Our Aim:
- Contribute to safeguard a sustainable and long-term oriented profitable coffee production which, at the same time, respects nature and the needs of people.

Our Mission:
- Support smallholder farmers towards being economically self-sufficient and acquiring entrepreneurial skills that enable them to become competitive in a globalized economy.
- Initiate, implement and scale-up best practice projects in tropical agricultural communities worldwide.
- Comprehensively protect natural resources and address the challenges associated with climate change and biodiversity.
- Contribute to the establishment of improved economic, environmental and social framework conditions on both a national and an international level.

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Projects and Partners

- Currently 21 projects in implementation in 13 countries (1 project on Cocoa).
- 60,000 farmers and their families reached directly; number to increase to about 120,000 with new projects in the pipeline.
- Quality and outreach of work assured by cooperation with development organisations, NGOs, governments, coffee institutes, coffee roasting and food companies.
- Value of activities currently about EUR 3.5 mln per year of which EUR 1.8 mln donor support and EUR 1.5 mln private sector contributions.

GAP Analysis

- EDE-IISD-USAID Partnership
- Main objective: To identify and quantify the changes and procedures required for smallholder farmers to reach “technical compliance” with mainstream sustainability standards.
  - Conducted farm audits and workshops across El Salvador, Brazil and Uganda.
  - Standards considered: Rainforest Alliance, Utz Certified, 4Cs, NKG and SAI Platform.
  - Identification of gaps between existing practices and practices compliant with standards; estimate of associated costs.

Results – Social Dimension

- Freedom of Association
- No Discrimination
- Child Labour
- Forced Labour
- Adult Literacy
- Working Hours
- Occupational Health and Safety
- Living Conditions
- Urban Contacts

Results – Ecologic Dimension

- Shade
- Conservation of Wildlife
- Agrochemical Use (Toxicity)
- Conservation of Water Resources
- soil Fertility
- Uses of Organic Matter
- Agrochemical Application

Results – Economic Dimension

- Management Plan
- Market Information
- Product Quality
- Income for Farmers
- Productivity
- Risk Management
### GAP Analysis: Cost of Compliance

<table>
<thead>
<tr>
<th>Case Study Region</th>
<th>Average Coffee Area (ha)</th>
<th>Average Total Production (kgs green coffee)</th>
<th>Annual Maintenance Cost (USD)</th>
<th>Annual Opportunity Cost (USD)</th>
<th>Transition Cost - Training (USD)</th>
<th>Total Cost - Year 1 - without opportunity cost (USD)</th>
<th>Total Cost - Year 1 - with opportunity cost (USD)</th>
<th>Annual Depreciated Cost per Quintal - with/without opportunity cost (USD per Quintal green coffee)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Espírito Santo</td>
<td>10.00</td>
<td>12000.00</td>
<td>175.00</td>
<td>2160.00</td>
<td>29.18</td>
<td>190.20</td>
<td>219.38</td>
<td>0.84 / 0.62 / 0.35</td>
</tr>
<tr>
<td>Cuscatlán</td>
<td>1.75</td>
<td>1200.00</td>
<td>126.00</td>
<td>45.00</td>
<td>26.80</td>
<td>152.00</td>
<td>178.80</td>
<td>6.32 / 6.32 / 35.72</td>
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<tr>
<td>Bigasa</td>
<td>0.35</td>
<td>150.00</td>
<td>88.50</td>
<td>0.00</td>
<td>21.60</td>
<td>110.10</td>
<td>131.70</td>
<td>35.72 / 35.72 / 35.72</td>
</tr>
</tbody>
</table>

**Case Study Region:** Espírito Santo, Cuscatlán, Bigasa

**Average Coffee Area (ha):** 10.00, 1.75, 0.35

**Average Total Production (kgs green coffee):** 12000.00, 1200.00, 150.00

**Annual Maintenance Cost (USD):** 175.00, 126.00, 88.50

**Annual Opportunity Cost (USD):** 2160.00, 45.00, 0.00

**Transition Cost - Training (USD):** 29.18, 26.80, 21.60

**Total Cost - Year 1 - without opportunity cost (USD):** 190.20, 152.00, 110.10

**Total Cost - Year 1 - with opportunity cost (USD):** 219.38, 178.80, 131.70

**Annual Depreciated Cost per Quintal - with/without opportunity cost (USD per Quintal green coffee):** 0.84 / 0.62 / 0.35, 6.32 / 6.32 / 35.72

Based on a farmer grouping of 2000 farmers.

### GAP Analysis Conclusions

1. **Size matters:** There is a need to strengthen producer organization (in order to reduce transaction costs in attaining compliance)
2. **There is a need to provide capacity building for improved environmental management and monitoring on at the farm level**
3. **There is a need for direct training capacity building at the farm level of specific best practices (production practices: appropriate use of agrochemicals and pesticides)**
4. **There is a need to improve access to finance for smallholders (to meet initial transition costs)**
5. **There is a need for a better integration of farmers into the coffee market (supply chain partnership)**

6. There is a need for information on the Costs and Benefits of such practices over the long term (micro and macro level)
7. There is a need for assessing experiences from ongoing project work for further developing tools, instruments and approaches (efficiency and outreach)
8. There is a need for specifying roles of key stakeholders from the public (government authorities, development organisations) and private sector (trade and industry)
9. There is a need for upgrading support structures in producing countries
10. There is need for supporting the work of prominent initiatives for facilitating know-how transfer to/in/amongst producing countries and farmers