg per annum from his 600 side-grafted trees. He states: "I thank the program for providing valuable knowledge for additional income, for example to sell budwood for IDR 3,000. I made a total profit of IDR 7 million in 2014." Ramadhan also developed a high-quality cacao seedlings nursery, which means another source of income for his family. On top of that, he decorates his cocoa orchard so it looks nice and encourages him to stay longer in his garden.

That's why fellow farmers call it now "Cocoa Park". "My success is not only defined by the increasing well-being of my family, but also through my election by the Government to visit cocoa orchards in Luwu, South Sulawesi, for a comparative study. I thank Swisscontact and Barry Callebaut. Lastly, I hope my success will inspire other farmers so that my biggest dream of turning my village into a cocoa village comes true," shares Ramadhan.

$$3,000 \text{ Certified Budwood} = \text{IDR } 7 \text{ Million}$$

$$800-1,200 \text{ Kg Beans} = 600 \text{ Side-grafted Tree}$$



Fruits of Joining An Eye-Opener Program

Sunawar – Cargill, Barakkae Village, Bone District, South Sulawesi

Starting with a group-managed nursery, Sunawar and his 30 fellow farmers are now owners of their own individually managed nurseries which provide them access to superior seedlings and an additional income. This is why SCPP encourages farmers to establish nurseries as a part of the program's ongoing target of sustaining the cocoa production quality and productivity.

“After the training, I immediately rehabilitated my farm. I also harvested pods frequently, pruned, and sanitized and fertilized my farm to tackle cocoa pests and diseases. The results were encouraging – a number of healthy new shoots grew from the side-grafted trees.”

1,000 Seedlings = **IDR 5** Million

Next to a traditional stage house in Barakkae Village in Bone, colourful cocoa pods grow on Sunawar's well-tended cocoa trees. Sunawar (48) is known as an industrious cocoa farmer in the area. Driven by the thought to improve his farm's productivity, Sunawar signed up for the Farmer Field School (FFS) facilitated by Swisscontact and Cargill in 2012.

Sunawar was only 19 years old when he inherited 0.5 hectare cocoa farm, he then added another 0.5 hectare and had a total of 900 trees. “At that time, I also worked as an Administrative in our village office,” shares Sunawar. “But I still spared time to maintain my cocoa farm.” Back then, the production could reach up to 1 ton per annum. “With my savings from cocoa, I expanded my venture into a cocoa beans trading and multiply the benefits from cocoa,” says Sunawar proudly.

But in recent years, cocoa orchards in the area were raided by pests and diseases leading to a low harvest. “I later heard that Swisscontact and Cargill would facilitate trainings. I was convinced that the program would help us addressing our farm problems. Thus, I registered as a participant and got even selected as a key farmer after the Training of Trainers (ToT),” tells Sunawar.

In the FFS, Sunawar provides training to ‘Maccoli Loloe’ group. Various learning material were delivered to improve cocoa productivity. “After the training, I immediately rehabilitated my farm. I also harvested pods frequently, pruned, and sanitized and fertilized my farm to tackle cocoa pests and diseases. The results were encouraging – a number of healthy new shoots grew from the side-grafted trees,” explains Sunawar.

The group also established nursery to secure the supply of superior seedlings. SCPP provided UV plastic and 1,500 polybags for the nursery. “When the seedlings are ready, each member of the group takes their shares for farm replanting, while I continue the nursery on my own,” elaborates Sunawar. It turned out that all members wanted to start individual nurseries for an additional income. “SCPP was an eye-opener that made us realize that not only the pods can be a source of income but other parts of a cacao tree as well. If we can sell 1,000 seedlings annually, this means an additional profit of IDR 5 million,” says Sunawar hopefully.



Innovative Cocoa Farm Management

Ruslan Abdul Gani – Ecom, Lembah Bomban Village, Parigi District, Central Sulawesi

Ruslan’s innovative integrated cocoa farm management has motivated many farmers to replicate his system. His knowledge about raising superior seedlings led him to start up a commercially run nursery. His thanks go to Swisscontact and Ecom, whose training enabled him to break new ground with his cocoa venture.

