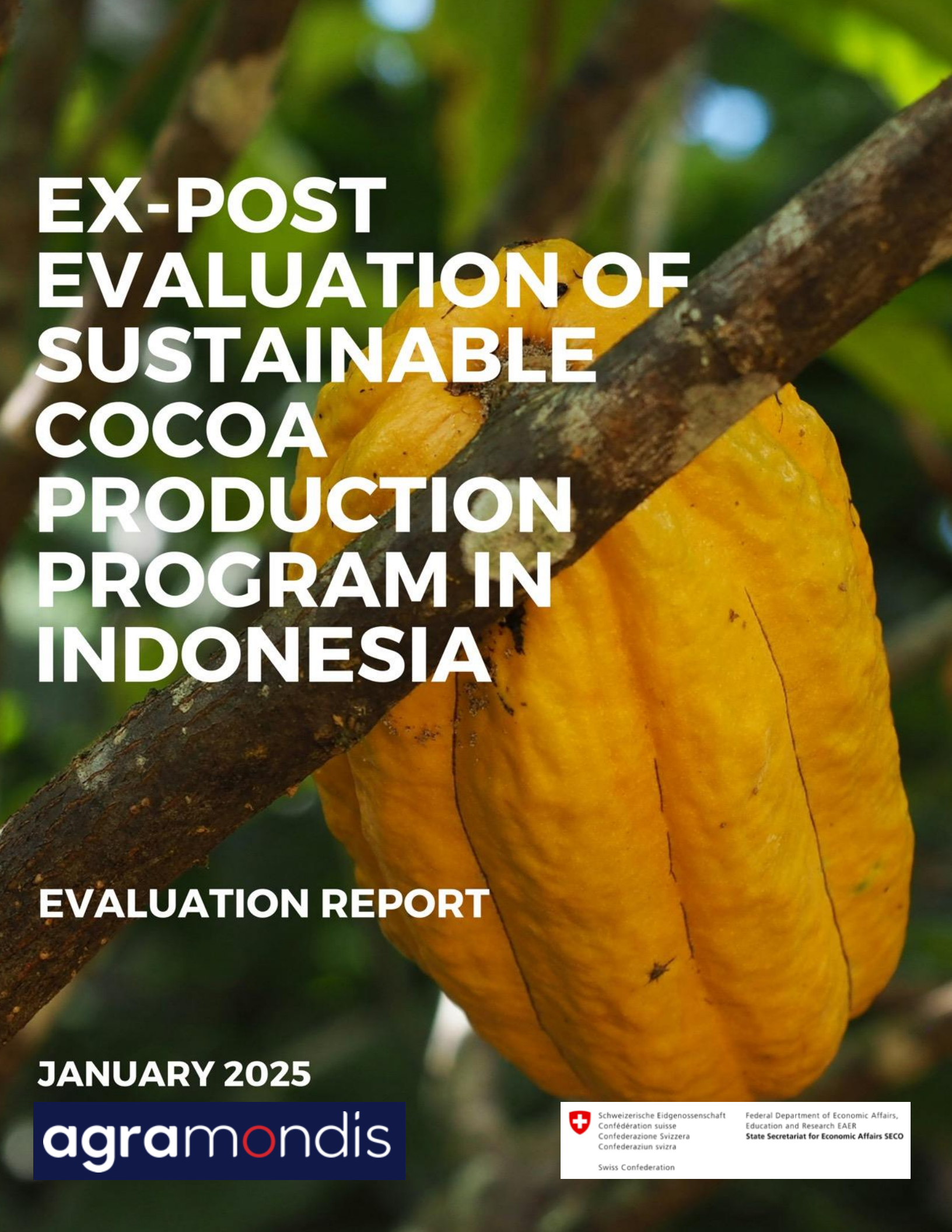

EX-POST EVALUATION OF SUSTAINABLE COCOA PRODUCTION PROGRAM IN INDONESIA

EVALUATION REPORT

JANUARY 2025

agramondis

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Any errors or omissions remain the sole responsibility of the evaluators.

Acronyms and abbreviations

AGB	Aboveground Biomass
ADM	Archer-Daniels-Midland
AFF	Agribusiness Financing Facility
BAPPEDA	Badan Perencanaan Pembangunan Daerah
BGB	Belowground Biomass
CHF	Swiss Franc
CO_2e	Carbon dioxide equivalent
CSA	Climate smart Agriculture
CSP	Cocoa Sustainability Partnership
CSR	Corporate Social Responsibility
CT	Contribution Tracing
EUDR	European Deforestation-free products Regulation
ESCP	Equality for Sustainable Cocoa Production
FCPs	Farm Coaching Plans
FDP	Farm Development Plan
FGDs	Focus Group Discussions
GAP	Good Agricultural Practices
GBP	Good Business Practices
GCP	Green Commodities Program
GEP	Good Environmental Practices
GFP	Good Financial Practices
GNP	Good Nutritional Practices
GSP	Good Social Practices
GHGs	Greenhouse gases
GPS	Global Positioning System
ICCRI	Indonesian Coffee and Cocoa Research Institute
IDB	Islamic Development Bank
IDR	Indonesian Rupiah
IFAD	International Fund for Agricultural Development
IFC	International Finance Corporation
KCl	Potassium Chloride Fertiliser
KG	Kilogramme
KIIs	Key Informant Interviews
LASCARCOCO	Landscape Approach to Sustainable and Climate Change Resilient Cocoa and Coffee Agroforestry
LPG	Liquefied Petroleum Gas
MCA-I	Millennium Challenge Account Indonesia
MEL	Monitoring, Evaluation, and Learning
MT	Metric tonnes
MSME	Micro, Small, and Medium Enterprises
NDC	Nationally Determined Contributions
NPK	Nitrogen, Phosphorus, Potassium Fertiliser
NSC	National Sustainability Curriculum
OECD-DAC	Organization for Economic Cooperation and Development - Development Assistance Committee
PISAGRO	Partnership for Indonesia's Sustainable Agriculture
PSE	Private Sector Engagement

PPI	Poverty Probability Index
RAN-GRK	National Action Plan for Greenhouse Gas Emission Reduction
READ-SI	Rural Empowerment and Agricultural Development Programme Scaling-up Initiative
RENSTRA	Ministry of Agriculture's Strategic Plan
RPJMN	National Medium-Term Development Plan
SCPP	Sustainable Cocoa Production Program
SDC	Swiss Agency for Development and Cooperation
SDG	Sustainable Development Goals
SECO	State Secretariat for Economic Affairs
SLA	Sustainable Landscape Approach
SLPI	Sustainable Landscape Program Indonesia
SNKI	National Financial Inclusion Strategy
SOC	Soil Organic Carbon
SV	Sensitivity Value
ToR	Terms of reference
TRACTIONS	Transforming the Cocoa Sector in Indonesia Through Value Addition for Smallholders
TSP	Triple superphosphate
UK	United Kingdom
UN	United Nations
USAID	United States Agency for International Development
USD	United States dollar
VAT	Value Added Tax
VSD	Vascular streak dieback
ZA	Ammonium Sulfate Fertiliser

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CROSS-CUTTING INSIGHTS FROM SCPP'S SUSTAINED IMPACTS

The ex-post evaluation of the SCPP highlights transformative lessons that transcend individual findings, offering valuable insights for future programmes in sustainable agriculture:

1. Resilience through diversification
SCPP significantly strengthened foundational skills in Good Agricultural Practices (GAPs) and sustainable supply chain engagement. These competencies equipped farmers to adapt to market fluctuations, such as the rise in cocoa prices in 2024, enabling them to re-engage with cocoa cultivation with higher productivity and efficiency. Without SCPP, the sector would have struggled to capitalize on favorable market conditions, weakening Indonesia's competitiveness in the cocoa market.

2. A model for industry collaboration
The program serves as a best-in-class example of public-private partnerships. By aligning the goals of private sector actors and development initiatives, SCPP fostered shared commitments to productivity, sustainability, and traceability. This collaborative approach not only ensured impactful program implementation but also established a blueprint for future initiatives seeking to integrate diverse stakeholders in the agricultural value chain.

3. Income diversification among non-certified farmers
Non-certified farmers emerged as a case study in resilience, showcasing the critical role of income diversification in sustaining livelihoods amid volatile market conditions. While these farmers did not achieve the same productivity gains as certified farmers, they demonstrated higher Poverty Probability Index (PPI) scores, thanks to diversified income sources. This strategy mitigated risks associated with low cocoa prices and exemplifies the importance of supporting livelihood diversification in agricultural programs.

4. Continued private sector support
The ongoing private sector support for farmers within their supply chains has been a crucial factor in sustaining program outcomes. This support is delivered in part through Koltiva, a private sector partner that emerged from SCPP. Koltiva specializes in providing traceability systems and technical assistance to cocoa farmers. This sustained demand underscores the business case for tools like these, which have been integral to Koltiva's success and their adoption in other value chains.

5. Human capital development
SCPP equipped farmers, trainers, and industry stakeholders with skills that continue to benefit the cocoa sector. Many alumni have leveraged their expertise to contribute to other industries, amplifying the developmental ripple effect of the program.

6. Scaling opportunities for the future
SCPP's approach provides a scalable framework for sustainable agricultural practices that can be adapted to other crops and regions. The program's emphasis on private sector collaboration, traceability systems, and tailored farmer training is particularly well-suited for addressing challenges in export-oriented and climate-sensitive agriculture. This adaptability positions SCPP as a model for enhancing sustainability and resilience across diverse value chains.

These cross-cutting insights highlight the transformative potential of SCPP's strategies, offering lessons for designing and implementing sustainable agricultural programs globally.

Executive summary

The **Sustainable Cocoa Production Program (SCPP)**, implemented in Indonesia from 2012 to 2020, aimed to reduce poverty, enhance productivity, and foster sustainable practices in the Indonesian cocoa sector. With support from the Swiss State Secretariat for Economic Affairs (SECO) and private sector partners, the program trained over 165,000 farmers and introduced innovations in traceability, certification, and farmer capacity building.

This ex-post evaluation reflects on the program's long-term impact, sustainability, and relevance, while offering lessons for replicability. Specifically, it assessed the extent to which these interventions have resulted in sustained:

1. **Reduction in poverty** in the Indonesian cocoa sector.
2. **Mitigation of GHG emissions** in cocoa farming practices.
3. **Continuity of SCPP interventions**—including tools, methodologies, and activities.

SUSTAINABILITY AND IMPACT: enduring benefits with nuanced challenges

The SCPP's significant improvements in productivity, income, and environmental sustainability were sustained after SECO support concluded, though outcomes varied across regions and demographics:

Increased productivity and income: Certified beneficiaries sustained yield improvements, also benefiting from access to premium markets. Non-certified farmers, while less productive, demonstrated resilience by diversifying income streams, which mitigated risks during periods of market volatility.

Sustained reduction in GHG emissions: The SCPP reduced GHG emissions by 24% through improved fertiliser management and agroforestry practices. Post-SCPP, the reduction in fertiliser emissions was not only sustained but also further decreased amongst beneficiaries. However, declining shade tree density highlights the need for continued support in sustainable land management.

Institutional legacy: The exit strategy, designed to transfer support to cocoa supply chain actors, has proven successful in the long run. Private sector partners, such as Koltiva and leading cocoa companies, have sustained key tools like traceability systems, certification support, and training programs. These efforts have not only strengthened the cocoa value chain but also expanded through new instruments, enhancing their application and impact.

COHERENCE: strategic alignment and opportunities for growth

The program demonstrated strong alignment with private sector sustainability goals and international frameworks but faced gaps in government integration:

Private sector success: Partnerships with companies like Mars, Mondelez, and Koltiva embedded sustainability into supply chains, ensuring the program's methodologies extended beyond its lifecycle.

Global alignment: The program supported the alignment of the Indonesian cocoa sector with leading international sustainability standards, thereby enhancing the sector's competitiveness in global markets.

Integration challenges: Limited local government engagement and funding restricted the systemic adoption of SCPP practices, particularly in underserved regions, contributing to regional disparities in outcomes.

RELEVANCE: addressing sector needs with room for broader impact

SCPP effectively tackled key challenges in the cocoa sector but faced uneven adoption and relevance in certain areas:

Farmer benefits: SCPP-trained farmers reported lasting improvements in productivity and environmental practices, with regional disparities influenced by private sector presence and government support. Private sector actors, such as Koltiva and cocoa companies, provided sustained technical training and market access, enhancing productivity and premium pricing opportunities.

Resilience through diversification: By adopting a polyculture production model, farmers integrated complementary crops such as rice, palm oil, timber, and fruits alongside cocoa. This diversification, promoted by SCPP, helped to reduce vulnerability to fluctuating cocoa prices and supported economic stability, particularly in disadvantaged areas.

Barriers to relevance: Some private sector actors faced challenges such as fluctuating cocoa prices, high operational (training) costs, and competing government policies counter to cocoa, which reduced their engagement with beneficiaries in some regions post-SCPP.

REPLICABILITY: uniting industries with shared goals, and scalable, actionable frameworks

SCPP provides a proven model for scaling sustainable agricultural practices through private sector engagement, farmer training, and traceability systems, applicable to commodities like coffee, palm oil, and spices.

The program's success hinged on its ability to identify and address clear, large sector-specific gaps, fostering increased collaborative dynamics among stakeholders. Swisscontact's neutrality as a trusted facilitator and effective communication of shared goals further united the industry. These elements, while not entirely unique, highlight the importance of tailoring programs to sector-specific challenges and priorities.

KEY RECOMMENDATIONS FOR FUTURE PROGRAMMES

SCPP offers valuable lessons and frameworks for guiding future programmes with a similar scope. The following ten recommendations emphasize long-term impact, sustainability, and scalability, building on SCPP's achievements and addressing its challenges:

1. **Foster long-term, diverse partnerships:** Broaden collaborative networks to include conservation organizations, financial institutions, and community groups to diversify the traditional support base beyond a single sector, like the cocoa sector.

Integrating a wider range of stakeholders enhances resilience against sector-specific risks and downturns. Promote sustainable landscape approaches and co-investment in agroforestry and sustainable land management for comprehensive development impacts across economic, environmental, and social dimensions.

