



Food and Agriculture  
Organization of the  
United Nations

In collaboration with



# Saving our future:

## Investing in locally led diversification for climate resilience and food security

International conference for sharing and learning  
with forest and farm producer organizations

Hanoi, 22–26 September 2022

organized by the

**Forest and Farm Facility**  
a partnership between FAO, IIED, IUCN and AgriCord

in collaboration with the  
**Vietnam Farmer's Union (VNFU)**

within the framework of the



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## CONFERENCE HIGHLIGHTS

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*Group picture with participants and partners during day 1 of the conference.*

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## Introduction

Climate risks that negatively impact nature and people will further limit the services that natural ecosystems provide to society and could reduce access to food, energy, healthcare, water and international trade. Building climate resilience and food security is therefore an essential component of sustainable development.

International efforts translated into agreements such as the Paris Agreement, the 2030 Agenda for Sustainable Development, and more recently the Glasgow Declaration have provided a roadmap to respond to the negative impacts of climate change.

This is also in close alignment with the United Nations Decade on Ecosystem Restoration and Decade of Family Farming (UNEFF).

The world's 1.3 billion forest dependent people (including 500 million indigenous people) and an estimated 500 million family farms<sup>1</sup>, representing over 90 per cent of all farms globally, are confronting difficult climatic conditions (droughts, flooding, extreme temperatures). They lack the capacity to

influence the policies of governments and markets alone. But together they can be powerful agents of change, unleashing the potential of their members and doing that at scale.

Farmers lack the capacity to influence policies of government and markets alone. But together they can be powerful agents of change, this is what you will hear these days with examples across the different countries.

Ewald Rametsteiner, FAO Forestry Deputy Director

Against this background, the mission of the Forest and Farm Facility (FFF) is to support forest and farm producers' organizations (FFPOs) as the **key change agents in delivering climate-resilient landscapes and improved livelihoods**. FFF aims to strengthen and empower FFPOs supporting them in equitable

approaches, entrepreneurship projects, connecting them to investors, working towards building successful and sustainable business models, and getting fair representation along the value chain. In the coming sections, visibility is given to some of the most recent FFF contributions, which were mentioned – with others – during the course of the conference (*FFF Contribution* boxes in grey).



The conference has provided an opportunity for knowledge exchange and adaptive learning for FFPO representatives and their respective governments' representatives on climate resilience. Participants from 31 countries have shared their experiences and lessons learned about the challenges and solutions to the negative effects of climate change. FFPOs can further share information on their financial innovations and successful business models to encourage replication.

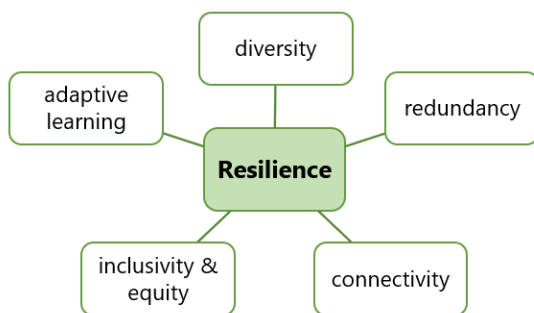
<sup>1</sup> FAO. 2014. *The State of Food and Agriculture. Innovation in Family Farming*. Rome, FAO. <https://www.fao.org/3/i4040e/i4040e.pdf>

## DAY 1 | Thursday, 22 September 2022

### Climate resilience, FFPOs and the United Nations Decade on Family Farming (UNDF)

Climate change is a global threat, but farm producers bear the brunt of its impacts as they are among the most vulnerable and have limited capital to adopt innovative solutions to the negative effects of climate change, with the consequence of a decline in their productivity.

FFPOs can be highly effective change agents improving smallholder producers' climate resilience by implementing concrete actions along **four dimensions (ecological, physical/technological, social/cultural, and economic)**. Climate resilience needs to be built on context-specific risk assessment and integrate five key systemic attributes (see figure below)<sup>2</sup>, as also highlighted by the CEO of the Global Resilience Partnership during the opening remarks.



*Five key attributes of resilience.*

FFPOs need support in this. An assessment of producers' capacities to build resilience into their operations is an essential first step.

There are a variety of approaches and concepts related to climate resilience and there is a need to reflect about what the best language is to communicate climate resilience to FFPOs. CIFOR-ICRAF's Executive Director, explained that a systems approach is a good way of framing climate resilience, one in which we can show

the complexities, interdependencies, synergies and trade-offs of the various systems involved (energy, climate, social, water, finance, etc.), and one in which we need to leverage different capitals (natural, social, physical, political, financial and human) and maximize their returns.