“It was absolutely the right decision to join Swisscontact’s and Ecom’s field school. Through this training I know now how to better raise superior seedlings. Along with the increasing demand I see a chance of setting up a commercial nursery for an additional income source,”

3.5 Hectares = **1,750** Cocoa Trees

ZERO Waste on Farm

35 Goats | **Fermented** Cocoa Husks | **Urine** Fertilizer

Ruslan Abdul Gani (42), a participant of field school run by Swisscontact and Ecom in September 2013 owns a farm situated in a valley in Lembah Bomban Village in Parigi, Central Sulawesi. Now, he is known as an innovative cocoa farmer, and this is for a very specific reason. Ruslan started to grow cocoa in 2004, when he lived in Cianjur, West Java. In 2009, he migrated to Central Sulawesi and again relied his livelihood on cocoa. He bought 3.5 hectares of land with 1,750 cacao trees for very cheap because of its non-strategic location and ageing and unproductive trees. “People thought that I lost my mind to buy this land. But I was confident that with my persistence and knowledge, I can change this land into my cash cow,” says Ruslan.

Immediately, Ruslan rehabilitated his farm by side-grafting superior clones onto the trees. He compensated the lack of nutrient soil by using chemical fertilizer, but later he found out that it was expensive and ineffective. Ruslan also integrated the cocoa farming with goat breeding, added fisheries, and intercropped the farm with banana trees. .

“I prefer zero-waste system on my farm. I use fermented cocoa husks as fodder for my goats which then provide nutri-

tious-rich fertilizer in a form of urine and manure for my trees and soil.”

However, when Ruslan heard that Swisscontact and Ecom came to his village, he joined the program under the ‘Harapan Jaya’ farmer group to further improve his knowledge. “It was absolutely the right decision to join Swisscontact’s and Ecom’s field school. Through this training I know now how to better raise superior seedlings. Along with the increasing demand I see a chance of setting up a commercial nursery for an additional income source,” Ruslan says. He started breeding 50 superior cacao seedlings in his farm, the program provided UV plastic, shade cloth, and polybags. The program will also buy the seedlings for other beneficiaries to ensure the sustainability of Ruslan’s nursery business. Thanks to Swisscontact and Ecom, Ruslan’s farm improved a lot and is presently the most productive farm in the area. “From my improved yields I was able to establish more fisheries and buy 35 goats,” says Ruslan proudly. And of course, he is more than happy to share his knowledge about integrated farming with livestock with fellows, and proud if other farmers succeed by replicating the system in their own farms.



Dedicated Cocoa Doctor

Muhammad Yusuf – MARS, Lumbewe Village, Burau Subdistrict, East Luwu District, South Sulawesi

Thanks to newly acquired cocoa cultivation know-how, provided by Swisscontact and Mars, a dedicated and successful “Cocoa Doctor” changed his village. His superior seedlings are much sought-after by local farmers and he himself has been able to make profit of IDR 80 million from selling 16,000 seedlings per annum.

“Considering my activity level, I need people to help me in my farm. So I am actually creating jobs for local farmers. I am thankful for the beneficial program from Swisscontact and Mars that empowers me to help my fellow farmers in need. On top of that, I have improved my economic status thus provided better education for my four children,”

16,000
Top-grafted
Cacao Seedlings = **IDR 80**
Million

700 Kg
Previously
Production -> **1.2 Tons**
Invreased
Production

In his well-tended nursery in Lumbewe Village, East Luwu, Muhammad Yusuf (41) is gently top-grafting a 3-month cacao seedling. Lately, he spends a lot of time in his nursery due to the increasing demand for superior seedlings from local farmers who want to replant their orchards. Yusuf participated with the Cocoa Productivity and Quality Program (CPQP) from Swisscontact and Mars in 2012. Shortly after the training, he revived his 1,500 ageing trees in his two-hectare farm by side-grafting the trees with superior clones 45 and M01.