2. **Strengthen private sector engagement:** Deepen partnerships with private sector actors to co-invest in training, certification, and sustainability initiatives. Support sector-wide standards, innovative tools like traceability systems, and public-private partnerships that bridge funding gaps and ensure smallholder farmers have equitable access to financial resources, technology, and markets.
3. **Enhance regional equity:** Address disparities in underserved regions by tailoring training and certification programmes, improving infrastructure, and collaborating with regional governments to close equity gaps.
4. **Institutionalize tools within government programmes:** Integrate SCPP-developed tools, such as GAPs and financial literacy modules, into public extension services and align them with national policy frameworks to ensure systemic change.
5. **Encourage income diversification and resilience:** Promote multi-crop systems, financial incentives, and technical support to build farmer resilience to market and climate risks while strengthening cooperatives for shared market access.
6. **Address market volatility:** Promote price stabilization funds, risk-sharing agreements, and access to premium markets by aligning certification processes with international standards.
7. **Strengthen environmental resilience:** Incentivize agroforestry and sustainable land-use practices to combat environmental degradation while aligning farming practices with global regulatory frameworks.
8. **Promote peer-led knowledge retention:** Institutionalize farmer-to-farmer mentorship and capacity-building initiatives to sustain knowledge transfer and foster community-driven adoption of sustainable practices.
9. **Pilot and scale across regions and commodities:** Test and adapt SCPP's proven frameworks to other commodities like coffee, palm oil, and rubber through collaborative pilot projects, ensuring scalability and regional relevance.
10. **Monitor and evaluate for continuous improvement:** Develop robust evaluation systems to track long-term impacts, incorporate findings into programme adjustments, and align strategies with evolving regional priorities.

These recommendations build on SCPP's strengths while addressing identified challenges, offering a roadmap for future programmes to achieve sustainable and scalable impacts across diverse agricultural sectors.

CONCLUSION

The SCPP demonstrated significant long-term impacts on productivity, income, and environmental sustainability in Indonesia's cocoa sector, underpinned by strong private-sector partnerships and innovative tools like CocoaTrace. Its alignment with national and global sustainability priorities has reinforced its relevance and scalability across commodities. However, regional disparities in outcomes and limited government integration highlight areas for improvement in public-private collaboration and policy alignment. The evaluation underscores SCPP's role as a model for sustainable agricultural initiatives, while also offering critical lessons for addressing systemic challenges in future programmes.

Introduction

The Sustainable Cocoa Production Program (SCPP), supported by the Swiss State Secretariat for Economic Affairs (SECO) from 2012 to 2020, aimed to reduce poverty and greenhouse gas emissions in Indonesia's cocoa sector, a key income source for about a million smallholders. SECO, the program's largest donor, contributed CHF 9.5 million (17.3%) of the total CHF 55 million budget, alongside funding from IDH, the Embassy of the Kingdom of the Netherlands, IFAD, and MCA-I. Private partners, including ADM, Armajaro, Barry Callebaut, BT Cocoa, Cargill, Ecom, Guittard, JB Cocoa, Krakakoa, Mars, Mondelez International, and Nestlé, also contributed to the initiative. **The SCPP equipped over 165,000 farmers with skills to enhance yields, lower emissions, and improve incomes.**

Purpose and objectives of the evaluation

The ex-post evaluation of the SCPP in Indonesia explored the sustained results of SECO's investments and identified factors influencing these outcomes with two key objectives:

1. **Accountability:** To provide accountability on the long-term impact and sustainability of the SCPP to Swiss citizens and Parliament.
2. **Learning, recommendations, and steering:** To derive lessons and recommendations from the SCPP's experience, enhancing the long-term impact and sustainability of development programs. The findings will inform SECO's Development Economic Cooperation portfolio on sustainable commodity production in Indonesia and other partner countries.

Evaluation questions

Nine key research questions guided this ex-post evaluation using the OECD DAC framework, with emphasis on sustainability, impact, coherence, and relevance, while also looking at the replicability of the program (Table 1). As this was an ex-post evaluation, effectiveness and efficiency were not considered. For more details on the assessment criteria see the evaluation matrix in Annex I.

Table 1: Key ex-post evaluation research questions

Criteria	Evaluation questions
Sustainability & impact	1. Do the intended outcomes/ impacts continue to be present after the completion of SECO investments? 2. Which factors contributed to or impaired the sustainability of outcomes/ impacts? 3. Does/did the SCPP contribute to the outcomes/ impacts still being present? 4. How has the SCPP scaled up its outcomes/impacts to a systemic level, and what strategies and factors facilitated or hindered the scaling process? 5. Did the SCPP achieve any unintended (positive or negative) outcomes/ impacts, and if so, how did it contribute to these unintended outcomes/ impacts?
Coherence	6. Are the achieved outcomes/impacts compatible with interventions of other actors in Indonesia and thematic field? 7. Do the achieved outcomes/impacts align with and contribute to the relevant policies, strategies and plans of the Indonesian government?
Relevance	8. To what extent are the lasting impacts and results of SCPP, which have continued after the program ended, still perceived as relevant among SCPP-trained farmers and other stakeholders? What adaptations could have been made to make SCPP more relevant?
Replicability	9. Could the SCPP's approach be replicated in other agricultural commodities in Indonesia or elsewhere? If so, which elements of the approach are feasible for replicability, and what barriers for replication have been identified?

1 Description of the development program

Context of the intervention

SCPP was established to address systemic challenges in Indonesia's cocoa sector, a key livelihood for approximately one million smallholders. Before the program's implementation, the sector faced declining productivity due to aging trees, pests, diseases, and poor farm management practices. These widespread and urgent issues united stakeholders in seeking sustainable solutions. During the program, additional challenges emerged, including climate variability, increased cocoa supply from West Africa, global price volatility, and competition from crops like palm oil and corn.

Recognizing the need for sustainable solutions, SCPP focused on enhancing the productivity, incomes, and resilience of cocoa farmers while addressing environmental concerns like greenhouse gas (GHG) emissions. The program integrated sustainability into the cocoa value chain by connecting farmers with market-driven actors, promoting certification and traceability, and building capacity across the sector. **By fostering partnerships with most of the Indonesian cocoa industry, SCPP was well positioned to tackle the root causes of the sector's decline.** These efforts enhanced the capacity of Indonesia's cocoa industry with the goal of creating a resilient, sustainable, and market-oriented cocoa sector.

Intervention logic

The interventions implemented by the SCPP were based on the premise that **enabling cocoa farmers in Indonesia to produce premium-quality cocoa beans and adopt sustainable, GHG-mitigating farming practices would improve productivity, integrate farmers into traceable value chains, and ultimately reduce both poverty and greenhouse gas emissions.** This logic guided the program's activities, which included farmer training, market access facilitation, and stakeholder engagement, implemented across ten provinces.

The ex-post evaluation concentrated on assessing whether farmers maintained improved farming practices, continued access to markets, and achieved enduring impacts on poverty alleviation, and environmental outcomes. Table 2 outlines the intervention logic, illustrating the connection between program activities, intermediate outcomes, and the long-term impacts evaluated in the ex-post evaluation.

Table 2: SCPP Ex-post Evaluation: inputs, activities, and focus areas with rationale

Component	Description	Focus on ex-post evaluation and rationale
Inputs	- Financial resources - Stakeholder collaboration - Technical expertise	Not directly evaluated as inputs were foundational but not part of outcome measurement.
Activities	- Farmer training on GAP - Stakeholder engagement - Market access facilitation - Promotion of certification and traceability	- **Certification and traceability** were assessed as measurable components that supported sustainability and market integration. - **Market access** was indirectly examined through beneficiaries' certification adoption and traceability usage.
Intermediate outcomes	- Improved farming practices - Enhanced productivity - Reduced GHG emissions - Increased farmer access to premium markets	- **Improved farming practices** and **enhanced productivity** were analysed as critical drivers of poverty reduction. - **Reduced GHG emissions** were assessed by examining the sustained use of climate-smart practices, including fertiliser management and shade tree density. **- Certification supported sustained market participation.**
Long-term impacts	- Poverty reduction among smallholder farmers - Enhanced climate resilience. - Sustainable and competitive cocoa production sector in Indonesia.	- **Poverty reduction** and **GHG emissions mitigation** were core contribution claims. - Sustainability of interventions was assessed as a third focus area to measure lasting benefits to farmers and the sector.

Post-intervention context and analysis

The SCPP was designed to secure the long-term sustainability of its outcomes through strategic interventions and partnerships. As the program neared completion, efforts were focused on maintaining its key impacts: poverty reduction, GHG emissions mitigation, and the institutionalization of tools and methodologies. These objectives were achieved by engaging the private sector, implementing traceability systems, and aligning with global sustainability frameworks.

Certification and traceability: Certification and traceability are critical for accessing premium marketings and ensuring compliance with global standards. SCPP developed CocoaTrace initially for internal data collection and reporting purposes. This tool was later commercialised through PT Koltiva, a start-up established by former Swisscontact/SCPP employees. Koltiva now offers traceability, training, and certification services, funded by private companies. Leveraging CocoaTrace, Koltiva has expanded into other sectors, like palm oil, thereby extending the operational life and scaling the SCPP methodologies beyond the original program. (Refer to Box 1 for more details).

Box 1 - Koltiva: from CocoaTrace to a market-driven sustainability partner

Koltiva emerged from SCPP's CocoaTrace system, initially developed to support traceability, certification, and sustainability monitoring. Transitioning to an independent private company in 2013, Koltiva now operates as a **technical assistance provider** and **market player**, offering services paid for by private sector clients to largely support their certification needs.

Key services:

- **Traceability & certification**: Ensuring supply chain compliance with global sustainability standards.
- **Training & monitoring**: Supporting farmers to maintain sustainable practices and meet market demands.
- **Market integration**: Facilitating access to premium, certified markets.

Box 1 Koltiva: from CocoaTrace to a market-driven sustainability partner

Integration with the private sector: Partnerships with private entities were pivotal in scaling and sustaining the impact of SCPP methodologies beyond the program's timeline. These collaborations promoted innovation and facilitated the widespread adoption of traceability and certification standards throughout the supply chain.

Environmental and economic resilience: Farmers received tools and training that enhanced productivity, reduced emissions, and helped them adapt to market fluctuations and climate-related challenges.

Challenges in the Indonesian cocoa sector post-SCPP

While SCPP raised the bar for productivity and sustainability in the cocoa sector, challenges persist:

1. **Declining cocoa production**: Indonesia's cocoa production has faced declines due to aging trees, pest infestations, competition from alternative crops like palm oil, and increasing competition from other cocoa-producing countries. Farmers increasingly shifted to more profitable crops like palm oil between 2016 and 2023, driven by both market demand and government incentives.[1,2]
2. **Market volatility**: Fluctuating global cocoa prices and speculative trading undermine income stability for smallholder farmers.
3. **Regulatory pressures**: Compliance with the EU Deforestation Regulation (EUDR), introduced under the EU Green Deal in 2023, challenges smallholders lacking resources for certification and traceability without private company support.

Emerging advancements in the Indonesian cocoa sector post-SCPP

Despite these challenges, there are also positive advancements in the Indonesian cocoa sector:

[1] Leksono, A. S., Mustafa, I., Gama, Z. P., Afandhi, A., & Zairina, A. (2021). Organic cocoa farming in Indonesia: Constraints and development strategies. Organic Agriculture, 11(3), 445-455. https://doi.org/10.1007/s13165-021-00351-5

[2] Dröge, S., Bemelmans, J., Depoorter, C., Jusrin, M. J. M., Marx, A., Verbist, B., ... & Muys, B. (2024). From chocolate to palm oil: The future of Indonesia's cocoa plantations. Ambio, 1-11. https://doi.org/10.1007/s13280-024-02061-0

1. **Domestic market growth**: Indonesia's cocoa exports have declined, but its growing chocolate industry offers an expanding market, with the global market projected to rise from $106.2 billion in 2017 to reach $189.89 billion by 2026.[3]
2. **Technological advancements**: Tools like Koltiva's CocoaTrace system ensure traceability, supporting global compliance and market access for farmers.
3. **Policy and sustainability demand alignment**: The EUDR provides a framework that incentivizes sustainable practices, aligning with SCPP's goals.
4. **Increasing prices:** As prices rise, farmers are expected to be more motivated to produce cocoa efficiently and are now better equipped to increase production compared to pre-SCPP levels.

2 Methodology

Desk research, primary data collection, and analysis, using mixed methods to assess the program's long-term impacts and sustainability. (See Annex V: Methodology for more details).

Desk research

Program documents, monitoring data, and external sources were reviewed to contextualize findings and understand the program's design and implementation.

Primary data collection

The ex-post evaluation focused on sampling **two groups of beneficiary farmers: 1) Koltiva-supported farmers—those who received continued support from Koltiva after SCPP ended, representing ongoing private sector engagement; and 2) Non-Koltiva-supported farmers—those who did not receive private sector support post-SCPP.** (See Box 1 above for more on Koltiva).

Table 3: Comparison of sampled beneficiary farmer types

Beneficiary farmer type	Characteristics	Rationale for comparison	Sample size	Provinces included in sample (% share of sample)	% of farmers certified
Koltiva-supported	Received post-SCPP support through Koltiva programs, paid for by private cocoa companies.	Represents ongoing private sector engagement.	*16,410*	Sulawesi Selatan (39.1%) Sulawesi Tengah (36.5%) Sulawesi Tenggara (12.0%) Nusa Tenggara Timur (9.1%) Sulawesi Barat (3.2%)	*93%*
Non-Koltiva-supported	Previously supported by the SCPP but did not receive post-SCPP support.	Assesses sustainability without continued private sector support.	*505*	Sulawesi Seletan (54.1%) Sulawesi Tenggara (45.9%)	*4%*

Sources: Koltiva data (2023-2024), Agramondis farmer survey (2024)

This approach aimed to highlight the critical role of private cocoa sector partnerships in sustaining outcomes by examining differences in productivity, income, and the adoption of sustainable practices. The availability of **Koltiva-supported beneficiary data** provided a unique opportunity to gain insights into private sector-supported beneficiaries. To ensure a balanced perspective, **non-Koltiva-supported beneficiaries** were also included to assess how SCPP interventions have been independently sustained in the absence of continued external support.

While the sample sizes differ significantly, this reflects the nature of the available Koltiva data compared to the **statistically relevant survey sample** collected for non-Koltiva-supported farmers (or in other words, non-private-sector-supported-farmers). Including both samples was determined to be more valuable than relying

[3] Voora, V., Bermúdez, S., and Larrea, C. (2019). Global Market Report: Cocoa. International Institute for Sustainable Development. Retrieved from https://www.iisd.org/publications/global-market-report-cocoa

on a counterfactual group, which would have posed challenges due to **contextual variability, greater data limitations, and potential spillover effects**. To account for this limitation:

- **Findings were weighted** where applicable to mitigate bias from unequal sample sizes, with focused analysis on the two primary provinces and comparable demographics.
- **Qualitative insights** from FGDs (conducted with both Koltiva and non-Koltiva-supported beneficiaries) and KIIs were incorporated to validate and contextualize observed trends, ensuring a robust and balanced analysis of the program's long-term impacts.

Koltiva-supported beneficiaries: Data from the Koltiva CocoaTrace system provided a longitudinal perspective on program outcomes and sustainability. The dataset included 156,700 SCPP farmers (2012–2024), with 16,410 beneficiaries still receiving Koltiva services in 2023–2024.