The support to be provided also needs to revolve around **FFPOs' inclusion in national policy processes** and the creation of further **space to generate partnerships** that will assist FFPOs in exchanging knowledge, accessing resources, strengthening their organizations, building alliances, and replicating models of resilience.

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<sup>2</sup> Resilience depends on five key attributes: (1) diversity, meaning the flexibility to sustain climate change shocks; (2) redundancy, that is to say ensuring that there are multiple ways to secure critical functions in a system; (3) connectivity, which enhances resilience by maintaining the flux of important resources and by sharing lessons learned; (4) inclusivity and equity, because more equal societies are less prone to instability and conflict; and (5) adaptive learning, key to detect changes and learn from them, to tailor solutions to different contexts.

## FFF Contribution

### GHANA

Within a very short time of Ghana being included in the FFF Program, FFPOs have been able to go very far by building a strong base of organized farmer groups. The implementation of FFF has been very helpful in the country, and it has contributed to the inclusion of FFPOs in the national REDD+ strategy process.

### UN DECADE OF FAMILY FARMING (UNDDF)

FFF supports FFPOs in several countries to engage with the government in the development of UNDDF National Action Plans.

Implementation will highlight the important role of FFPOs for food security and climate action and it will be an opportunity for their national and international advocacy agendas.

Various FFPOs presented how they already shape their work around resilience and climate adaptation. They focus, for example, on:

- The protection of forests and water resources, and the fight against deforestation
- Agroforestry and agro-ecological practices, sustainable harvesting, development of more resistant seeds, the promotion of wild food, the employment of local bio-engineering practices)
- The creation of climate-smart, energy-efficient communities
- The implementation of community-based forest management systems
- Youth involvement, women inclusion and empowerment
- Farmer to farmer training and sharing traditional knowledge

Agriculture investments are still very small, and farmers are often blamed for contributing to climate change because of our practices, whereas we see ourselves as part of the solution.

Elisabeth Nsimadala, General Secretary, Eastern

The Conference linked with the UN Decade of Family Farming, as its aim is to promote public policies in favor of family farmers. It is key that FFPOs participate in these national and regional policy dialogues, share their experiences and make proposals to support the scaling up of their projects. The UNDDF Global Forum highlighted the recommendations agreed by FFPOs around the three UNDDF pillars (4, 6, and 7<sup>3</sup>), to strengthen support in their main roles:



FFPOs emphasized in their intervention in the UNDDF Global Forum that:

1. They should be the main actors to define the solutions and implement them because endogenous solutions have the best impact. The support received should work towards the **implementation**

<sup>3</sup> UNDDF pillars included in discussion were *Pillar 4*. Strengthen family farmers' organizations and capacities to generate knowledge, represent farmers and provide inclusive services in the urban-rural continuum; *Pillar 6*. Promote sustainability of family farming for climate-resilient food systems; *Pillar 7*. Strengthen the multidimensionality of family farming to promote social innovations contributing to territorial development and food systems that safeguard biodiversity, the environment and culture.



of legal and policy frameworks on land right, financing mechanisms, incentives for diversification, agroecology and agroforestry. The support should recognize FFPOs and enhance and scale up the initiatives coming from FFF and their capacities to provide ecosystem services as well as social protection measures to address the climate crisis, giving evidence of FFPOs' added value when delivering environmental services.

2. In their **advocacy** work, FFPOs should receive support for their **capacity building**, networking and opportunities for sharing experiences across all levels, strengthening their skills, advocacy and lobbying, entrepreneurship, organizational governance, promoting gender equality, inclusion of Indigenous Peoples and ethnic minorities, attracting youth to agriculture, enhancing communications services.
3. It is fundamental that support is aimed at facilitating **access to credit** and resources for climate financing. **Direct financing** – in the short and in the long term – to small scale family farmers, should happen through FFPOs to be able to strengthen their agency and take advantage of their territorial approach for locally-led diversification