In 2013, Yusuf was invited to Mars Cocoa Development Center (MCDC). He was chosen among hundreds of farmers from his village after meeting the criteria of having a nursery, cocoa cultivation skills and entrepreneurial experience. Together with other farmers, Yusuf followed an intensive 7-weeks course enthusiastically. He was trained in agronomy and agribusiness by skillful trainers provided by Mars. He deepened his knowledge in Good Agricultural Practices (GAP), clone introduction, nursery management and replanting, as well as financial management. “After graduating I was honored to receive the title ‘Cocoa Doctor’. But this also comes with responsibility as I am entitled to transfer my knowledge to others,” states Yusuf.

Since the field school and the MCDC training, Yusuf’s cocoa venture has been improving significantly. “In 2013 and 2014, my total profit was IDR 80 million per year by selling 16,000 top-grafted cacao seedlings. I plan to build another nursery with a capacity of 7,000 seedlings in 2015,” Yusuf tells proudly.

Today, Yusuf welcomes farmers who need advice and support in his nursery which became some sort of clinic center. “I feel responsible to ensure that my fellows apply appropriate techniques when planting their seedlings. And, of course, I am happy to answer all their questions about cocoa cultivation,” elaborates Yusuf. Yusuf also increased his production up to 1.2 tons per hectare per annum from previously 700 kg. “Considering my activity level, I need people to help me in my farm. So I am actually creating jobs for local farmers. I am thankful for the beneficial program from Swisscontact and Mars that empowers me to help my fellow farmers in need. On top of that, I have improved my economic status thus provided better education for my four children,” finishes Yusuf.



Additional Income with Nursery Group

Rusnadi, Padang Utama farmer group - NESTLÉ, Salukayu Village, Mamuju, West Sulawesi

The members of the 'Padang Utama' farmer group don't have to buy expensive cacao seedlings from external suppliers anymore, since they produce their own high-quality seedlings now. Besides, they have been able to sell 1,000 top-grafted seedlings to non-member farmers and have made a profit of IDR 4,500,000 so far.

"I can daily apply what I learned during the Farmer Field School. I recall the lessons in Good Agricultural Practices, such as PsPSP (Frequent Harvesting, Pruning, Sanitation and Fertilizing), which in my experience is highly effective to reduce pests and diseases that attack our cocoa farms" Rusnadi explains. "I deeply thank Swisscontact and Nestlé for the beneficial Farmer Field School and nursery program in my village. I hope that this program will continue providing guidance to farmers, and help them sustaining their cocoa production and thereby improving their life."

1,000 Top-grafted Seedlings = **IDR 4,5** Million

The 'Padang Utama' farmer group, based in the village Peuweang in West Sulawesi, was established during Farmer Field School organized by Swisscontact and Nestlé in 2013. During the training, Rusnadi (40) was a remarkable and enthusiastic farmer and he soon acted as the leader of the farmer group, supervising 31 of his fellow cocoa farmers.

Rusnadi remembers when he planted cacao seedlings for the first time - in his family's cocoa orchard together with his parents 30 years ago. He now owns two hectares of land, comprising about 1,000 cacao trees. Sadly, the incidence of vascular-streak dieback has been severe in recent years in West Sulawesi, leading to a decline in cocoa yields. "In these precarious circumstances, I heard that the Sustainable Cocoa Production Program (SCPP) would arrange a Farmer Field School in my village, providing training to cocoa farmers. I believed that such a development program could bring huge benefits for the cocoa farmers in our village," says Rusnadi.

However, it was not an easy start for the inexperienced farmer group. In the beginning, Rusnadi's group applied fresh goat manure to the cacao seedlings instead of applying the recommended compost-

ed manure. As a consequence, all the seedlings died. Currently, a lot of effort and cooperation is required to reduce the damage from caterpillars and to water the seedlings daily during the dry season. Unfortunately, only six group members have shown perseverance and are actively working together with Rusnadi in maintaining their nursery. However, they still manage to produce 2,500 seedlings annually. They have already raised 1,200 seedlings for their own cocoa orchards and sold an additional 1,000 top-grafted seedlings to other farmers, which sums up to a profit of about IDR 4,500,000.