Non-Koltiva-supported beneficiaries: A stratified sampling approach was used across two provinces (Sulawesi Selatan and Sulawesi Tenggara), representing 54% of beneficiaries. A total of 505 non-Koltiva-supported farmers were surveyed, ensuring proportional representation and gender balance. The sample size was sufficient to yield statistically relevant and meaningful insights into the sustainability of SCPP interventions without continued external support.

Focus Group Discussions (FGDs): Four FGDs were conducted with 10–12 participants per group, including both Koltiva-supported and non-Koltiva-supported beneficiaries, to gain nuanced insights and facilitate triangulation.

Key Informant Interviews (KIIs): A total of 35 KIIs were conducted with stakeholders, including cocoa companies, SECO, Swisscontact, and industry experts, to gather diverse perspectives.

Data analysis

A mixed-method approach combined quantitative trend analysis and qualitative insights. Contribution Tracing (CT) principles were used to assess causal links between SCPP activities and outcomes, with Bayesian elements like sensitivity and specificity applied to strengthen evidence. While not all formal steps of CT were implemented, the approach ensured a credible evaluation of the program's impact.

Quality control

Field teams employed KoBoCollect, a data collection app, conducting daily data checks and providing feedback to ensure the accuracy and consistency of the data. Informed consent was obtained from all respondents, and survey protocols included safeguards to minimize errors. Qualitative data were triangulated and cross-checked by reviewing summaries and integrating information from quantitative data, KIIs, and FGDs.

Limitations and mitigation strategies

We identified the following four main limitations during the evaluation (Table 4).

Table 4: Limitation and mitigation strategies

Limitation	Challenge	Mitigation
Selection of provinces	Limited generalizability, risk of overlooking regional differences in farming practices, socioeconomic conditions, and environmental factors.	Selected relevant provinces; triangulated results with secondary data and KIIs.
External factors	Market fluctuations, policy changes, and natural disasters may have affected outcomes, complicating attribution to SCPP interventions.	Used Theory of Change to account for external influences; Contribution Tracing to analyse causal links, triangulate evidence and test alternative explanations. (Details in Annex V).
Recall bias	Participants may have struggled to provide accurate and reliable qualitative data after four years.	Focused on significant changes; corroborated findings with secondary and quantitative data.
Farmer group dissolution	Approximately 20% of targeted farmer groups were inactive due to shifts toward other crops like palm oil, limiting access to survey participants.	Expanded outreach to individual farmers; analysed reasons for group dissolution as part of sustainability insights.

3 Findings

Sustainability and impact

Key takeaways on SCPP's sustainability and impact:

The SCPP has significantly transformed Indonesia's cocoa sector by enhancing productivity, increasing farmer income, and promoting environmental sustainability.

1. **Sustained productivity and income gains:** SCPP significantly improved cocoa yields, with Koltiva-supported farmers maintaining higher productivity (636 kg/ha/year in 2023) compared to non-Koltiva-supported farmers (396 kg/ha/year). However, regional disparities and issues such as pest prevalence, poor farm maintenance, and low productivity due to diversification highlight the need for targeted support.
2. **Sustained reduction in GHG emissions from fertilisers**: Post-SCPP, GHG emissions from fertilisers reduced on both Koltiva-supported and non-Koltiva-supported farms.
3. **Resilience through diversification:** Income diversification into crops like palm oil, rice, and fruit trees helped farmers mitigate risks from price volatility and environmental challenges, demonstrating the importance of polyculture farming systems in enhancing economic stability.
4. **Long-term private sector engagement:** Continued partnerships with companies like Koltiva, Mars, and Olam sustained training, market access, and traceability systems post-SCPP. However, non-Koltiva-supported farmers faced reduced certification premiums and market access, indicating reliance on private-sector actors for long-term support.
5. **Institutional gaps and scalability risks:** Limited integration of SCPP tools into government programs and public extension services has hindered widespread adoption.

Do the intended outcomes/impacts continue to be present after the completion of SECO investments?

The SCPP sustained significant improvements in productivity, income, and environmental sustainability after the program ended, though outcomes varied across regions and demographics. This section evaluates the persistence of impacts in key areas: GHG emissions reduction, poverty reduction, cocoa productivity, market access and certification, and knowledge retention.

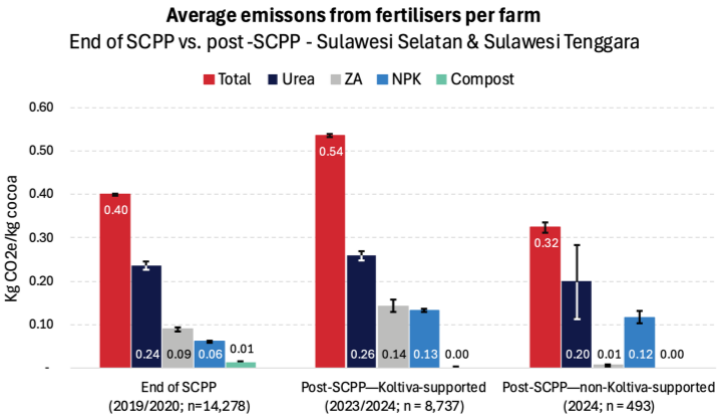


Figure 1: Emissions from fertiliser use during and post-SCPP

Source: SCPP (2019), Koltiva data (2023/2024), Agramondis farmer survey (2024)

Note: For the sake of consistency, SCPP emissions were re-calculated using the SCPP fertiliser dataset which had more farmers in recent years compared to the SCPP GHG emissions dataset.

GHG emissions reduction

Post-SCPP, GHG emission reduction from fertilisers sustained, and further reduced across both Koltiva-supported and non-Koltiva-supported farms. Fertiliser usage was used as a proxy for GHG emissions because nitrogen fertilisers contribute between 50%-62% of the on-farm carbon footprint in cocoa production.[4,5]

In Sulawesi Selatan and Sulawesi Tenggara, Koltiva-supported farmers reduced their emissions from 0.84 kg CO_2e/kg in 2019/2020 to 0.54 kg CO_2e/kg in 2023/2024, marking a 37% decrease. This reduction effectively counters the initial 35% increase observed when compared to all SCPP beneficiaries at end of SCPP (see Figure 1). Overall, GHG emissions from agri-inputs regionally averaged 0.51 kg CO2e/kg cocoa at the end of SCPP, down from 1.22 kg CO2e/kg at the baseline, with non-Koltiva-supported farmers also seeing lower emissions due to lower fertiliser use.[6]

[4] Dianawati, D., Indrasti, N. S., Ismayana, A., Yuliasih, I., & Djatna, T. (2023). Carbon Footprint Analysis of Cocoa Product Indonesia Using Life Cycle Assessment Methods. Journal of Ecological Engineering, 24(7), 187–197. https://doi.org/10.12911/22998993/164750

[5] Vervuurt, W., Slingerland, M. A., Pronk, A. A., & Van Bussel, L. G. J. (2022). Modelling greenhouse gas emissions of cacao production in the Republic of Côte d'Ivoire. *Agroforestry Systems*, *96*(2), 417–434. https://doi.org/10.1007/s10457-022-00729-8

[6] SCPP Final Report (2020).

Box 2 - Carbon sequestration in cocoa agroforestry

SCPP impact at program's end: Carbon sequestration increased significantly during the program, rising from 90 ton C/ha in 2015 to 259 ton C/ha by 2020, highlighting the program's success in enhancing agroforestry practices.

Post-SCPP

Decline in shade trees: Among non-Koltiva-supported farmers, shade tree densities dropped from 34 trees/ha in 2020 to 21 trees/ha by 2023/2024, driven by economic pressures such as clearing land for alternative crops or using trees for firewood. Additionally, awareness of optimal shade tree density remained low (14%), highlighting gaps in knowledge retention. This decline likely affects long-term carbon storage potential.

Increase in cocoa tree density: Koltiva-supported farmers offset some of the carbon loss by increasing cocoa tree densities from 742 trees/ha in 2019/2020 to 890 trees/ha by 2023/2024, supported by continued guidance and improved management practices.

Uncertainty in long-term impact: While the increased cocoa tree density may partially compensate for shade tree loss, the overall contribution to carbon sequestration post-SCPP remains uncertain.

Box 2: Carbon sequestration in cocoa agroforestry

Source: SCPP Final Report (2020), SCPP data (2019), Koltiva data 2023/2024, Agramondis farmer survey (2024)

Note: Carbon sequestration per hectare calculations were derived using the formula Total C/ha = C in AGB + C in BGB + SOC Stock, combining Aboveground Biomass (AGB), Belowground Biomass (BGB), and Soil Organic Carbon (SOC), consistent with standard carbon accounting practices.

Poverty reduction

Post-SCPP, Poverty Probability Index (PPI) scores showed significant improvements from baseline and have been largely sustained. However, Koltiva-supported farmers experienced declines in living standards from 2020 to 2024, with reduced household assets, increased firewood reliance (17% in 2020 to 49% in 2024), and decreased ownership of refrigerators and motorcycles. While overall PPI levels for Koltiva-supported farmers remained above baseline, their percentage living above $1.25/day fell from 96% to 91%, and those above $2.50/day dropped from 55% to 41%. In contrast, non-Koltiva-supported farmers maintained or slightly improved their PPI scores, with 58% exceeding the $2.50/day threshold by diversifying income through alternative crops (Figure 2). A plausible explanation for this disparity could be that non-Koltiva-supported farmers, possibly located in regions with better market access and diversification opportunities, may have benefited from strategic adaptations that enhanced their economic resilience and PPI scores, independent of program support.

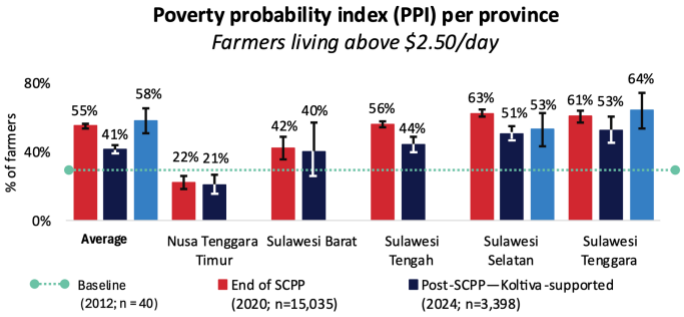


Figure 2: Poverty probability index (PPI) for farmers living above $2.50/day

Source: Koltiva (2024). Koltiva Database - SCPP Beneficiaries in CocoaTrace; Agramondis farmer survey (2024)

Regional disparities in poverty persisted. Nusa Tenggara Timur remained the poorest province, while Sulawesi Selatan and Sulawesi Tenggara demonstrated the importance of income diversification in fostering resilience. The reasons behind sustained disparities in PPI across provinces remain unclear but likely stem from unique geographic, social, and economic factors.

Cocoa productivity

Sustained productivity after SCPP underscores its impact, with Koltiva-supported farmers averaging 636 kg/ha/year in 2023, surpassing the 396 kg/ha/year by non-Koltiva-supported farmers. SCPP interventions raised yields from 254 kg/ha/year at baseline to 647 kg/ha/year at endline. Regional disparities persisted, with Koltiva beneficiaries in Sulawesi Tengah maintaining high productivity, while non-Koltiva farmers in Sulawesi Selatan and Sulawesi Tenggara reported lower yields of 580 kg/ha/year and 202 kg/ha/year, respectively. In Sulawesi Tenggara, high pest prevalence (96%) and poor farm maintenance drove productivity declines, affecting 41% of farmers, compared to 15% in Sulawesi Selatan. Despite challenges, 72% of farmers reported

diversified income sources, highlighting the need for region-specific support and pest management to sustain gains.

Market access and certification

Private company support is essential for maintaining certification and ensuring market access. In 2023, 93% of Koltiva-supported farmers—who receive private sector backing—remained certified, with 66% of them located in the two focus provinces. These farmers reportedly benefited from premium prices through certifications like Rainforest Alliance (UTZ), Fairtrade, or Organic (see Figure 3). In contrast, only 4% of the surveyed non-Koltiva-supported farmers retained their certification status, underscoring the essential role of private company support in sustaining certification and access to premium markets.

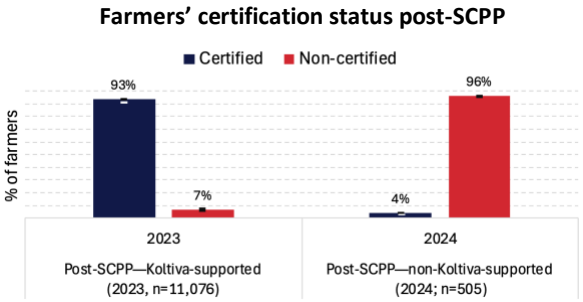


Figure 3: Certification status of beneficiary farmers post-SCPP
Source: Koltiva data (2023), Agramondis farmer survey (2024)

In the surveyed regions, the withdrawal of a major buyer—driven mainly by high training costs and perceived farmer disengagement due to their low pricing—prompted many farmers to sell to local traders, limiting their access to higher-value markets and certification benefits. This situation underscores the critical role of sustained private sector involvement in securing market opportunities and upholding quality standards. The notable disparity in certification rates between Koltiva-supported and non-Koltiva-supported farmers highlights these challenges. **Farmers lacking ongoing private sector support often do not have the necessary infrastructure, resources, or motivation to continue with certification efforts.** These findings underline the necessity for enduring partnerships and targeted capacity-building initiatives to maintain advances in market access and sustainable agricultural practices.

Knowledge retention and capacity building post-SCPP

Koltiva-supported farmers continue to receive training funded by private entities like Cargill, JB Cocoa, KraKakao, and Mars, with training frequency increasing to two days annually post-SCPP, up from one day in 2020. Government and private sector actors have also enhanced the use of Farm Coaching Plans, with some regions, like Sulawesi Barat and Sulawesi Tenggara, experiencing increases in training sessions from 2.0 to 2.2 and 1.1 to 1.4 per farmer per year, respectively. These trends highlight regional variations in training continuity and emphasize the need for ongoing efforts to boost farmers' skills and productivity after the program.

Most non-Koltiva-supported farmers (95%) reported no ongoing support from companies post-SCPP, with only 4% receiving continued training. Among those still trained, 40% are supported by Wahana Visi Indonesia (a humanitarian organization), 32% by the local government's Plantation Office (Dinas Perkebunan), and others by Mars, though the focus is largely on GAPs, with less emphasis on climate change and advanced practices.