*Pictures taken during the Share Fair.*

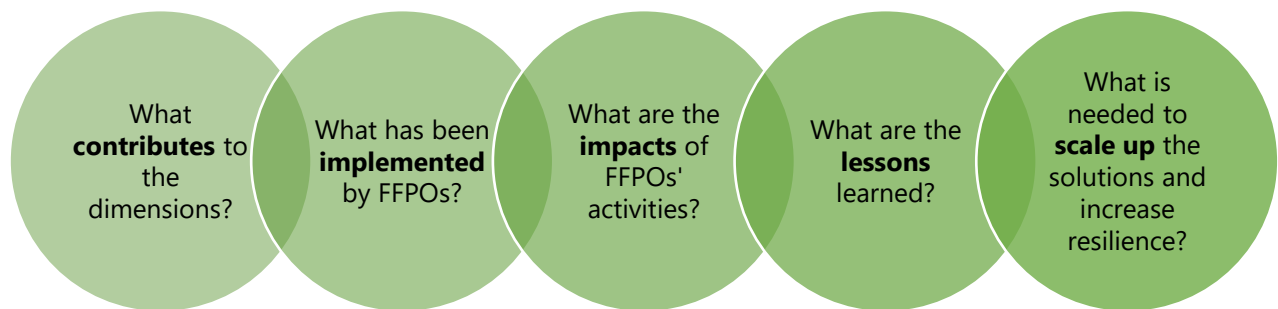
#### THE SHARE FAIR

In parallel with the working sessions, the Asia Non-Timber Forest Products Exchange Programme (NTFP-EP) co-organized with FFF and VNFU a Share Fair, which enhanced the learning and sharing process. This latter was developed via 4 modes: products showcase, videos, poster presentations, and lightning talks. Around 20 stands showcased products and gave visibility to the work of about 20 countries, with Forest and Farm Producers themselves sharing their stories and experiences with the other conference participants and visiting audiences. The fair stimulated innovative thinking and synergies, collaborations and networking, also involving non-FFF target countries and FFPOs, like participants from Panama and other countries.

## DAY 2 | Friday, 23 September 2022

### Building Blocks of Resilience in Forest and Farm Landscapes

Concrete examples of the four dimensions of climate resilience were presented on day 2. Discussions around two guiding questions – what are the main challenges participants experienced in the given dimension & what kind of solutions can be suggested to these challenges – took place in four working groups, which gave the opportunity to explore common challenges and potential solutions in each dimension. The results of the discussions are organized according to the below underlying subset of questions:



*Underlying questions discussed in the working groups on day 2.*

The working groups agreed upon some key points for scaling up each of the four dimensions:

1. Ecological dimension	
What contributes to ecological diversification?	Agroforestry as an agroecological approach involving farmers, livestock, trees, and forests plays a role by improving and diversifying farm productivity and profitability, as well as providing nutrients (ecological and social dimensions).
What has been implemented by FFPOs?	Some projects concentrate on control plots, farm, going on scale at landscape level, country and regional level, farm participatory research combining local know-how and scientific knowledge in system design, research on soil and land health (measurement of soil erosion), climate change, sustainable value chains, governance, equity and well-being, trees and forest genetic resources, home-garden agroforestry systems, interventions for planting timber trees, fruit trees, grass/pineapple, annual/cover crops and beekeeping.
What are the impacts of FFPOs' activities?	Some results include the improvement of local livelihoods also from the increased productivity, diversified income and product quality. With a reduced use of chemicals due to the increase in the use of compost and natural pest control, and an enhanced water-use efficiency, a result is the reduction of soil erosion compared to monoculture and hence reduced loss and damages, with a general improvement of microclimatic conditions.



What are the lessons learned?	Ecological diversification requires large upfront investments and needs to be carefully designed. Ecological impacts are visible only when measures are taken at scale.
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What is needed to scale up the solutions and increase resilience?	A prerequisite is that the role of agroforestry is recognized, and tenure rights are in the main picture as they are crucial to long term tree-based healthy systems. Mainstreaming agroforestry as a tree-crop-livestock integrated system is fundamental in climate, agriculture and forestry policies. Pilot farmers are important to start up, but earlier followers are crucial to ensure scaling up. Farmer to farmer learning is essential for scaling up, as well as good marketing and the improvement of the value chain of key agroforestry products.
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## 2. Economic dimension

What contributes to economic diversification?	Business diversification, good marketing and labelling all increase scale, leading to an increased bargaining power of producers. Improved processing and packaging to make products more attractive, and a vertical integration also contribute to increased margins.
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What has been implemented by FFPOs?	Some work within a green economy and sustainable business model. Participatory multistakeholder systems were built, as well as regional labels to ensure traceability, quality and sustainability of the products (rattan, forest honey, eco-textiles). Producers linked directly with manufacturers and opted for shipping and transporting directly to buyers. Strict protocols on harvesting and land use were established and lobbying at local and national levels produced successful outcomes.
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What are the impacts of FFPOs' activities?	Profits were increased by means of vertical integration and improved marketing strategies.
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What are the lessons learned?	Certification systems are expensive and labelling benefits need to be clear. To obtain diversification, a stable base product is needed, together with gradual vertical integration and better marketing, which can increase profits without heavy investments.
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What is needed to scale up the solutions and increase resilience?	FFPOs should be supported in long term strategies for economic diversification. Preparation and mentoring is necessary. Improving capacity in marketing should be included in long term strategies.
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## 3. Social/cultural dimension