"I can daily apply what I learned during the Farmer Field School. I recall the lessons in Good Agricultural Practices, such as PsPSP (Frequent Harvesting, Pruning, Sanitation and Fertilizing), which in my experience is highly effective to reduce pests and diseases that attack our cocoa farms" Rusnadi explains. "I deeply thank Swisscontact and Nestlé for the beneficial Farmer Field School and nursery program in my village. I hope that this program will continue providing guidance to farmers, and help them sustaining their cocoa production and thereby improving their life."



Next Generation Cocoa Entrepreneur

Kholifatan - Barry Callebaut, Nagari Lima Kaum, Tanah Datar, West Sumatra

In a well-tended cocoa orchard in Nagari Lima Kaum in the Tanah Datar District, a young man busies himself under a side-grafted tree, harvesting colourful ripe cocoa pods. His name is Kholifatan, a 22-years old cocoa farmer and one of the youngest alumni's of the Farmer Field School (FFS) held by Swisscontact and Barry Callebaut.

"If I manage to ensure an optimal production in my farm, I plan to have more people working for me so I can pass on the knowledge I have now. I thank Swisscontact and Barry Callebaut for establishing a valuable cocoa aid program that brings us closer to our dream of being wealthy cocoa farmer households,"

500 kg Previous Production = **800 Kg** Increased up Production

Before attending the Farmer Field School, Kholifatan was only a fresh graduate from an agricultural high school. Like other dutiful sons, he willingly helped maintaining his family's three-hectare cocoa orchard using the knowledge he gained at school. One day, he was obliged to take over the cocoa business due to his father's bad health condition. "After maintaining my farm using my knowledge from school, I did not see much progress. The cocoa leaves still looked dry and there were not so many cocoa flower blossoms. Coupled with the incidence of raiding monkeys and civets, this led to a terrible cocoa yield loss, despite the fact that the majority of my cacao trees were on the verge of reaching their productive age of eight years," begins Kholifatan his story.

Out of curiosity, he attended - just casually and unregistered - the field school training that was held by Swisscontact in collaboration with Barry Callebaut in his home area in late 2013. He listened interested as the skilled field facilitator was explaining about good farming practices. He reckoned that he still lacked of agricultural knowledge and needed to improve his farming skills. Kholifatan then joined the

farmer group 'Bukit Bayur' within the next cycle of field school training. His group is one of 33 farmer groups in the Tanah Datar District that have benefited from the program. Like other beneficiaries, they learned about GAP, establishing nursery gardens, rehabilitating ageing trees and rejuvenating cacao plants. "In school I learned about agriculture in theory. But within the field school I received practical training that helped me to actually understand. The most valuable knowledge I gained were side-grafting and pruning techniques," explains Kholifatan.

Now, Kholifatan's production increased up to 800 kg per hectare from previous 500 kg. He admits that cocoa is a very promising commodity, if it is handled properly. "If I manage to ensure an optimal production in my farm, I plan to have more people working for me so I can pass on the knowledge I have now. I thank Swisscontact and Barry Callebaut for establishing a valuable cocoa aid program that brings us closer to our dream of being wealthy cocoa farmer households," concludes Kholifatan.



Life Changing Experience Through Cocoa

Mawarni – Cargill, Sengeng Palie Village Bone District, South Sulawesi

Thanks to Sustainable Cocoa production Program and Cargill Cocoa Promise, Mawarni's life has changed. Through her successful cocoa venture, she earns an improved economy and was awarded as a farmer who actively contributes to the country's sustainable agriculture.