Post-program use of SCPP tools varied by province for non-Koltiva-supported farmers, with 43% of respondents continuing their use, highest in Sulawesi Selatan (78%) and lowest in Sulawesi Tenggara (2%). In Sulawesi Tenggara, discontinued use was mainly due to lack of recall, likely from the withdrawal of supply chain support. Key tools like GAP, Good Financial Practices, and Good Nutritional Practices highlighted SCPP's holistic approach, addressing broader livelihood needs.

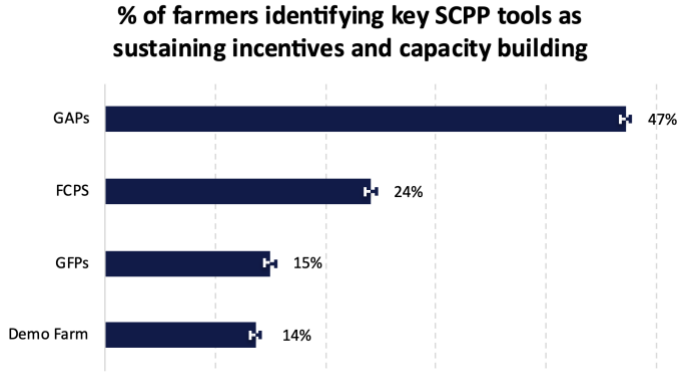


Figure 4: SCPP's tools and practices supporting incentives and capacity building in cocoa and other crops
Source: Agramondis farmer survey (2024)

Amongst non-Koltiva-supported farmers, survey results show that SCPP's training and coaching effectively built capacity and sustained farmer incentives. GAPs were considered most beneficial to farmers (47%), followed by Farm Coaching Plans (FCPs) (24%), Good Financial Practices (GFPs) (15%) and Demo Farms (14%) (Figure 4).

Post-SCPP tool and practice adoption was notably higher in Sulawesi Selatan (78%) than in Sulawesi Tenggara (2%), **reflecting the role of local market conditions and supply chain actor withdrawal**. In regions with higher rates of alternative income diversification, such as Sulawesi Tenggara, the focus on cocoa farming naturally diminished, affecting the adoption of SCPP approaches.

GAPs were impactful, with 40% of farmers reporting increased access to better planting material, 32% noting yield improvements, and 38% highlighting enhanced cocoa quality. Good Business Practices (GBP) improved market access for 54% of farmers, while Good Financial Practices (GFP) positively influenced savings for 49% and Good Nutritional Practices (GNP) enhanced nutrition for 47%. These results highlight SCPP's effective, holistic capacity-building efforts, delivering long-term benefits across various aspects of farmers' livelihoods.

Which factors contributed to or impaired the sustainability of outcomes/impacts?

The sustainability of SCPP outcomes was shaped by private-sector engagement, economic dynamics, environmental challenges, and gaps in institutional support. These factors collectively influenced farmers' ability to sustain productivity, market access, and sustainable practices.

Private-sector engagement and training continuity: Ongoing support from companies like Mars, Olam, and JB Cocoa, which integrated SCPP training tools (e.g., GAP), has been central to sustaining productivity and combating deforestation. Koltiva-supported farmers benefited from consistent capacity building, while non-Koltiva-supported farmers struggled with reduced training access. A lack of engagement from new private actors has limited the scalability of outcomes.

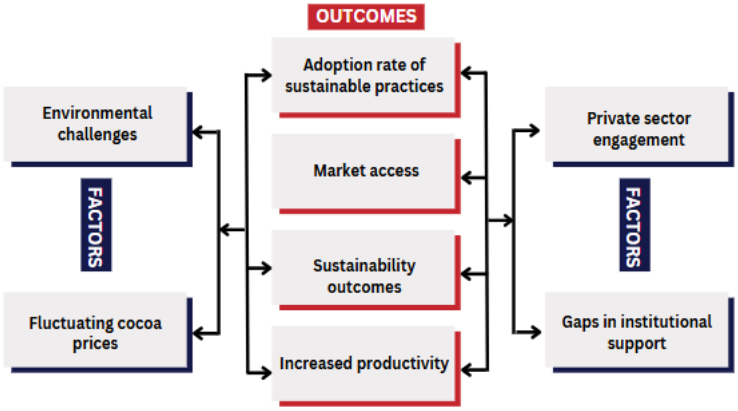


Figure 5: Factors affecting sustainability of SCPP outcomes/impacts
Source: Agramondis farmer survey (2024)

Cocoa price volatility: Price fluctuations heavily influenced farmer commitment. Favorable prices encouraged investment in SCPP practices, while declining prices led to farm neglect or shifts to alternative crops like rice and palm oil, which offered better returns. While diversification has mitigated risks, price instability continues to pose a significant barrier to the continued adoption of sustainable practices.

Environmental challenges: Climate change, prolonged dry seasons, and high pest prevalence impaired cocoa productivity and discouraged farm maintenance. While SCPP provided pest management and agroforestry training, ongoing technical support is required to address these persistent issues.

Institutional support and government engagement: Limited integration of SCPP practices into public extension services, government-run programs designed to provide farmers with training, technical assistance, and resources, weakened long-term outcomes. Competing government priorities for crops like rice and palm oil diverted resources, though targeted collaboration with private-sector actors, such as Mars and Olam, provided farmers localized support. Stronger public-private partnerships remain essential for sustaining productivity and market access.

Key barriers to the sustainability of the SCPP program outcomes included economic dynamics such as fluctuating cocoa prices and crop competition, environmental challenges like climate change and pests, and limited local government support which restricted the adoption of sustainable practices. Additionally, market conditions, infrastructure deficiencies, resource constraints, and a lack of pricing incentives for certified cocoa further complicated the long-term success of these initiatives.

How did the SCPP contribute to the outcomes/impacts still being present?

The SCPP's strategic focus on farmer training, cocoa quality improvement, and market resilience has created long-lasting impacts on productivity, quality, and farmer livelihoods in Indonesia's cocoa sector. By building capacity, strengthening supply chains, and fostering adaptation to market challenges, the program laid a foundation for sustained results (Figure 6).

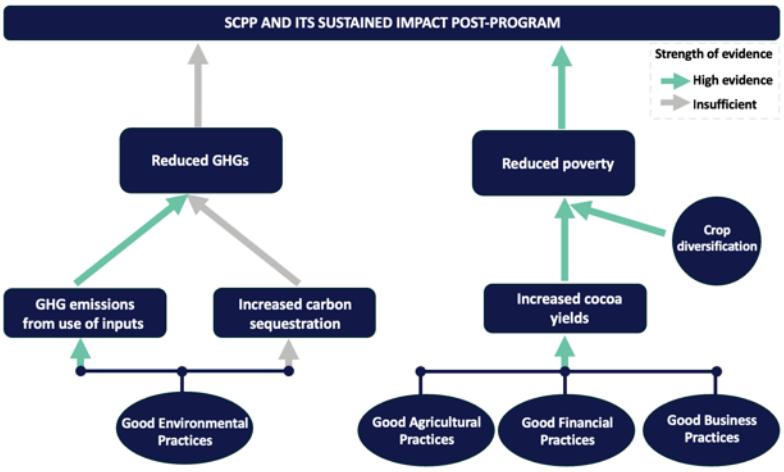


Figure 6: Theory of Change showing causal links and evidence strength of SCPP contribution claims

Training and methodologies

The adoption of SCPP-developed training methods by private cocoa companies and international organizations has ensured continued capacity-building. GAPs remain a cornerstone, embedding sustainable farming techniques and improving yields. Partnerships with industry actors and financial advocacy further supported this continuity. Although Good Financial Practices (GFP) were less widely adopted, they improved short-term financial stability for farmers by enhancing household and farm management skills.

> During the project, we saw a distinction between committed 'professional farmers' and those who entered cocoa farming only when prices were high. Many left once it stopped being lucrative, as cocoa farming demands consistent care.
>
> *Stakeholder KII*

Cocoa quality improvement

SCPP interventions significantly reduced quality issues among smallholders by addressing post-harvest practices. By 2024, 90% of Koltiva-supported farmers applied proper sorting techniques (up from 38% in 2019/2020), reducing rejection rates in areas like Sulawesi Barat from 54% to 1%. These improvements stabilized prices, minimized quality-related discounts, and increased farmer incomes, reinforcing market acceptance of Indonesian cocoa.

Market-driven adjustments by farmers

SCPP training enabled farmers to adjust to price volatility. Rising prices motivated investments in crop care, while falling prices triggered input reductions. Survey data revealed that 45% of non-Koltiva-supported farmers prioritized cocoa quality improvement, and 41% diversified into alternative crops, balancing risk and income sources.

Income diversification, with regional variation

Income diversification emerged as a key strategy for mitigating price and supply chain risks. Around 30% of farmers earned income from crops like palm oil, rice, and patchouli, enhancing financial stability. Regional trends were notable: farmers in Sulawesi Selatan emphasized cocoa quality improvements, whereas those in Sulawesi Tenggara prioritized alternative crops due to supply chain challenges and weaker market incentives.

How has the SCPP scaled-up its outcomes/impacts to a systemic level, and what strategies and factors facilitated or hindered the scaling process?

The SCPP achieved systemic scaling through strategic partnerships, capacity building, market integration, and innovative tools, while price volatility, systemic barriers, and competing market priorities were hindering.

Strategic partnerships and collaboration

SCPP's success in scaling was driven by strong partnerships with private actors like Mars, Olam, and Koltiva, aligned around sustainable cocoa production goals. Entrepreneurship-like leadership and trusted facilitation fostered collaboration, enabling continuous farmer training, resource access, and traceability.

Capacity building and farmer empowerment

By training farmers in soil fertility, pest management, and financial management, the program created a skilled farmer base capable of sustaining impacts. Farmer leaders amplified this reach by disseminating best practices within their communities, fostering systemic adoption of sustainable farming techniques.

Funding and technology

SCPP's CHF 55 million budget enabled large-scale implementation and infrastructure investment, supporting systemic impacts. Tools like KoltiTrace Cocoa provided detailed production insights, facilitating adoption of sustainable practices and enabling ongoing use by stakeholders. SCPP data continues to support regional planning, such as in East Luwu Regency, and networks like the Cocoa Sustainability Partnership (CSP) ensure accessibility of critical data, enhancing sector-wide sustainability.

Market access and diversification

The SCPP promoted market integration by connecting farmers to supply chain actors and supporting certification for premium markets. However, many farmers sold to local traders for convenience, limiting access to higher prices. To address price volatility, polyculture models integrating cocoa with timber or fruit trees were introduced, improving resilience to market and environmental shocks.

Challenges to scaling

Key barriers included **price volatility**, which discouraged sustainable practices and led to shifts toward crops like palm oil and maize. Poor infrastructure, particularly roads, hampered transport efficiency, while short-term financial pressures led farmers to prioritize immediate gains over long-term sustainability. Limited public-sector integration of SCPP practices, coupled with competing government priorities for crops like rice and palm oil, diverted resources away from cocoa sustainability efforts.

Did the SCPP achieve any unintended (positive or negative) outcomes/ impacts, and if so, how did it contribute to these unintended outcomes/ impacts?

Unintended positive outcomes

Two prominent positive unintended outcomes of the SCPP included the growth of the Cocoa Sustainability Partnership (CSP) and the expansion of Koltiva's traceability tool to other commodities. Koltiva, initially developed for cocoa, evolved to support multiple commodities, offering data collection, analysis, and research services. Its insights have driven improvements in the cocoa sector and beyond, exemplifying the far-reaching benefits of SCPP initiatives.

Additionally, insights from a farmer group FGD revealed that non-SCPP beneficiaries indirectly adopted improved practices by

learning from SCPP-trained farmers in their area. This peer learning process enabled farmers outside the program to imitate successful techniques, particularly those that increased production yields.

Unintended negative outcomes

While no explicit negative outcomes surfaced, an unintended challenge emerged within the broader ecosystem surrounding the program's implementation. The reliance on Corporate Social Responsibility (CSR) programmes, coupled with the inability of some private companies to sustain long-term support post-SCPP, posed challenges. This reliance on voluntary private sector engagement, without robust government policies and funding to institutionalize these efforts, weakened the sustainability of benefits. The absence of targeted government policies and reduced public funding for training further compounded this gap, leaving smallholder farmers, especially those not directly supported by private companies, vulnerable to losing the program's long-term impact.

Coherence

Key takeaways on SCPP's coherence:

1. **Systemic alignment:** SCPP integrated sustainable practices into Indonesia's broader agricultural and environmental strategies. Its alignment with SECO's Development Economic Cooperation Portfolio demonstrates how targeted interventions serve as scalable models for addressing poverty, sustainability, and climate resilience.
2. **Global and regional influence:** SCPP laid the foundation for future key sustainable agri-chains programmes, showcasing Indonesia's role in advancing sustainable cocoa production and influencing international agroforestry and climate resilience strategies.
3. **Private-sector partnerships:** Collaborations with companies like Mars, Mondelez, and Koltiva ensured that program methodologies extended beyond its lifecycle. Private sector leadership enabled continued training, traceability, and certification efforts.
4. **Policy and market integration:** By promoting certification, traceability, and market access, SCPP catalyzed systemic shifts toward sustainability.

Challenges to coherence: Despite strong alignment with private-sector goals, gaps in government engagement restricted the adoption of SCPP practices, particularly in underserved regions. Addressing these gaps through targeted government-private sector partnerships could further amplify systemic impact.

Are the achieved outcomes/impacts compatible with interventions of other actors in Indonesia and thematic field?

The SCPPs aligns with various interventions within Indonesia's cocoa sector, showing internal coherence with SECO's Economic Cooperation and Development Portfolio and external alignment with initiatives such as ACTIVE, Cocoa Life, and TRACTIONS. These alignments underscore the SCPP's contribution to sustainability, climate resilience, and the broader goals of Indonesia's agricultural and cocoa sectors. The programs analysed for internal and external coherence were selected based on the following criteria: their geographic focus on Indonesia, alignment with thematic areas such as climate-smart agriculture, value chain development, and sustainability, and their shared objectives of improving smallholder livelihoods, resilience, and environmental outcomes.

Internal coherence

The SCPP is closely aligned with SECO's Economic Cooperation and Development portfolio in Indonesia. The SCPP shares key approaches and goals with other SECO-supported programmes in Indonesia, in particular regarding value chain development and the promotion of sustainable agri-chains. This demonstrates the potential for synergy and effective collaboration between different programmes and areas of intervention supported by SECO. By addressing poverty reduction and greenhouse gas emissions through private sector engagement, the promotion of sustainability standards and sustainable farming practices, ongoing SECO-supported programmes build upon SCPP's foundational work and continue to enhance Indonesia's agricultural commodities production. See Table 5 for analysis.