What contributes to the social and cultural dimension?	Stronger organizations are key feature that can foster access to inputs, youth peer to peer training, enterprise incubation and mentoring, all of which contribute to build resilience around the social dimension.
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What has been implemented by FFPOs?	Some cooperatives (honey producers, women producing mustard and soap from coconut waste) were supported to have their products taken to official markets. Support was also provided to improving hygiene standards in the production cycle, packaging and labelling. "Credit for inputs" mechanisms were developed (against x number of inputs, the producers need to provide x number of products).
What are the impacts of FFPOs' activities?	The support to cooperatives resulted in 216 business plans developed, 23 of which already received financing. The profits made from the "credit for inputs" mechanism have allowed to attain a health insurance scheme and school fee system for its members.
What are the lessons learned?	Training in governance should come first as a prerequisite before project support is provided, especially for very new cooperatives. The work has to be done with the local communities, not imposing systems.
What is needed to scale up the solutions and increase resilience?	Continued and more training in governance is to be given to members of cooperatives so that existing structures are strengthened. Then project support should be given following members' needs and interests.

#### 4. Physical/technological dimension

What contributes to the physical and technological dimension?	Physical and technological infrastructures can play a key role in building resilience, from digital services like inventory databases and weather apps to physical land management options like terracing and irrigation systems.
What has been implemented by FFPOs?	FFPOs worked on economic viability, ecological co-benefits, disaster preparedness. Their resilience management has included especially nature-based solutions and inclusive management/service solutions, the latter benefitting from many digital platforms developed for aggregating information from farmers.
What are the impacts of FFPOs' activities?	The use of technological solutions in agriculture and forestry is growing. Especially mobile phone-based services are widely adopted by farmers, extending information services also to remote communities. Especially agricultural magazines and apps of various type, ranging from weather information to pest control advice, are popular amongst farmers and supporting their risk preparedness and resilience.
What are the lessons learned?	Digital solutions can support informed decisions of forest and farm producers. They provide weather and market information and access to agricultural advisory services. Different digital solutions are widely used also in measuring carbon stocks.
What is needed to scale up the solutions and increase resilience?	Inclusion of FFPOs already in the service design is crucial in developing digital solutions relevant to farmers. The development stage together with popularization of the solutions in FFPOs require investments. Scaling up these solutions also require extending functional telecommunication infrastructure

in remote communities, thus being a part of a larger agenda of ensuring access to information.

## How to finance the building blocks of climate resilience

Banks, governments, climate finance, private sector investments, and FFPOs' internal finance mobilization are all needed to provide a systematic support that can be bearer of long-term solutions in the climate domain:

- **Private sector** – To enable carbon storage, add value to forest products, and facilitate access to better markets, the private sector can support producers with investments aimed at improving the production cycle (IKEA & Hoa Phat Forestry Joint Stock Company in Vietnam).

### FFF Contribution

#### IKEA & HOA PHAT FORESTRY JOINT STOCK COMPANY

Ikea is partnering with FFF to encourage Acacia producers in Northern Vietnam to invest in a longer rotation plantation cycle. FFF supports small holder tree growers to work in cooperatives so they can add value and invest in own sawmills for primary processing and diversify their production. Hoa Phat Forestry Joint Stock Company provides technical trainings and co-invests in the processing cooperative. They also support the CoC certification and work with companies who are buying from the producers.

The only way to achieve sustainability and make change is to put the market forces behind these ideas.  
Otto Zvagins, IKEA

- **Banks** – To improve processing and productivity, and add value to forest products, banks can contribute with loans to FFPOs, which can additionally enable FFPO members to start up small entrepreneurship projects (Mayawa and Mavica in Tanzania).

### FFF Contribution

#### MAYAWA AND MAVICA

There are innovative ways of channeling finance from external sources through different and innovative models. However, strong organization within the different levels of the FFPOs is key to be effective. FFPOs could not have accessed bank loans without a strong regional level cooperative like Mayawa and the support from FFF strengthening these groups and facilitating the negotiations with the TADB bank.

- **Internal finance** – To establish larger agencies that provide substantial financial services to their members, FFPOs can encourage savings among members and establish social enterprises and

financial mechanisms through capital at the grassroots level. The focus shifts from subsistence to resilience and profitability thanks to confidence and ownership of the members (SEWA<sup>4</sup> and the SEWA Bank, Rudi Kamala).

