

Minutes break-out session 3 –When is green green enough?

Moderator: Kawien Zidses des Plantes

Speakers: Guillaume Maillard, Sonja Ooms, David Korslund

First the speakers introduce themselves and the organisations they are representing. Based on this introductions, the participants are invited to join three different groups afterwards.

Presentations/introductions:

Guillaume Maillard (Moringa)

Clip of investment made in Nicaragua

David Korslund (GABV)

Power point presentation (possibly check)

You must be able to measure how green you are (?) but is never green enough

Prosperity instead of profit. Prosperity (long term, communities). Prosperity, people, planet: social empowerment.

Quantitative factors: 40% triple bottom line focus

Qualitative elements: why? How? What? Examples: 39% of portfolio in renewable energy projects – identifiable results

Sonja Ooms (Oiko credit)

Microfinance

Impact studies

how to make sure investment is environmentally safe? Proposal for this session: Apply sustainability guidelines to the projects. After, confront with reality, how to deal with dilemmas.

(group divides into three. I join the Moringa table)

Participants: (? One missing), FMO, Enclude, Avance, Fair and Sustainable advisory services, Rabobank, Rabo development, Ministry of foreign affairs.

*upscaling

* impact measurement

Moringa has a team of 6 people and invest in companies with management capacity, they just provide support for them.

Rabo: there are lots of funds available, but only few good projects.

Moringa is specialized in agroforestry, thus in a small niche. Goal is to add value.

Help managing the land, higher yields, better practices, higher revenues.

Long-term goal is to have more outgrowers with smaller areas.

Participant asks: Is there a market for growth?

Moringa: moringa invests money and the money is used for certifications and investing. You must show it works, otherwise the farmers are not open to change their practices. You must show that it works.

Investors must know beforehand the impact.

Impact that moringa is looking for: environmental and social impact. Profitability also taken in consideration. To create environmental and social value (list of criteria to assess the impact, such as gender, youth employment, ...) aim is to start with a situation and start to improve it.

participant asks: how you measure it is green?

moringa: to assess this they start with action plan to ensure that they issues are identified and ways to measure it and prove that you did it. In this project in Nicaragua goals are: job creation, environmental (droughts, ...)

Farmers will be able to provide with the knowledge and so on with time. Together with farmers, moringa provide technical support for them to do better.

Moringa works with certifications: rainforest alliance, utz, one more (?)

Money comes from the fund (partial equity, partial loan), coffee trader (sms?) invest money together,

UPSCALING: INVOLVING THE BIGGER COMPANIES

Moringa: there is room for different investors and if we show an alternative that makes sense, then others have incentive to duplicate it.

To help the farmers to have high prices.

participant: Nicaragua (7/8 MF institutions),

Question from participant: What if; high green impact but people are unable to pay back the loan? In the first 2 years there is no coffee yet; idea is to renovate the farms; year 3-5 coffee is owned by company that invested; years after (?) people who farmed it, (then??) – the goal is that in year 5 moringa helps finding financing solutions working with different institutions. If they don't pay they don't have any guarantee on the land. If they don't pay they will probably be expelled from the cooperative (?)

the only interest is that moringa has coffee in the years 3,4,5, but if afterwards there is no coffee this is moringa risk.

Moringa wants to help them achieve the trees.

moringa gives the trees to the outgrowers, as they won't sign an agree of 20 years or more (on the other side the coffee grows in a couple of years).

Bulletpoints:

- possibility regarding upscaling – would moringa be interested in renovation – main struggle with money is getting the money through renovation – **could renovation be part of upscaling (?)**

1. can you upscale with producer organisations?

CALL OF ACTION PER TABLE

1. can you upscale with producer organisations?

CALL OF ACTION (SESSION)

Investing in a “green” way – this is what you have to do:

- 1. ENGAGE VARIETY OF STAKEHOLDERS WITH GOAL OF HAVING COMPRENSHIVE PARTICIPATION.**
- 2. TO UPSSCALE - INVOLVE LARGER PLAYERS TO FIND SOLUTIONS.**
- 3. Continue monitoring in a structured way.**