Table 5: SECO supported programmes in Indonesia

Program/initiative	Key features	Alignment with SCPP	Key difference
Sustainable Landscape Program Indonesia (SLPI) (2023-2025)	- Expands sustainability efforts through a sustainable landscape approach to broader commodity sectors like palm oil, cocoa, coffee, and rubber. - Focus is on the promotion of jurisdictional approaches and multi-stakeholder governance for landscape management at sub-national level	- Poverty reduction and sustainable land use targets. - Focus on capacity building and technical training with a focus on traceability and certification. - Private sector engagement.	- Multiple commodities in Indonesia (focus palm oil). -SLPI applies a Sustainable Landscape Approach
Green Commodities Program (GCP) (2014-Present)	- Focuses on palm oil sustainability. - Aims to curb deforestation and improve supply chain transparency. -Focus on multi-stakeholder collaboration	- Environmental sustainability, poverty reduction, farmer empowerment, and supply chain transparency.	- Focus on the sustainability of palm oil in Indonesia, specifically deforestation and land use. - Long-running initiative with specific deforestation and land management policies. -GCP has a macro level focus by building sustainability into national strategies
Sustainable Trade Initiative (2021–2025)	- A multi-stakeholder initiative, focused on better jobs (living wage), better income (living income), and better environment. - Works across 11 commodity sectors, including cocoa, coffee, palm oil, soy, and tea. - Operates in nearly 40 countries and 17 landscapes globally.	- Promotes sustainable practices in agriculture and value chains, mirroring SCPP's goals. - Focuses on systemic change through multi-stakeholder partnerships, aligned with SCPP's foundational work. -Private sector engagement	- Expands sustainability efforts to various commodities including palm oil, cocoa, coffee, tea, and spices. - Broader scope, addressing multiple commodity sectors, geographies and landscapes.

External coherence

SCPP's outcomes remain highly relevant and compatible with ongoing programmes and initiatives in Indonesia's cocoa and broader agricultural sectors. Programmes and initiatives which have succeeded SCPP over the years like ACTIVE, Cocoa Life, TRACTIONS, Koltiva tools, PISAGRO, and IFAD READSI have built on SCPP's foundational work on promoting climate-smart agriculture, certification, and traceability, advancing sustainability and resilience efforts. See Table 6 for analysis.

Table 6: External complementary programmes and initiatives

Programme/initiative	Key features	Alignment with SCPP	Key difference
ACTIVE: Sustainable Cocoa Agroforestry for Climate Change Resilience (2022-2026) by USAID and Mars Inc.	- Implements cocoa agroforestry integrating native trees and shrubs. - Focuses on biodiversity, soil fertility, and carbon sequestration.	- Reflects SCPP's contributions to climate-resilient cocoa farming. - Builds on SCPP's foundational role in promoting sustainable practices.	- Focused on climate resilience and agroforestry.
Cargill Cocoa Promise by Cargill (2012-Present)	- Focuses on sustainability in supply chains. - Supports farmer training, certification, and community development.	- Emphasizes farmer training and certification. - Promotes traceable supply chains and sustainable farming.	- Global traceability system for ethical and sustainable cocoa sourcing.
Cocoa Life Program (2012-2030)[7] Mondelēz International	- Targets 300,000 farmers globally. - Focuses on productivity, environmental protection, and community empowerment.	- Share goals of enhancing productivity and protecting the environment. - Builds on SCPP's achievements with 165,000 farmers.	- Community empowerment by improving education, promoting gender equality, and enhancing local infrastructure.

[7] CocoaLife (2024), Building a More Promising Future for Cocoa Farming Communities. Accessed from https://www.cocoalife.org/the-program/approach/

Programme/initiative	Key features	Alignment with SCPP	Key difference
IFAD Rural Empowerment and Agriculture Development Scaling-up Initiative (READSI, 2017–Present)[8]	- Promotes household asset growth through tools and knowledge. - Enhances market access for rural farmers. - Provides capacity building for sustainable practices.	- Shares SCPP's commitment to improving smallholder resilience. - Focuses on market integration and sustainable practices, complementing SCPP's value chain development goals.	- Focuses on rural agricultural development across multiple sectors and commodities, prioritizing food security, poverty alleviation, and community empowerment. - Uses agroecological practices to promote sustainability and reduce poverty.
LASCARCOCO: Landscape Approach to Sustainable and Climate Change Resilient Cocoa and Coffee Agroforestry (2023-2025) by USAID[9]	- Promotes agroforestry practices for cocoa and coffee farmers. - Targets climate resilience and market access.	- Aligns with SCPP's climate-smart approaches. - Continues the focus on environmental and economic goals.	- A landscape-based approach focused on sustainable agroforestry practices with a focus on coffee.
PISAgro (2011–Present)[10]	- Focus on a multi-commodity approach to foster productivity and sustainability. - Leverages private sector engagement for diverse stakeholder engagement.	- Aligns with SCPP's goals of enhancing smallholder livelihoods and sustainability. - Takes a broad approach to agricultural sustainability, complementing SCPP's targeted focus on cocoa.	- Operates in multi-commodity platform across various agricultural sectors.
TRACTIONS: Transforming the Cocoa Sector in Indonesia Through Value Addition for Smallholders (2020–2023) Rainforest Alliance and others	- Promoted climate-smart agriculture. - Enhanced financial literacy and market access. - Established partnerships with global cocoa buyers.	- Shared SCPP priorities like capacity building. - Emphasized climate-smart practices and value chain strengthening.	- Strengthen the value chain through the adoption of climate-smart agricultural practices. - Capacity building through financial literacy and improved market access.
UPLAND Project (2019–2024)[11] Funded by IFAD, IDB, and the Indonesian government	- Supports women and young farmers. - Focuses on asset ownership and food security.	- Reinforces SCPP's goals of capacity building. - Aligns with poverty reduction and resilient livelihoods.	- Promote sustainable upland farming and land management. -Address agroecological challenges and empower farmers through initiatives that improve food security, livelihoods, and asset ownership.

Do the achieved outcomes/impacts align and contribute to the relevant policies, strategies and plans of the Indonesian government?

The SCPP demonstrated alignment with Indonesia's national policies and priorities, contributing to economic, environmental, and social sustainability goals. The program's 24% reduction in greenhouse gas emissions in the cocoa sector directly supported the National Action Plan for Greenhouse Gas Emission Reduction (RAN-GRK) 2011-2030. Its efforts to advance rural livelihoods – achieving a 53% yield increase and a 75% income boost for participants – aligned with Indonesia's Poverty Reduction Strategy under the new National Medium-Term Development Plan (RPJMN), continued through 2024 from the plan implemented during 2015-2019.[12,13] Additionally, SCPP's focus on inclusivity through gender-focused training aligned with Indonesia's Gender

[8] IFAD (2023), Rural Empowerment and Agriculture Development Scaling-up Initiative Supervision Report. Accessed from https://www.ifad.org/documents/48415603/49455874/IDN_2000001181_SUPERVISION_REPORT_MAR_2024_0010-49-2923_8177.pdf/78f023cd-27c9-4831-57f5-86cfca8af207?t=1726604903920

[9] USAID (2023), LASCARCOCO: Sustainable Agroforestry for Cocoa and Coffee Smallholders. Accessed from https://www.usaid.gov/indonesia/fact-sheets/lascarcoco-sustainable-agroforestry-cocoa-and-coffee-smallholders

[10] PISAgro (2019), Accessed from https://www.pisagro.org/

[11] IFAD, Project Design Report: Uplands Agriculture Productivity and Markets Project (UPLANDS) Accessed on 4th October 2024 from https://www.ifad.org/documents/48415603/49489126/Indonesia+2000002234+UPLANDS+Project+Project+Design+Report+July+2019.pdf/f569cc75-e607-595f-3df9-1040e661cfe1?t=1726609111658

[12] UNFCCC (2022). Enhanced Nationally Determined Contribution – Republic of Indonesia. 23.09.2022_Enhanced NDC Indonesia.pdf

[13] UNDP (2023). Indonesian Local Government's Participation to achieve national climate target. Indonesian Local Government's Participation to Achieve National Climate Target | United Nations Development Programme

Mainstreaming Strategy, as did its Good Financial Practices training with the National Financial Inclusion Strategy (SNKI), established in 2016 and updated in 2020.[14]

SCPP's promotion of traceability and deforestation-free supply chains also aligned with the Ministry of Agriculture's Strategic Plan (RENSTRA) and enhanced Indonesia's competitiveness in global markets. **The consensus is that Indonesia's cocoa sector is more prepared for sustainability regulatory changes than it was pre-SCPP.**

Relevance

Key takeaways on SCPP's relevance:

1. **SCPP addressed key challenges in productivity, income, and sustainability**, with many impacts sustained or improved post-2020, though weaker results emerged in regions like Sulawesi Tenggara due to low private-sector engagement.
2. **71% of farmers reported moderate to significant program impact**, with stronger results in Sulawesi Selatan, where cocoa remained a priority, while farmers in other regions increasingly diversified into alternative crops for income stability.
3. **Tools like GAPs, Panduan Farmer Coaching Plans, and Good Business Practices emerged as central to the program's continued relevance,** addressing farmer needs and sector challenges**.**
4. **The program stabilized the cocoa sector during price fluctuations**, improving bean quality, incomes, and farmer adaptability, though environmental challenges, such as pests and poor farm maintenance, hindered productivity in some regions.
5. **Challenges:** By 2024, 96% of non-Koltiva-supported farmers lost certification premiums, and over 60% faced price cuts due to market shifts. Limited institutional support and private-sector withdrawal highlight the need for sustained collaboration to ensure program relevance.

To what extent are the lasting impacts and results of the SCPP, which have continued after the program ended, still relevant among the SCPP-trained farmers and other stakeholders? What adaptations could have been made to make the SCPP more relevant?

The SCPP's focus on farmer training, cocoa quality improvement, and market resilience remains highly relevant to Indonesia's cocoa farmers and stakeholders. Farmers and supply chain actors continue to benefit from tools like GAPs and coaching plans, which have improved yields, market access, and farmer resilience.

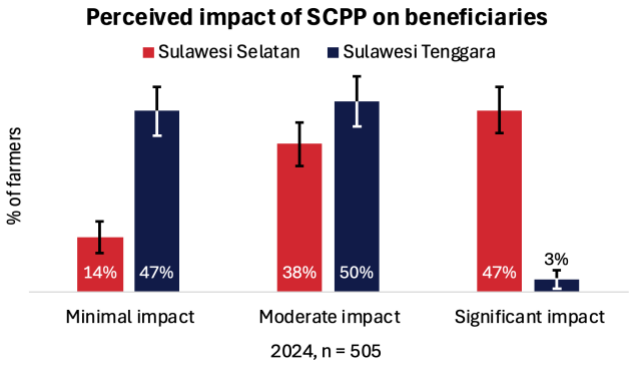


Figure 7: Perceived impact of SCPP among non-Koltiva-supported farmers
Source: Agramondis farmer survey (2024)

Most non-Koltiva-supported beneficiaries recognized the program's value, with 44% rating it as having a moderate impact and 27% acknowledging a significant impact (Figure 7). Regional differences were notable: farmers in **Sulawesi Selatan maintained their focus on cocoa production**, while those in **Sulawesi Tenggara increasingly diversified** into alternative crops.

Supply chain actors affirmed SCPP's role in stabilizing the cocoa sector during global price fluctuations. Training on GAPs and improved access to financing enabled farmers to produce higher-quality beans, **resulting in higher incomes and reduced shifts to alternative crops.**

For non-Koltiva-supported beneficiaries, **key program tools** like GAPs, Panduan Farmer Coaching Plans, and Good Business Practices have proven central to the program's continued relevance (Figure 8)**:**

- **GAPs** improved access to better planting material for **60% o**f beneficiaries, reduced input application for **44%**, and increased yields for **38%.**

[14] Women's World Banking (2024). Coordinating Ministry for Economic Affairs Case Study. Retrieved from https://www.womensworldbanking.org/wp-content/uploads/2024/05/Coordinating-Ministry-for-Economic-Affairs-Case-Study.pdf. Accessed December 18, 2024.

- **Panduan Farmer Coaching Plans** supported sustainable production practices **(31%)** and enhanced market access **(26%).**
- **Good Business Practices** improved incomes for **35%** and market access for **54%.**
- **Good Financial Practices** improved savings for **49%** of beneficiaries.
- **Good Nutritional Practices** enhanced nutrition for **47%** of beneficiaries.

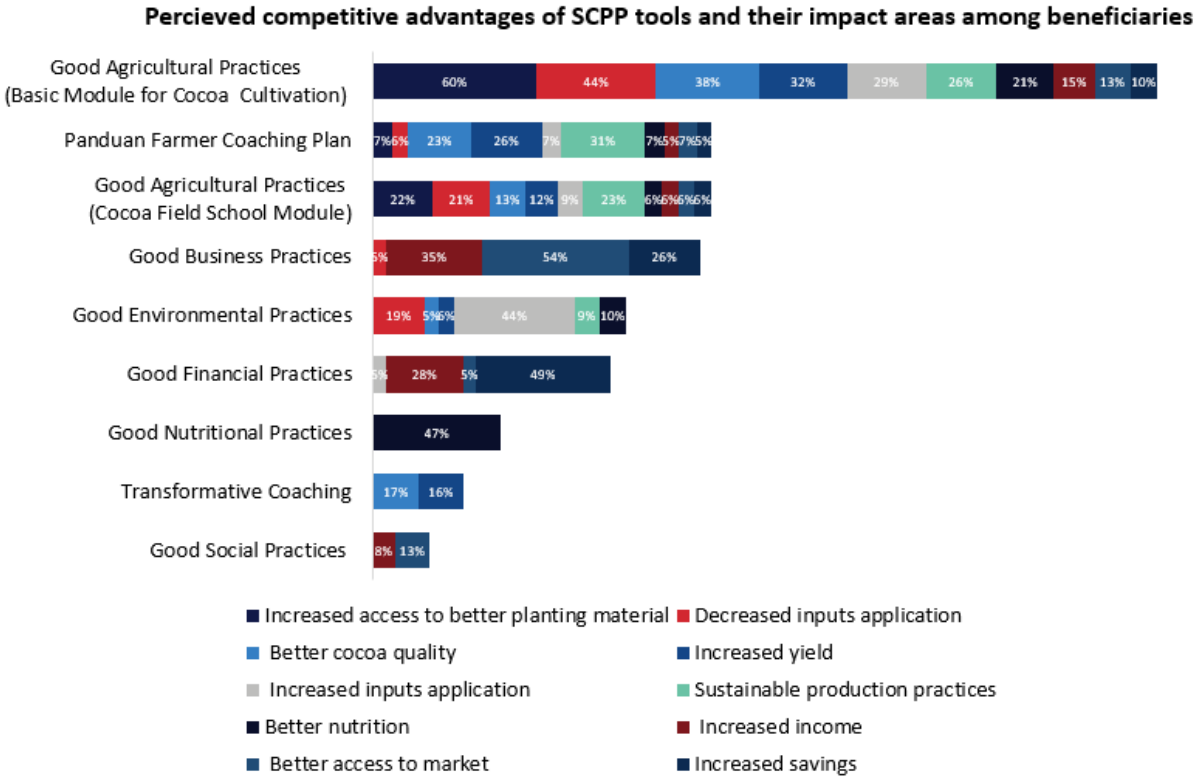


Figure 8: Farmers' perceptions on the competitive advantage of SCPP practices/tools
Source: Agramondis farmer survey (2024)
Note: For the sake of clarity, the % shown in the chart refers to the percentage of farmers who identified specific SCPP tools as giving them a competitive advantage across different areas.