### FFF Contribution

#### TELE-BERE & VILLAGE SAVINGS AND LOAN ASSOCIATIONS (VSLAs)

One of the available tools that can be used to address climate resilience in the Ghanaian communities is establishing VSLAs. Tele-Bere supports organizational development and the establishment of VSLAs mainly for women producers. With support of FFF Tele-Bere established four sites to demonstrate diversification for climate resilience with solar-powered irrigation in the dryland savanna belt, allowing farmers to produce year-round. The VSLAs contribute to finance that irrigation. This allows farmers to diversify their production and, by aggregating and marketing it as a group, they are able to attract bulk buyers. These efforts helped to improve the food security of 350 Tele-Bere members and increased their income by an estimated 15%.

- **Climate finance** – To channel international climate finance to indigenous peoples and local communities (IPLCs) to strengthen their governance, ensure their rights, and support business ventures, innovative regional funding mechanisms can support FFPOs with direct funding (the Mesoamerican Territorial Fund or FTM<sup>5</sup>).

### FFF Contribution

#### AMPB & THE MESOAMERICAN TERRITORIAL FUND (FTM)

The Mesoamerican Alliance of Peoples and Forests (AMPB) has developed a financial mechanism for the promotion of governance and territorial development in the forested regions of Mesoamerica, the FTM. FFF supports the Alliance with a patient facilitation of their advocacy capacity and works with the members to strengthen their communication skills so that the messages around their mission can be channeled effectively to pursue market opportunities for diverse product baskets, and to invest in wider goals that are central to sustainability, resilience and equity. Strengthening these FFPOs in long term partnerships, and channeling more climate finance through them, is a game changer for climate, biodiversity and food systems action.

Once these and other forms of financing of the building blocks of climate resilience are put in place, it is vital that work is continued to build stronger FFPOs. Participants in the session agreed that this can be done if we continue providing or provide support to FFPOs to:

- Build **strong governance** with strong leaderships.

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<sup>4</sup> SEWA's financial services' strategy is focused on 3 aspects: training members in financial literacy, encourage savings habits, and provide affordable capital.

<sup>5</sup> The mechanism is based on the *Shandia vision*, a re-imagining of the financial architecture of global climate finance to create new mechanisms to channel scaled, direct funding to IPLCs to secure their rights and effectively govern their territories. This is reached through the participation of the members, it involves that any financial mechanisms should respect the territorial and local governance of the communities, and should aim to reduce transaction costs, without sacrificing transparency and results measurement.

- Acquire the right **skills and competences**, including communication skills for a cascading effect of information sharing.
- Establish **partnerships** with other organizations, including NGOs and companies, which can also benefit members' trainings.
- Include **youth in financial mechanisms** through membership, policies, and sharing business cases and knowledge in universities and institutes for intergenerational transfer.
- **Influence policy** and **shift the perception** of governments and other actors that smallholders are high risk debtors and associated with poverty and lack of returns.

## DAY 3 and 4 | Saturday and Sunday, 24-25 September 2022

### Field visits

The weekend of the conference was fully dedicated to field visits to the Bac Kan and Yen Bai provinces. On Saturday, 24 September, visits included the May Phay Collective Group, the Nhung Luy and the Yen Duong Cooperative in Ba Be district. On Sunday, 25 September, participants had a chance to visit the Binh Minh Cooperative in Phu Thinh commune, Yen Binh district and the Viet Nam Cinnamon and Star Anise Cooperative in Dao Thinh commune, Tran Yen district.

The principle of sustainability for everything (including finance) must include involving the youth from the very starting point.  
Edgar Zambrano, Corporación Fortaleza del Valle



*More pictures taken during the field visits on day 3 and 4.*

Participants could draw lessons from the field, which they appreciated along the four dimensions of climate resilience:

### Ecological dimension

- **Forest restoration practices:** reforestation activities with alternative timber and wood species (acacia, magnolia, cinnamon, star anise, grapefruit) which reduces the stress on natural/native timber trees have increased the income of cooperative members. The use of organic fertilizers for the preservation of biodiversity and restoration clearly improve climate resilience.

- **Agroforestry practices:** products are diversified (plants and animals, artisanal products) and FFPOs are engaged in multiple and well-integrated value chains (wood, NTFPs, food crops, fruits, etc.), which provide ecological, biodiverse and environmental integrity<sup>6</sup>.
- **Organic Farming and Forest Certification standards:** certified legal, organic, and labeled products that have no competition yet can help with the creation of new marketable products. Organic products have high added value and preserve the environment.