“With the price offer of IDR 32,000 per kg, I have earned around IDR 33 million per annum in 2014. But I am convinced, with the tenacity and continuous right treatments my cocoa production will be even higher. Thus, I thank deeply this valuable program for its huge impact that has changed the lives of my family and many other farmers' households,”

1 Ha Rehabilitated Farm = **1,025 Kg** Per annum

IDR 32,000 Per kg = **IDR 33** Million

In a lush cocoa nursery, a mother figure is busy watering her healthy cacao seedlings. Her name is Mawarni, a 47-years old cocoa farmer who is one of female alumna from the field school held by Swisscontact and Cargill in Bone District, South Sulawesi, in October 2012. Swisscontact collaborates with Cargill Cocoa Promise and has supported more than 3,600 cocoa farmers in the area to level up their cocoa production and quality by providing trainings in Good Agricultural Practices (GAP), post-harvest handling, professional farm management as well as nursery management.

“When I joined the field school, my aim was merely to improve my cocoa production. In fact, I was chosen among other thousands of farmers in South Sulawesi to achieve award for contributing in developing sustainable Indonesian agriculture at the celebration of 3rd year Partnership for Indonesia's Sustainable Agriculture (PISAgr) in February 2015, in Jakarta,” begins Mawarni her story with glazing eyes.

“Back in after the field school, I have been able to apply the lessons learnt and started to rehabilitate the ageing cacao trees in my 3-hectares farms. But I faced trouble in sourcing superior cacao seedlings. As promoted by the program, I then developed my own nurseries with acquired skills,” elaborates she. Six months after, she could not only meet her own needs of seedlings but also helped other fellow farmers who in need.

Later on, Mawarni saw nursery as a promising business as no one sell superior seedlings yet, while demand of superior seedling was high in contrast. “Began with a-3,000 superior seedlings nursery in January 2013, I have made a total profit of IDR 12.5 Million from selling 2,500 top-grafted seedlings and I will earn many more soon,” shares she happily. She is now growing another 4,000 seedlings in her second nursery supported by Swisscontact and Cargill, which is part of Swisscontact and Cargill Cocoa Promise's commitment in securing the sustainability of cocoa farming in the area and as an effort to lead farmers into entrepreneurial venture.

Today, Mawarni could produce up to 1,025 kg per annum from 1 hectare rehabilitated farm, while the other 2-hectares farms showing encouraging results with their growing healthy young pods. “With the price offer of IDR 32,000 per kg, I have earned around IDR 33 million per annum in 2014. But I am convinced, with the tenacity and continuous right treatments my cocoa production will be even higher. Thus, I thank deeply this valuable program for its huge impact that has changed the lives of my family and many other farmers' households,” finishes Mawarni.



Together Towards Success

Dewo Gede Oka – ECOM, Sausu Taliabo Village, Parigi Moutong District, Central Sulawesi

Growing superior cacao seedlings collectively and maintaining a nursery together not only brought the 'Sri Winangon' farmer group high yields and success, but also allows them to work together more closely and rely on each other at all times. The 26 group members were trained by Swisscontact and Ecom and gained all the necessary skills to improve quality and output of their cocoa beans production.

“With the favorable price for cocoa, I am confident that cocoa farming doesn’t have to be a low-paid occupation. In fact, the income might exceed the salary received by a government officer,”

5,000 Seedlings = **IDR 25** Million

Dewo Gede Oka (35) is a well-respected cocoa farmer from Sausu Taliabo Village in the Parigi Moutong District. Like in other cocoa farms in the area, the majority of his cacao trees were infected by the dreadful VSD which led to significantly less yields. Driven by this fact, he joined SCPP in 2014. He participated in the Training of Trainers (ToT) course and was assigned as a key farmer to facilitate FFS for his group. The group, with five female members, was provided with comprehensive knowledge on good farming practices, rehabilitation and rejuvenation techniques, and establishment of demonstration plots and nursery gardens.