Challenges remain in sustaining certification and quality premiums for farmers not supported by private companies. By 2024, **96% of non-Koltiva-supported farmers lost certification**, leading to diminished access to premiums. **Over 60% faced price cuts due to market shifts and reduced premium buyer engagement,** leaving them reliant on local traders offering low incentives for quality cocoa. This highlights the need for continued private sector engagement and mechanisms to incentivize sustainable practices.

Adaptions to enhance SCPP relevance

1. **Strengthening collaboration with local stakeholders:** While SCPP effectively engaged key industry players, it did not fully capitalize on partnerships with district-level farmer associations and financial institutions. This limited the program's reach and impact. Enhanced collaboration could have improved continuity, disrupted by frequent role changes among local officials, and access to credit, potentially broadening participation and increasing productivity.
2. **Focused research and innovation:** Partnering with local universities or research institutions to develop pest-resistant cocoa varieties and context-specific technologies could have significantly bolstered the SCPP's effectiveness.
3. **Improving supply chain logistics:** Engagement with logistics stakeholders to ensure contamination-free transport of cocoa could have enhanced both the quality and the pricing of cocoa beans.

4. **Integration with local development planning:** Closer collaboration with local planning entities such as BAPPEDA Kolaka Timur could have better integrated cocoa production into regional development strategies, promoting sustainable growth.
5. **Policy alignment and advocacy:** A greater involvement with the Indonesian Cocoa Board could have aligned the SCPP more closely with national agricultural strategies and strengthened its advocacy efforts, ensuring more cohesive policy implementation.

Replicability

Key takeaways on SCPP's replicability

The SCPP framework demonstrates strong potential for replication across agricultural commodities production in Indonesia and globally. Key replicable elements include:

1. **Private Sector Engagement (PSE):** The value chain-focused PSE model, supported by transparent governance and Swisscontact's neutrality, effectively aligned stakeholder interests and ensured sustainability.
2. **Farmer capacity building:** Coaching-based training on GAPs proved adaptable to crops like coffee, palm oil, rice, corn, durian, and patchouli. Farmers adopted practices like organic composting, fertilization, and pest control to boost productivity.
3. **Sustainable, traceable supply chains:** traceability tools have becoming increasingly relevant and scaled successfully to value chains for coffee, coconut, and rubber, showcasing versatility and scalability.

Barriers to replication: Financial constraints, poor infrastructure (e.g., inadequate roads), and reliance on private sector investment. Regional diversity adds complexity, as varying customs demand locally adapted approaches. **Despite these barriers, SCPP provides a scalable model for enhancing agricultural sustainability and productivity across diverse contexts.**

Could the SCPP's approach be replicated in other agricultural commodities in Indonesia or elsewhere? If so, which elements of the approach are feasible for replicability, and what barriers for replication have been identified?

The SCPP approach has significant potential for replication in other agricultural commodities in Indonesia and beyond, offering proven frameworks for private sector engagement, farmer capacity building, and sustainable, traceable supply chains. Its PSE model, supported by transparent governance and value chain-focused strategies, effectively aligned key stakeholder interests while addressing smallholder needs. Coaching-based training on GAPs and sustainable practices proved adaptable, with farmers applying techniques like organic composting, fertilization, and pest control to crops such as coffee, palm oil, rice, corn, durian, and patchouli. Tools like Koltiva's CocoaTrace have also been extended to other commodities, including coffee, coconut, and rubber, demonstrating their versatility.

Barriers for replication of SCPP

Replicating the SCPP framework may face challenges related to financial, logistical, and cultural differences. Significant investment is required for training, certification, and partnerships, which may be difficult to secure. Each supply chain's needs demand tailored, flexible solutions, while poor infrastructure, namely roads, can significantly hinder program implementation and resource distribution.

Cultural practices and local norms add barriers to replicating SCPP, as Indonesia's regional diversity leads to varying customs and business practices. A recent study highlighted the role of community network structures in the adoption of sustainable practices. It found that farmers in less cohesive, more fragmented community networks were more likely to adopt the SCPP-recommended practices, as these communities tend to be open to experimenting with new methods. Conversely, cohesive networks with strong farmer connections resist change and favour existing practices. For successful replication in other regions, fostering openness and experimentation within community networks is crucial. **Future programmes should focus on engaging with less cohesive networks or fostering openness in tightly knit communities to support adopting new practices.**[15]

[15] Yalu, A., & Matous, P. (2024). Which community network structures can support sustainability programs? The case of the Sustainable Cocoa Production Program in Indonesia. Ecology and Society: A Journal of Integrative Science for Resilience and Sustainability, 29(2). Accessed 24 September 2024 from https://doi.org/10.5751/es-15003-290216

Uniting the majority of an industry around a shared goal, as SCPP did, was a significant achievement, particularly in its ability to address sectoral needs with trusted facilitation and authentic leadership. While private sector actor are increasingly demanding sectoral solutions, SCPP's uniqueness lay in its timing. The program was implemented at a critical juncture when such approaches were less widespread, filling a pressing gap in the cocoa sector and aligning with industry priorities before similar models were widely adopted. Swisscontact's neutrality as a Swiss-funded organization further fostered trust and collaboration, enabling private sector engagement and multi-stakeholder alignment. This combination of factors—sector alignment, trusted facilitation, and strong leadership—was well-suited to the program's timing and context. However, replicating this model in other agricultural contexts may depend on identifying similar gaps and aligning efforts at the right moment in the sector's development.

4 Recommendations

The following ten recommendations are tailored specifically for donor agencies like SECO, to guide the support of future programmes. These recommendations are designed to enhance the replication or adaptation of the SCPP approaches, with a focus on ensuring long-term impact, sustainability, and scalability in similar initiatives. Each recommendation has been evaluated for its urgency and potential impact, ensuring that donor agencies can effectively prioritize their actions and resources.

Prioritization criteria:

- **High priority**: Immediate actions that have a significant impact on programme success and sustainability.
- **Medium priority**: Important actions that enhance programme outcomes but are less time-sensitive.
- **Low priority**: Actions that are beneficial but not critical in the short term and can be planned for later stages.

1. Foster long-term, diverse partnerships *(high priority)*

Addressed to: Future programmes, conservation organizations, financial institutions

Justification: Building on SCPP's demonstrated success in enhancing productivity and income through private sector collaboration, this recommendation seeks to broaden the range of collaborators. Expanding partnerships to include diverse stakeholders can mitigate the risks associated with the program's previous over-reliance on the private sector. Engaging a boarder variety of stakeholders can foster more resilient and comprehensive development outcomes.

Possible actions:

- **Expand collaborations** beyond private sector actors directly involved in cocoa but also involve conservation organizations, financial institutions, and local community groups. This diversity can bring new perspectives, resources, and innovations to similar programmes.
- **Integrate a Sustainable Landscape Approach (SLA)**, aligning cocoa production with biodiversity conservation, soil health improvement, and community development initiatives through multi-stakeholder collaboration.

2. Strengthen private sector engagement *(high priority)*

Addressed to: Future programmes, private sector actors, development organisations, policymakers

Justification: Private sector engagement has been a cornerstone of SCPP's success, driving productivity, sustainability, and market integration. Strengthening these partnerships ensures long-term programme impact by aligning private sector incentives with farmer development, promoting shared accountability, and enhancing scalability.

Possible actions:

- **Deepen collaboration with private sector actors** to co-invest in training, certification, and sustainability initiatives by establishing targeted partnership programmes that align with corporate strategies, offer financial incentives, and include public recognition mechanisms to incentivize and sustain active engagement and investment.
- **Foster innovation by supporting private sector-led technological advancements**, such as digital traceability and farm management systems.
- **Promote sector-wide standards and commitments** to sustainability through multi-stakeholder platforms.
- **Develop public-private partnerships** to bridge funding gaps and ensure equitable access to resources for smallholders.

3. Enhance regional equity to address disparities in outcomes for underserved areas *(medium priority)*

Addressed to: Future programmes, regional governments, private sector actors, development organisations

Justification: Regional disparities in outcomes for underserved areas hinder the equitable distribution of programme benefits. Addressing these gaps ensures that smallholders in remote or less developed regions have access to the same opportunities as those in better-supported areas, fostering inclusivity and enhancing sustainability.

Possible actions:

- **Expand accessibility to training**, certification, and inputs through region-specific programmes tailored to underserved areas.
- **Collaborate with regional governments** to prioritize underserved regions in policy implementation and resource allocation.
- **Strengthen local infrastructure**, including transportation and market access, to enable smallholders to participate more effectively in value chains.

4. Institutionalize tools within government programmes *(medium priority)*

*Addressed to: **Future programmes,** government agricultural agencies, development organisations*

Justification: Addresses SCPP's challenge in achieving government integration, ensuring broader adoption and sustainability of successful practices.

Possible actions:

- **Work with government agricultural agencies to integrate GAPs,** financial literacy, and environmental training into national extension services.
- **Align tools with broader policy frameworks** like the National Sustainability Curriculum (NSC) to drive systemic and scalable change.

5. Encourage income diversification and resilience *(high priority)*

Addressed to: Future programmes , development organisations

Justification: Builds on SCPP's promotion of economic stability through a polyculture production model, addressing market and climate risks.

Possible actions:

- **Promote multi-crop systems:** Integrate cocoa with high-value crops like timber, fruits, or spices through model farms and tailored training programmes.
- **Provide financial incentives:** Offer grants, subsidies, or low-interest loans to support diversified farming transitions.
- **Offer technical support:** Train farmers in intercropping, soil management, and pest control.
- **Facilitate input access:** Provide seeds, planting materials, and irrigation tools through partnerships with private sector actors.

- **Build climate resilience:** Promote drought- and flood-resistant crop combinations with adaptive farming practices.

6. Address market volatility with stabilization mechanisms *(medium priority)*

Addressed to: Future programmes, market regulators, financial institutions

Justification: Given the significant impact of market volatility on SCPP farmers, it is essential to promote stabilization mechanisms that support their economic stability.

Possible actions:

- **Macro-economic interventions:**
  - **Promote price stabilization funds and risk-sharing agreements.** Advocate for stabilization measures that mitigate seasonal price fluctuations while remaining aligned with market prices over time. This could include buffer stocking strategies, flexible price guarantees, or financial instruments that help absorb short-term volatility without creating market distortions. Any intervention should be carefully designed to avoid acting as a subsidy and instead function as a risk-mitigation tool for both farmers and buyers.
- **Micro-economic interventions:**
  - **Enhance marketing information systems.** Develop and deploy comprehensive market information systems that provide real-time data on prices, demand, and supply trends to help farmers make informed decisions about crop sales.
  - **Encourage diversification and value addition.** Support initiatives that promote agricultural diversification and the local processing of agricultural products, helping farmers capture more value from their produce and reduce exposure to market fluctuations in raw commodities.
  - **Invest in training and education.** Provide training programmes that improve agricultural practices, financial literacy, and understanding of market dynamics, thus boosting farmers' productivity and adaptability to market changes.
  - **Strengthen access to premium markets.** Facilitate compliance with certification processes (e.g., Rainforest Alliance) and international sustainability standards, such as EUDR compliance to help farmers access premium markets.

7. Strengthen environmental resilience *(high priority)*

Addressed to: Future programmes, environmental agencies

Justification: Building resilience against environmental impacts is essential for sustainable development. This resilience refers to the ability of agricultural systems to absorb environmental changes and maintain function, enhancing SCPP's focus on eco-friendly land use practices.

Possible actions:

- **Incentivize agroforestry** to improve biodiversity and environmental health (e.g., combat degradation).
- **Promote crop diversity** and wildlife conservation to stabilize ecosystems.
- **Provide tools and training** to align farming practices with global sustainable practices.

8. Promote peer-led knowledge retention *(low priority)*

Addressed to: Future programmes, local government programmes, development organisations

Justification: Drawing on SCPP's strengths in community engagement and knowledge transfer, enhancing peer-led initiatives ensures sustained impact.

Possible actions:

- **Institutionalize farmer-to-farmer mentorship** and capacity-building initiatives to sustain knowledge transfer within cooperatives and local government programmes.
- **Foster community-driven adoption** of sustainable farming practices to enhance local ownership and programme continuity.

9. Pilot and scale across regions and commodities *(low priority)*
Addressed to: Future programmes

Justification: Leveraging SCPP's framework to adapt proven models to new settings and commodities, addressing scalability and adaptability challenges. A collaborative design approach ensures that stakeholders co-create strategies tailored to the needs of specific commodities and regions.

Possible actions:

- **Leverage SCPP's framework** to test and adapt proven models for commodities like coffee, palm oil, and rubber.
- **Refine strategies** through pilot projects to identify best practices for intercropping, traceability, and financial incentives, ensuring adaptability to diverse agroecological and socioeconomic contexts.
- **Foster collaborative learning** by engaging stakeholders, including farmers, local governments, and private companies, in a co-creation process during pilot design and implementation, ensuring relevance and buy-in.

10. Monitor and evaluate for continuous improvement *(high priority)*
Addressed to: Future programmes

Justification: Based on SCPP's effective utilization of its Monitoring, Evaluation, and Learning (MEL) system to guide programme adjustments, continuing comprehensive MEL practices is essential.

Possible actions:

- **Establish robust systems to track long-term impacts** on productivity, income, and environmental outcomes.
- **Collaborate with stakeholders to incorporate evaluation findings** into iterative programme designs, fostering shared ownership and alignment with regional priorities.

These recommendations aim to guide future programmes in achieving sustained impacts and scalability while drawing on SCPP's successes and lessons.