## Economic dimension

- **Entrepreneurship:** FFPOs in Vietnam developed a market vision and entrepreneurship such that business have been developed that are robust.
- **Diversification of products:** multiple incomes come from diverse products/value chains, providing high incomes (e.g. cinnamon provides various products from its leaves, bark, and pulp).
- **FFPOs-private sector-government partnership:** FFPOs were able to implement a unique model of public-private partnership (PPP), which created an enabling environment for their activities. FFPOs can see financing for investments in value addition. There is a strong involvement and commitment of the government in the fight against climate change (from the central government to the national and local authorities, including municipalities) and the possibility to get a lease on the land helped to develop agricultural activities and trade.
- **Internal finance:** there is strong internal financial mobilization by FFPOs to collectively invest in their businesses (e.g. VNFU provides loans to members).
- **Bank financing:** FFPOs receive also support from the bank sector, from which they get loans at preferential rates.
- **Contingency plans:** during the pandemic and closure of frontiers, FFPOs took advantage of the domestic market due to reduced exports.

## Physical/technological dimension

- **Equipment and infrastructures:** the FFPOs together with local authorities engage in building the forest roads needed to get to markets. Government and private sector partnerships supports FFPOs with subsidies and imbedded finance to acquire needed machineries for the processing cycle and infrastructures necessary for production areas.
- **Communication:** FFPOs developed communication tools for visibility (they produce and use videos to document their experiences and share information) but also to diversify partners.

## Social/cultural dimension

- **Alliance of cooperatives:** FFPOs in Vietnam understood the need for conversion of producer groups into cooperatives as one business enhancement to grow stronger and produce more products with the aim of acquiring potential new markets.

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<sup>6</sup> Clean waterbodies surrounded by high vegetation cover together with other green production systems and communities have developed, with trees (fruit and forest trees) highly present to cover the soil, with consequent reduction of GHG emissions.



- **Beyond production:** agricultural producers who are members of cooperatives do not only work in the production cycle but also in value adding and processing, packaging, and the market itself.
- **Integration of women and youth:** women are well integrated in the cooperatives and hold leadership/management positions (president or vice-president of the cooperative). Youth is involved in value adding, innovative labeling for new markets and IT linkages.
- **Cultural integration:** FFPOs activities and businesses provide indigenous knowledge and eco-cultural tourism incentives.
- **High social capital:** groups are well organized and mobilized around the various communities (they also give back to the communities, e.g., the cooperatives support children's events/fairs). Also, communities that are not members of the cooperatives participate in the cooperatives' activities and contribute to employment.

The field visits provided the delegations with some take-aways, with intentions to replicate some successful productions (acacia and cinnamon) where the climatic conditions allow (if like Vietnam's) and as part of efforts to establish integrated landscapes and sustainable legal/certified wood/timber value chains. Participants had a testimony of the fact that the support of the local government is key to ensure that FFPOs benefit at the grassroots. Participants reinforced their idea that the strengthening of advocacy tools is fundamental to influence the government to provide a direct and effective support to the FFPOs.

Also, a clear benefit mechanism internal to the FFPOs is key to keep the cooperatives operational since every member gets a fair share. At the same time, FFPOs alliances enhance easy finance access so joining forces realizes growth.

Finally, it was evident that effective partnerships between FFPOs and the private sector (both for business incubation and farm marketing) is conducive to faster and long-term development of value-added investments.

## DAY 5 | Monday, 26 September 2022

### Different Policy Contexts and Innovative Policy Solutions for Resilience by FFPOs

The last day of the conference had two main objectives:

1. to reflect on socio-political and cultural elements that influence and are influenced by FFPOs operations in diverse policy contexts;
2. to showcase FFPOs' approaches for developing advocacy strategies for inclusive governance and collaborative processes, leading to enabling policy environment for climate resilience actions and food security.

To open discussions, results were presented from a recent survey on elements that influence FFPOs operations in Vietnam<sup>7</sup>:

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<sup>7</sup> The Vietnam Cooperative Alliance (VCA) administered a survey in 2021 which was taken by 200 Vietnamese cooperatives.

- 81.5% lack capital to invest into machineries and equipment;
- 60% answered that their land area is too small or have land tenure issues;
- 55% lack information about the market, scientific and technological progress;
- 44% consider that the quality of the staff's business administration does not meet requirements;
- 48% lack high-quality and climate-resilient crop varieties.