“We were very excited about the new technology to grow superior cacao seedlings thus address low yields issues in our farms. We were encouraged by the field facilitators to have a group-led nursery and grow seedlings of clones S1, S2, TSH858 and 45. Those clones have been evaluated by the program for their ability to bring high yields, withstand pest and diseases, and produce high-quality beans.”

Driven by his group’s enthusiasm, Dewo was moved to provide a sufficient parcel of land and resources of IDR 8 million

from his own pocket to start their group nursery. Swisscontact and Ecom acknowledged their efforts and provided them with an UV plastic roof, shade cloth, and 2,500 polybags. The group managed to produce 5,000 top-grafted seedlings to fulfill the groups’ own demand of high-quality seedlings at first. After their needs are fulfilled they plan to sell the seedlings to fellow farmers in the area, which will also be an additional income for the group. Moreover, they will spread the word about the advantages of planting top-grafted seedlings to boost yields, as most local farmers are not aware of the beneficial top-grafting technique yet.

“I am happy that I can contribute to my group’s success. Our group is also strengthened, we would voluntarily help each other to prune or rejuvenate our farm. These joint efforts reduce the labor burden, ensure mutual exchange of knowledge and fortify the solidarity of the group,” shares Dewo happily. “Special thanks to the program’s field facilitators who still provide us with the latest information about cocoa technology although the FFS in our village has long ended. I believe that together we can move towards success in cocoa farming faster,” concludes Dewo



Vegetable Gardens Bring Multiple Benefits

Nursiah Nurdin – EKN, Sinyonyoi Village, Kalukku Subdistrict, Mamuju District, West Sulawesi

The Sustainable Cocoa Production Program (SCPP) helped Nursiah and her family to increase their cocoa yields and improve their health thanks to acquired knowledge from the nutrition program. Now, they maintain their own little garden and have a variety of fresh nutritious vegetables ready to hand. Plus, the additional earning from vegetables sales is a great opportunity to increase the family's income.

“After the training, I planted various vegetables such as kale, spinach, mustard, long beans, water cress, and cayenne pepper as the program recommended because of their economic value and nutrient-rich content,”

From October 2013 to December 2014

20 Spinach & Kale	13 Mustard	7 Green Beans
Additional Income =		IDR 10 Million

In a vegetable garden in Sinyonyoi Village in Mamuju, a mother accompanied by her young daughter is busy taking out weeds from between her lush water cress plants. It is Nursiah Nurdin (34), a housewife of an alumnus of SCPP field school.

In July 2013, Nursiah participated in the nutrition field school for cocoa farmer households, a program facilitated by Swisscontact in collaboration with The Kingdom of the Netherlands. Together with 25 other mothers from the 'Padang Utama' group, she received training in Good Nutritional Practices (GNP), covering topics such as balanced diet, proper children feeding practices and how to develop kitchen gardens to increase the family's consumption of nutritious-rich vegetables.

When her husband told Nursiah that she could attend the training, she was hesitating. “At that time, I thought that we would only be taught how to cook meals,” says Nursiah shyly. “But then when I joined, we were actually trained in many beneficial topics by skillful field facilitators. We learned how to provide balanced diets and nutrient-rich food to our family based on the food pyramid. We gained knowledge about nutritional facts for sensitive

groups and about how to establish home vegetable gardens to ensure a steady and healthy food supply.”

During the first joint planting in the group demonstration plot in one of the participants' home yard, the program distributes seeds of nutritious-rich vegetable crops. “After the training, I planted various vegetables such as kale, spinach, mustard, long beans, water cress, and cayenne pepper as the program recommended because of their economic value and nutrient-rich content,” shares Nursiah.

From October 2013 to December 2014, she harvested spinach and kale more than 20 times, mustard 13 times and green beans 7 times. Besides for her own family's consumption she was able to sell the vegetables to local traders, which provided an additional income that added up to IDR 10 million so far. Nursiah is not the only program participant who sells vegetables to local vegetable traders. “The traders prefer to buy vegetables from SCPP participants because they are properly planted and cultivated, and they are organic, of course,” Nursiah elaborates.

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