Annex I: Evaluation matrix

Name of Evaluation:	Ex-post Evaluation of Sustainable Cocoa Production Program in Indonesia (SCPP)
Name of Evaluator(s):	Agramondis UK Limited
Purpose/Objective of Evaluation:	To explore the sustained results after the completion of SECO investments and identify factors that influence these outcomes

Evaluation Questions	Assessment Criteria, Indicators	Data Sources, Data Collection, Data Analysis	Limitations	Evidence Quality
Sustainability and impact: **1. Do the intended outcomes/ impacts continue to be present after completion of SECO investments?**	Number of actors still providing training to cocoa farmers and the respective number, type and frequency (dates) of training delivered and in which locations?	***Primary data:*** Descriptive statistics and thematic analysis of farmer surveys, FGDs, and stakeholder KIIs. Case studies of actors who have continued to work with farmers.	No concerns about evaluability (assuming the expected sampling strategy and size are achieved during the fieldwork).	High
2. Which factors contributed to or impaired the sustainability of outcomes/ impacts?	New Initiatives and outcomes of local institutions, market-oriented supply chain actors and their relationships with program outcomes	***Primary data****:* Thematic analysis of farmer surveys, FGDs and stakeholder KIIs.	No concerns about evaluability.	High
3. Does/did the SCPP contribute to the outcomes/ impacts still being present?	Specific SCPP practices/mechanisms in use in program farmers and reasons why they are still being used	***Primary data****:* Descriptive statistics and thematic analysis of farmer surveys, FGDs and stakeholder KIIs.	No concerns about evaluability.	High
4. How has the SCPP scaled-up its outcomes/impacts to a systemic level, and what strategies and factors facilitated or hindered the scaling process?	Proportion of CocoaTrace users among suppliers, traders, and processors in Indonesia	***Primary data****:* Thematic analysis and descriptive statistics of stakeholder KIIs. ***Secondary data****:* Desk research including databases, reports and studies.	No concerns about evaluability.	High
5. Did the SCPP achieve any unintended (positive or negative) outcomes/ impacts, and if so, how did it contribute to these unintended outcomes/ impacts?	Changes in the policies/strategies/programs of the Indonesian government (or other key actor) policies, strategies or programs attributable to SCPP. Evidence on the continuation and sustainability of these	***Primary data****:* Thematic analysis and descriptive statistics of farmer surveys and KII, and stakeholder KIIs. ***Secondary data****:* Desk research including, news articles, reports, and studies.	Evaluability may be limited to either primary or secondary data sources, depending on their availability and the ability	Moderate

Evaluation Questions	Assessment Criteria, Indicators	Data Sources, Data Collection, Data Analysis	Limitations	Evidence Quality
	SCPP-influenced policies/strategies/programs.		of respondents to recall key aspects accurately.	
Coherence: **6. Are the achieved outcomes/impacts compatible with interventions of other actors in Indonesia and thematic field?**	Identification of specific objectives of other (ongoing or past) programs by SECO and other agencies in Indonesia. Evidence of alignment between SCPP's outcomes and the objectives of these programs.	***Primary data:*** Thematic analysis of stakeholder KIIs. ***Secondary data:*** Desk research including, news articles, reports, and studies.	Evaluability may be limited to either primary or secondary data sources, depending on their availability and the ability of respondents to recall key aspects accurately.	Moderate
7. Do the achieved outcomes / impacts align and contribute to the relevant policies, strategies and plans of the Indonesian government?	Identification of specific national policies that SCPP outcomes support. Evidence of how the outcomes of SCPP support these policies.	***Primary data:*** Thematic analysis of stakeholder KIIs. ***Secondary data:*** Desk research including, news articles, reports, and studies.	Evaluability may be limited to either primary or secondary data sources, depending on their availability and the ability of respondents to recall key aspects accurately	Moderate
Relevance: **8. To what extent are the lasting impacts and results of SCPP, which have continued after the program ended, still perceived as relevant among SCPP-trained farmers and other stakeholders? What adaptations could have been made to make SCPP more relevant?**	Farmer satisfaction rates on GAPs, yield, income attributed to SCPP, gender equality, access to market, Good environmental practices, climate-smart agricultural practices, attributed to SCPP. Specific adaptations and reasons why they would have made SCPP more relevant.	***Primary data:*** Descriptive analysis of farmer survey and FGDs. Current rate of satisfaction of beneficiaries and supply chain actors ***Secondary data:*** Desk research on the rates of satisfaction of beneficiaries and supply chain actors	Evaluability may be limited to either primary or secondary data sources, depending on their availability and the ability of respondents to recall key aspects accurately.	Moderate
Replicability: **9. Could the SCPP's approach be replicated in other agricultural commodities in Indonesia or elsewhere? If so, which elements of the approach are feasible for replicability, and what barriers for replication have been identified?**	Assessment of SCPP components to identify unique aspects that contributed to its success and could be replicated elsewhere.	***Primary data:*** Thematic analysis of stakeholder KIIs. ***Secondary data:*** Desk research including, news articles, reports, and studies.	Evaluability may be subjective because replicability is context dependent.	Moderate

Annex II: Assessment grid for program evaluations of SECO interventions

Evaluation data			
Title of the evaluation report	Ex-post Evaluation of Sustainable Cocoa Production Program in Indonesia		
Evaluation mandated by	SECO	Evaluation dates (start – end)	June 2024 - December 2024
Evaluation carried out by: Name of lead evaluator (If relevant) Name of company	 Johanna Joy Farrell Agramondis UK Limited	For external evaluations: Total evaluation budget (including all fees and costs) and currency	52,500 CHF
Has any member of the evaluation team been involved in the intervention?	No	If yes, how?	NA
Evaluated intervention data			
Name of Project (including phase number)	External Ex-post Evaluation of Sustainable Cocoa Production Program (SCPP) in Indonesia		
Project ID (if available) Datasheet Nr.:		Dates of the evaluated phase (start – end)	2012- 2020
Is it the final phase?	Yes	Total budget for the evaluated phase (incl. other donors); Approved SECO funding	55 million CHF 9.5 million CHF
Evaluability[16] assessment by evaluator			
To which extent do you consider that the intervention can be evaluated in a reliable and credible fashion?	1 - highly reliable		
If applicable, please select the type of limitation(s) to the evaluation and provide a brief explanation *Note: when assessing evaluability also consider the representativeness and participation of specific stakeholders/groups involved in the evaluation as well as the influence of conflict/fragile context on the quality and validity of the data and access to target groups (if applicable)*	☐ Objectives are not adequately defined (e.g., weaknesses in intervention design, lack of baselines and targets) ☐ Results are not verifiable (e.g., too early to tell, lack of sufficiently robust data and evidence) ☐ Other limitation(s) This evaluation is based on two of the ten program provinces and as such its findings may not be generalizable. Also, findings may be limited as not all key program stakeholders could be reached for first hand insights. Finally, participants may have struggled to accurately recall past events related to the intervention.		

DAC criteria and SDC/SECO sub-criteria	Score	Justification

[16] See definition of evaluability in OECD (2023), Glossary of Key Terms in Evaluation and Results Based Management for Sustainable Development (Second edition), OECD Publishing, Paris. Accessed 24 September 2024 from https://www.oecd-ilibrary.org/docserver/632da462-en-fr-es.pdf?expires=1690787009&id=id&accname=guest&checksum=ED10CC16AE8370653438B9C7A52688E0

		(Please provide a short explanation for your score or explain the reason why a criterion was not assessed)
1 Relevance: Is the intervention doing the right things? Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities and continue to do so if circumstances change. *Note: Understanding gendered power dynamics and reflecting on the SDG commitment to "leave no one behind" are crucial in understanding relevance.*	*Please do not write anything here. The DAC criteria score will automatically be calculated as the arithmetic mean of sub-criteria.*	SCPP beneficiaries find the program relevant due to increased productivity and income. The program adapted well to challenges and opportunities by leveraging funding from donor to expand into more districts, integrating resilience, and promoting crop diversification in the face of declining cocoa prices.
1.1 ***Responsiveness to needs, policies and priorities***: the extent to which the objectives (at output, outcome and impact levels) of the intervention respond to the needs and priorities of the beneficiaries (target group), involved stakeholders (involved in funding, implementing and/or overseeing the intervention) and, when relevant, to indirectly affected stakeholders (e.g., civil society, etc.). *Note: A particular emphasis should be placed on beneficiaries. If there are trade-offs, please describe them in the justification.*	2 - satisfactory	Beneficiaries still find the program relevant based on the effect of training on increased cocoa productivity and income. A yield difference of about 150 kg/ha/year was noted between beneficiaries and non-beneficiaries.
1.2 ***Sensitiveness and responsiveness to the context and capacities of the beneficiaries and involved stakeholders:*** the extent to which the context was considered in the design of the intervention (e.g., economic, environmental, equity, social, cultural, political economy and last but not least capacity considerations). *Note: Evaluators are encouraged to describe which contextual factors are most pertinent to the intervention.*	2 - satisfactory	The program's design and implementation considered the economic, environmental, and capacity challenges faced by beneficiaries.
1.3 ***Quality of design:*** the extent to which core design elements of the intervention (such as objectives and their related indicators, logframe, theory of change including related assumptions, choice of services and intervention partners, exit strategy) reflect the needs and priorities of the target group, are appropriate, realistic, clearly defined, measurable and feasible (technical, organisational and financial feasibility). *Note: the exit strategy should be planned from the outset of the intervention to ensure the continuation of positive effects as intended, whilst allowing for changes in contextual conditions.*	1 - highly satisfactory	The intervention's design effectively reflected the needs and priorities of the target group, with well-defined, realistic, and measurable objectives. The program's flexibility allowed for adaptations like expanding the geographical scope and adjusting to market changes.
1.4 ***Adaptation over time:*** the extent to which the intervention has meaningfully adapted to changes over the course of its lifespan (e.g., evolving policy and economic contexts, change of funding, new opportunities, outbreaks of conflict or pandemic, etc.).	1 - highly satisfactory	The SCPP demonstrated significant adaptability by expanding its reach from 13 to 50 districts, incorporating climate resilience measures, and responding to fluctuating cocoa prices by promoting crop diversification among farmers. Additionally, the program effectively transitioned towards private sector management, ensuring sustainability and local ownership of initiatives.
2 Coherence: How well does the intervention fit? Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.	*Please do not write anything here. The DAC criteria score will automatically be calculated as the arithmetic mean of sub-criteria.*	SCPP aligns well with internal and national policies as well as international standards, complementing ongoing initiatives by other organizations.

2.1 ***Internal policy alignment***: the extent to which the intervention aligns with the wider policy frameworks of the Swiss Development Cooperation, including the most recent Swiss international cooperation strategy overall and at country level, as well as to relevant international norms and standards to which Switzerland adheres (international law, international agreements, etc.).	2 - satisfactory	The SCPP closely aligns with the Swiss Development Cooperation's strategic objectives, particularly through its emphasis on economic development, environmental sustainability, and strong integration of private sector partnerships.
2.2 ***Internal compatibility***: the extent to which the intervention is compatible with other interventions of Swiss development cooperation in the same country/region and thematic field (consistency, complementarity, synergies, avoiding duplication of efforts, subsidiarity). *Note: if feasible, evaluators are encouraged to also take into account compatibility with the interventions of different levels / departments of the Swiss government in the same operating context (e.g.: development, diplomacy, trade, security, etc.)*	1 - highly satisfactory	SCPP is compatible with other Swiss development cooperation interventions in the region, like the Sustainable Landscape Program and the Sustainable Trade Initiative, which focus on environmental sustainability and income growth across various crops.
2.3 ***External compatibility***: the extent to which the intervention is compatible with interventions of other actors in the country and thematic field (complementarity, synergies, overlaps and gaps, value-added, use of existing systems and structures for implementing activities, harmonization, coordination, etc.).	1 - highly satisfactory	The SCPP aligns well with other development initiatives in Indonesia's cocoa sector, leveraging partnerships to enhance synergies and complement existing efforts effectively.
3 **Impact: What differences does the intervention make?** Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental and economic indirect, secondary and potential consequences of the intervention that are longer term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment. *Note: depending on the timing of the evaluation and the timescale of intended benefits, evaluators can assess for both actual impacts (i.e., already evident) and foreseeable impacts.*	*Please do not write anything here. The DAC criteria score will automatically be calculated as the arithmetic mean of sub-criteria.*	The SCPP has had a significant positive impact, as shown by its sustained improvements in productivity, income, and environmental sustainability after program completion. The program was especially effective in fostering long-term benefits through training and capacity building, supported by private sector partnerships which have continued to support system changes and advancements even after the end of the program. Key positive impacts identified include: • **Sustained agricultural productivity and income**: Farmers continued to benefit from improved farming practices and market access, leading to sustained increases in cocoa yields and incomes. • **Environmental sustainability**: The program led to a significant reduction in GHG emissions through better management practices, contributing to climate resilience in the cocoa sector. Additionally, the SCPP contributed to the broader cocoa sector by integrating with existing initiatives and aligning with national and international sustainability standards, enhancing the sector's overall sustainability and resilience. However, challenges such as price volatility, environmental stresses, and the need for ongoing private sector engagement remain as barriers to the absolute sustainability of the impacts.

3.1 ***Intended impacts*:** The extent to which the intended (planed and, where applicable, revised) 'higher-level effects' (i.e., lasting changes in the lives of beneficiaries) of the intervention were (or are expected to be) achieved. *Note: also consider the extent to which the intervention contributed to "holistic and enduring changes in systems or norms" and transformational change (addressing root causes or systemic drivers of poverty, inequalities, exclusion and environmental damage).*	2 - satisfactory	SCPP's intended impacts have continued to varying extents depending on the location and the support received by beneficiaries.
3.2 ***Contribution to intended impacts:*** The extent to which the intervention actually contributed (or is expected to contribute) to the intended higher-level effects. *Note: results of contribution analysis, etc.*	2 - satisfactory	SCPP boosted cocoa productivity, farmer incomes, and sustainable farming practices. The level of adoption of good farm management practices was high and this strengthened resilience. However, the long-term impact remains uncertain as sustained benefits depend on ongoing support, market stability, and resource availability. The program's gain are likely to diminish in years to come among farmers not supported by Koltiva.
3.3 ***Unintended impacts***: Has the intervention brought about (or is it expected to bring about) any unintended (positive and/or negative) higher-level development results? If yes, to what extent have these higher-level effects been positive (or are likely to be positive)? *Note: consider here any kind of unintended effects such as escalating or deescalating effect on a conflict or context of fragility, effect on the legitimacy of the state or non-state actors, effect on the inclusion or exclusion of vulnerable groups, unintended pollution, etc. If there wasn't any noteworthy unintended impact (higher-level effect), mark this question as non-applicable (n/a) and do not give a rating.*	1 - highly satisfactory	Koltiva, the program's main implementing partner, has played a role in amplifying and diversifying impacts through its digital tools and traceability solutions, which have enhanced the monitoring of farmer practices and supply chain, and overall transparency. Additionally, the SCPP has notably facilitated positive unintended impacts, such as enhanced community cohesion and the empowerment of local cocoa farmers through increased knowledge sharing and cooperative activities. This empowerment has led to stronger advocacy voices within local communities, contributing to a more balanced negotiation dynamic with cocoa buyers and government entities, thereby enhancing the sector's overall resilience and sustainability. On the negative side, this technology driven platform may inadvertently exclude farmers in remote areas with limited digital access/literacy.
3.4 ***Differential impact***: the extent to which the intervention's intended and unintended higher-level results (impacts) were (or are expected to be) inclusive and equitable amongst beneficiary groups and the extent to which key principles such as non-discrimination, accountability and leave-no-one-behind were taken into account during the implementation. *Note: Keep in mind that positive impacts overall can hide significant negative distributional effects.*	1 - highly satisfactory	The program's impacts have been broadly inclusive, though more targeted efforts could enhance equity amongst all beneficiary groups, especially in remote areas.
4 Sustainability: Will the benefits last? Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs. *Note: depending on the timing of the evaluation and the timescale of intended benefits, evaluators can assess for both actual sustainability (i.e., the continuation of net benefits created by the intervention that are already evident) and prospective sustainability (i.e., the net benefits for key stakeholders that are likely to continue into the future)*	*Please do not write anything here. The DAC criteria score will automatically be calculated as the arithmetic mean of sub-criteria.*	While the program's foundational impacts are sustained through initiatives like the Cocoa Sustainability Partnership, the continuation of benefits relies on ongoing support.