Addressing land tenure is key and needs different approaches depending the country context. In addition to the state, in countries like Zambia traditional chiefs are key actors with 94% of the land controlled by their customary leadership.

### **FFF Contribution**

#### **ZAMBIA & SUSTAINABLE CHARCOAL PRODUCTION**

Charcoal is a key energy source in Zambia and above 70% of the energy supply system is forest-based (charcoal or wood fuel). Nonetheless, many charcoal production systems are unsustainable. FFF in Zambia is supporting the FFPOs to put 'green' certified charcoal on the market. To realize this, they need to engage with traditional leadership, establishing demonstration sites where chiefs have oversight in their neighborhoods and can endorse the sustainability. Working closely with the traditional forms of governance is fundamental because chiefs encourage the communities to join the sustainable charcoal associations.

In other countries, different types of forest/land ownership rights must be considered. In Bolivia, a country where 50% of the land is covered in forest and almost 20 million hectares (which cannot be sold) are in the hands of indigenous peoples, public policies must address the sustainable use of forests. These policies will have to combine different systems of production and consider elements from community forestry and agroforestry.

FFPOs in other countries have established forest and farm producers' dialogue forums with the government to facilitate work within their policy context. These are participatory and inclusive multistakeholder cross-sectoral mechanisms based on principles of sustainability and transparency.

### **FFF Contribution**

#### **NEPAL & THE KISHAN CHAUTARIS PLATFORMS**

The Kishan Chautari platforms are led by the local government in collaboration with the National Farmers Group Federation (NFGF) in Nepal. Initiated in 2017 by NFGF during FFF Phase I (2013-2017), these platforms are now attended by various producer organizations representing different producer groups in the country (5,000+ in 6 districts). They have increased autonomy of planning and budgeting with the local government, and effectively and efficiently address gaps in service provision. The focus is on smallholder and marginalized farmers, and women are well represented in the participatory.

FFPOs have consistently developed advocacy strategies and are engaging with the governments at different levels to improve the enabling policy environments for climate resilience and food security.

**Advocacy challenges, strategies, key policy and finance solutions by FFPOs: the road to COP27**

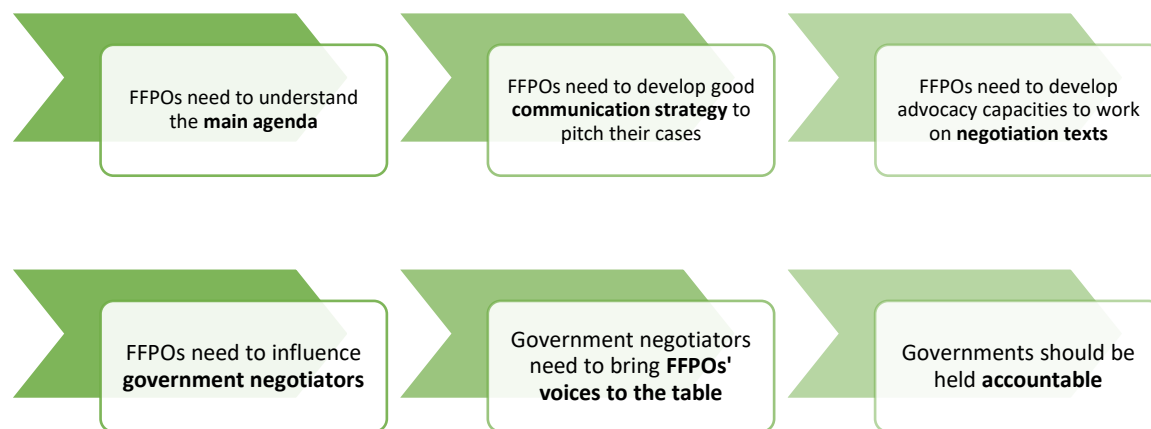
The United Nations Climate Change Conference (UNCCC) to be held in Egypt in November 2022, with its Conference of the Parties (COP27), will represent an opportunity for FFPOs to advocate for “getting money where it matters”. The critical part is the **meaningful representation and participation of FFPOs** during the major discussions in the COP.

Preparation towards COP27 has been undertaken but issues remain and need strategic solutions:

What has been done	What issues remain
Regional consultations have been carried out, seeking rights-based solutions and pathways to climate resilience.	Sometimes FFPOs/CSO are not invited, sometime the government representatives do not show up.
Consultations focused also on understanding the negotiation process, the key events, the different working groups that are relevant for agriculture, the fishery and forestry sectors, the role of FFPOs in policy influencing.	The communication aspect needs attention. It is important to understand how to package the messages well.
Policy briefs on financing for adaptation and loss and damage, and for enabling policy environment were produced for members’ inputs.	There is a disconnect between national and regional levels. Better coordination mechanisms to reconnect are necessary.
Indigenous peoples have done very good advocacy work about getting through the message that they are guardians of the forest resources.	FFPOs have been less successful in showing <i>how</i> they are guardians of agroproduction.
	The national commitments are not being tracked. FFPOs do not really know how to hold their governments accountable.
	The messages for COP should be ready well in advance and should be fed into relevant national processes to make sure the main negotiators understand them.
	FFPOs do not sufficiently understand government agenda for the negotiations. FFPOs at national and regional levels should develop advocacy capacities to work on negotiation texts.

*Participants engaged in discussions and learned lessons.*

The process for effective advocacy at COP level but also at any multilateral setting should consider that each action has a cascading effect of influencing to obtain global policies that can be translated locally:



## Conclusion

The in-person conference in Vietnam stimulated discussion to upscale best practices to be resilient and create successful business models. All agreed that the lessons learned are applicable at the regional level and (sub)national level. The three working groups (English, Spanish, and French sessions) confirmed that participants remain strongly committed to working with the partnering organizations (e.g., the FFF partnership of FAO, IUCN, IIED and AgriCord) and among themselves, taking advantage of networking experiences such as the Vietnam conference so that forest and farm producers can benefit from exchanging knowledge.

The role of FFPOs in climate resilience and food security was mentioned by all speakers, reporting back to the plenary after the end of the working groups' sessions. The groups agreed on the following final points, all pointing to a support system that should enable farmers to be *the primary agents of change*, the ones who can bring about a bright future for all. For this to happen, their role needs to be supported by:

1. Enhancing the recognition of FFPOs as the voice of family farmers, supporting their lobbying capacities, and providing evidence of their added value to address the climate crisis.
2. Implementing legal and policy frameworks that strengthen the land rights of IPLCs, and providing training and incentives for diversification measures, agroecology and agroforestry practices, with a specific focus on women, youth and ethnic minorities.
3. Channeling sustainable financing, in the short and in the long term, to small-scale family farmers, directly through their FFPOs, to be able to strengthen their agency.

Participants also took some commitments for their own countries and regions, taken from the lessons learned:

SPANISH-SPEAKING WORKING GROUP	FRENCH-SPEAKING WORKING GROUP	ENGLISH-SPEAKING WORKING GROUP
<ul style="list-style-type: none"> <li>• Invest in agroforestry systems as a proven resilience approach providing food security</li> <li>• Carry out more studies in traditional medicine (need training)</li> <li>• More inclusion of women in public policies for a faster scaling up of associativity, generation of added value and access to markets</li> <li>• Diversification of the agroforestry activity</li> <li>• Strengthen the sphere of cooperativism through pressure on the state (motivation)</li> <li>• Strengthen the organizational part, with second-tier, regional organizations</li> <li>• Strengthen cooperative education</li> <li>• Consider ancestral knowledge for innovation</li> <li>• Create networks and exchanges</li> </ul>	<ul style="list-style-type: none"> <li>• Map existing local potential for the creation of wealth at the local level beyond environmental protection</li> <li>• Diversify income-generating activities alongside long-term forest restoration activities</li> <li>• Build activities according to a long-term vision with an integrated system, and additional activities for short-term income generation</li> <li>• Implement basic funding mechanisms with the granting of credits at concessional rates</li> <li>• Strengthen work on communications to increase visibility and diversify partners strategies</li> <li>• Develop a balanced partnership between ffpos and companies, to strengthen ffpos' capacities for quality/certified products</li> <li>• Invest to increase the capacities of ffpos in terms of business development</li> </ul>	<ul style="list-style-type: none"> <li>• Transform some federations into cooperatives at national and subnational levels</li> <li>• Develop advocacy tools and undertake joint work by the FFPOs lobbying with the government to make sure policies are institutionalized</li> <li>• Analyze how to develop a financial mechanism to improve access to finance for members of the federations</li> <li>• Apply/upscale PPP models to fit the situation in each country</li> <li>• Develop an integrated landscape approach in the off-reserve areas</li> <li>• Map the territory and create databases recording associations, forestal areas, farmlands, etc. and map existing policies</li> <li>• Develop business plans, promote improved production technology for various forestry products and NTFPs, and provide trainings</li> <li>• Improve awareness on the importance of teamwork among producers and build a good organizational structure to be stronger and improve negotiations</li> </ul>

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*END OF REPORT.*