4.1 ***Capacity and resilience development***: The extent to which the beneficiaries and development partners have strengthened their capacities (at the individual, community, or institutional level), have the resilience to overcome future risks and external shocks that could jeopardise the intervention's results and have improved their ownership or political will.	2 - satisfactory	The SCPP effectively enhanced capacity and resilience among Indonesian cocoa farmers through comprehensive training in Good Agricultural Practices (GAPs), significantly improving productivity and sustainability. The program also equipped farmers with risk mitigation strategies, bolstering their resilience against economic and environmental challenges. Moreover, the development of institutional and individual capacities has had lasting benefits, with many participants applying their skills in broader agricultural contexts, thereby sustaining and expanding the impact of the SCPP within the cocoa sector.

4.2 ***Financial sustainability***: The extent to which development partners have the financial resources to maintain the intervention's net benefits over time (e.g., increased national (and where applicable subnational) financial or budgetary commitments).	2 - satisfactory	The SCPP has left a legacy of improved practices and methodologies within the cocoa sector through initiatives like the Cocoa Sustainability Partnership. However, the evaluation indicates that the continuation of these benefits heavily depends on ongoing external financial support. The lack of established, independent financial resources to sustain the initiatives initially funded by the SCPP poses a significant challenge to the enduring impact of the program. This situation highlights the need for enhanced financial strategies to ensure that the gains made are not only preserved but are also capable of evolving without perpetual donor dependence.
4.3 ***Contextual factors***: The extent to which the context is conducive to maintain the intervention's net benefits over time (e.g., policy or strategy change; legislative reform; institutional reforms; governance reforms; increased accountability for public expenditures; improved processes for public consultation in development planning). *Note: It includes assessing the trade-offs associated between instant outcomes and potential longer-term effects as well as the trade-offs between financial, economic, social and environmental aspects.*	2 - satisfactory	SCPP's legacy continues to influence the Indonesian cocoa sector. In addition to several private sector actors, the Cocoa Sustainability Partnership has taken up many of SCPP's initiatives focusing on enhancing farmers' resilience and productivity.
5 General comments Summary: this section is only for free text (no score). The evaluator may provide an overall assessment of the evaluated intervention, explore and reflect on relationships and synergies between different criteria (this includes considering if and how they are causally related).		The SCPP demonstrated significant long-term impacts on productivity, income, and environmental sustainability in Indonesia's cocoa sector, underpinned by strong private-sector partnerships and innovative tools like CocoaTrace. Its alignment with national and global sustainability priorities has reinforced its relevance and scalability across commodities. However, regional disparities in outcomes and limited government integration highlight areas for improvement in public-private collaboration and policy alignment. The evaluation underscores SCPP's role as a model for sustainable agricultural initiatives, while also offering critical lessons for addressing systemic challenges in future programs.

Annex III: List of stakeholders consulted

S/N	Organisation	Category
1	Agricultural Extension Agency at Tomoni District	Other Stakeholders
2	Barry Callebaut	Cocoa companies
3	BPP (Balai Penyuluhan Pertanian), Agricultural Extension Center	Other Stakeholders
4	Collector from PT Mars (Processor)	Cocoa companies
5	Consultant	Other Stakeholders
6	CV CAP (Celebes Agung Pratama)	Service partners
7	Farmer Group of Sipatup Sipatokko	Cocoa cooperatives
8	Farmer group of Konawe Selatan	Cocoa cooperatives
9	Farmer group of Serambu Jaya	Cocoa cooperatives
10	Farmer group of Tani Subur in Talinduka	Cocoa cooperatives
11	Global Reporting Initiative (GRI) Indonesia	Other Stakeholders
12	IDH trade	Other Stakeholders
13	IDH trade	Other Stakeholders
14	Indonesian Cocoa Board	Other Stakeholders
15	Indonesian Coffee and Cocoa Research Institute (ICCRI)	Other Stakeholders
16	Insight Interprise Consulting	Other Stakeholders
17	International Finance Corporation (IFC)	Other Stakeholders
18	Koltiva	Service partners
19	Local trader at Dangea District	Cocoa companies
20	Ministry of Agriculture	Other Stakeholders
21	Plantation Ministry at Konawe Selatan	Other Stakeholders
22	Plantation Ministry of Kolaka Timur	Other Stakeholders
23	PT. Agroindo Berjaya Abadi	Cocoa companies
24	Rikolto	Other Stakeholders
25	SECO, Bern	SECO
26	SECO, Bern	SECO
27	SECO, Bern	SECO
28	SECO, Jakarta	SECO
29	Swisscontact	Swisscontact
30	Swisscontact	Swisscontact
31	Swisscontact	Swisscontact
32	Swisscontact	Swisscontact
33	Trader at the district level in Kolaka Timur	Cocoa companies
34	University of Sydney (on Farmer Network Analytics)	Other Stakeholders
35	Cocoa Expert	Other Stakeholders

Annex IV: Questionnaires

Farmer survey

SN	Question	Enumerator guidance	Option/Type	Skips
1.	**General**			
1.1.	Enumerator name	Fill in before survey	Free text	
1.2	Enumerator number	Fill in before survey	Free text	
1.3	Are you aware of the Sustainable Cocoa Production Program (SCPP)?		1. Yes 2. No	Continue survey End survey
1.4	Did you participate in SCPP?		1. Yes 2. No	Continue survey End survey
1.5	Are you supported by Koltiva?		1. Yes (End survey) 2. No (Continue)	If Yes, end survey If No, continue
1.6	Do you have 45 mins - 1 hour to talk to me during this survey?		1. Yes 2. No	Continue survey End survey
1.7	GPS coordinates of the farmer's main residence	Automatically captured	Lat/Lon	
1.8	Date of interview	Automatically captured	Date	
1.9	Province	Fill in before survey	1. Sulawesi Selatan 2. Sulawesi Tenggara	
1.10	District		**1. Sulawesi Selatan** -Luwu Utara -Luwu Timur **2. Sulawesi Tenggara** - Konawe Selatan - Kolaka Timur	
1.11	Subdistrict	Fill in before survey	**1. Sulawesi Selatan** *Luwu Timur* -Burau -Wotu *Luwu Utara* -Baebunta -Sabbang **2. Sulawesi Tenggara** *Kolaka Timur* -Ladongi -Tinondo *Konawe Selatan* -Andoolo -Basala	

SN	Question	Enumerator guidance	Option/Type	Skips
1.12	Village	Fill in before survey	**1. Sulawesi Selatan** **Luwu Timur** *Burau* -Asanah -Burau *Wotu* -Kalaena -Tarengge **Luwu Utara** *Baebunta* -Baebunta -Lara *Sabbang* -Malimbu -Pengkendekan **2. Sulawesi Tenggara** **Kolaka Timur** *Ladongi* -Atula -Wunggoloko *Tinondo* -Ameroro -Solewatu **Konawe Selatan** *Andoolo* -Ataku -Bumi Raya *Basala* -Iwoi Mendoro -Tombekuku	
1.13	Group name	Fill in before survey	**Sulawesi Selatan** **Luwu Timur** Burau **Asanah** -Harapan Baru -Masagenae -Mattiro Bulu -Satu Hati **Burau** -Ababil -Awo Lagading -Mincara Temboe -Samaturue -Samaturu'E -Silaja Horti Wotu **Kalaena** -Kunyi-Kunyi 2 -Resotamangingi -Sipatiroandeceng **Tarengge** -Mattiro Kanja **Luwu Utara**	

SN	Question	Enumerator guidance	Option/Type	Skips
			Beabunta	
			Baebunta	
			-Kemuning	
			-Ramal Indah	
			-Rumpun Bambu	
			-Tunas Baru	
			-Tunas Harapan	
			Lara	
			-45	
			-Bina Sejahtera	
			-Deceng Simata	
			-Gunung Sari	
			-MARS - Lara	
			-Mattirowalie	
			-Mitra Sehati	
			-Peka Jaya	
			-Sadar	
			-Samaturu	
			-Tunas Coklat	
			Sabbang	
			Malimbu	
			-Borong Indah	
			-Bukit Mamea	
			-Kabisikan Indah	
			-Lompo Kabisikan	
			-Malimbu Bersatu	
			-Mattiro Walie	
			-Melati	
			-Pongkaneto	
			-Pongo Rea	
			-Salipo Jaya	
			-Sipatuo	
			-Tuara Makmur	
			Pengkendekan	
			-Angkasa	
			-Biru Jaya	
			-Biru Utama	
			-Mahkota	
			-Malomoe	
			-Mamminasa	
			-MulaMMenre	
			-MulaMMenre 3	
			-Pada Idi Pada Elo (PIDE)	
			-Sipakainga	
			-Tettong Tea Rebba	
			-Tinimpong Jaya 2	
			Sulawesi Tenggara	
			Kolaka Timur	
			Ladongi	
			Atula	
			-Harapan Sejahtera	
			-Mekar Tani	
			-Padaidi	
			-Segara Madu	
			-Sumber Jaya	
			Wunggoloko	
			-Bone Baru	
			-Bone Baru II	

SN	Question	Enumerator guidance	Option/Type	Skips
			-Tanggaule Tinondo **Ameroro** -Anugrah -Tunas Muda -Nepoho **Solewatu** -Mattiro Bulu -Padaidi **Konawe Selatan** Andoolo **Ataku** -Bina Usaha Mandiri -Gelombang Jaya -Sumber Harapan -Sumber Rejeki -Tani Jaya **Bumi Raya** -Mario Marenu -Mega Buana -Sumber Baru -Sumber Jaya Basala **Iwoi Mendoro** -Mario Marenu -Masaro -Mega Buana -Sumber Makmur **Tombekuku** -Maminasae -Matirodeceng -Matirowalie -Merpati -Perintis -Purnama -Purnama II -Sipatuo	
2.	**Personal information**	Read: "I'd first like to learn more about you and the household you represent."		
2.1	Respondent name		Free text	
2.2	FarmerID	If the farmer does not remember or unwilling to respond, insert 0	Numbers only	9 numbers in IDs
2.3	Mobile phone number of respondent (or a family member)	If the farmer is unwilling to respond, insert 0	Numbers only	
2.4	Handphone type	Multiple response. *Select all that apply*	1. Smartphone (Android/iPhone) 2. Feature phone (basic mobile phone) 3. No handphone	Skip next Q
2.5	Access to smartphone?		1. Yes 2. No	
2.6	Sex	Observe, don't ask	1. Male	

SN	Question	Enumerator guidance	Option/Type	Skips
			2. Female	
2.7	Age	Put 0 if person does not want to respond	number >15, <99	
2.8	Marital status		1. Married 2. Single 3. Widow(er)	
2.9	Education		1. No education 2. Elementary school not completed 3. Elementary school graduate 4. Junior high school graduate 5. Senior high school graduate/Vocational 6. University graduate	
2.10	How many household members are there?	*Household members are all people who have lived and eaten together for the last six months. It includes adults, children, and babies. Household members may be family members related by blood or other people with no blood relationship to the household head but who lived and eaten with the household for the last six months. This would include a live-in maid, friends, or tenants.*	1. One 2. Two 3. Three 4. Four 5. Five 6. Six or more	
2.11	Do all household members ages 6 to 18 go to school?		1. No members aged 6-18 2. No 3. Yes	
2.12	What is the highest level of education that the female head/spouse has completed?		1. Never been to school 2. Grade school (incl. disabled, Islamic, or non-formal) 3. Junior-high school (incl. disabled, Islamic, or non-formal) 4. No female head/spouse 5. Vocational school (high-school level) 6. High school (incl. disabled, Islamic, or non-formal) 7. Diploma (one year or higher), or higher	
2.13	What was the employment status of the male head/spouse in the past week in his main job?		1. No male head/spouse 2. Not working, or unpaid worker 3. Self-employed 4. Business owner, or business owner with temporary or unpaid worker 5. Wage or salary employee 6. Business owner with permanent or paid workers	
2.14	What is the main material of the floor?		1. Earth or bamboo 2. Cement 3. Tiles 4. Others	
2.15	What type of toilet arrangement does the household have?		1. None, or latrine 2. Non-flush to a septic tank 3. Flush	
2.16	What is the main cooking fuel?		1. Firewood, charcoal, or coal 2. Gas/LPG, kerosene, electricity, others, 3. Does not cook	

SN	Question	Enumerator guidance	Option/Type	Skips
2.17	Does the household have a gas cylinder of 12kg or more?		1. No 2. Yes	
2.18	Does the household have a refrigerator or freezer?		1. No 2. Yes	
2.19	Does the household have a motorcycle, scooter, or motorized boat?		1. No 2. Yes	
3.	**About SCPP**	Read: "I'd like to ask you questions about the Sustainable Cocoa Production Program, SCPP (Program Produksi Kakao Berkelanjutan) in your community."		
3.1	How did you hear about the SCPP?		1. Farmer group 2. Radio 3 Other media 4. Internet 5. Social media 6. Other farmers 7. Extension officers 8. Buyers 9. Local market 10. Processors 11. Other (specify) 12. I cannot remember	
3.2	When did you join the program?	Month and year	MM/YYYY	
3.3	Are you still utilising the tools/knowledge introduced by SCPP?		1. Yes 2. No	
3.4	If no, why have you stopped using these tools/knowledge?			After free text, skip to **3.11** (not 3.12)
3.5	If yes, what are the most important tools or mechanisms or practices introduced by SCPP that you are still utilizing?	Multiple response. *Select all that apply*	1. Good Agricultural Practices (GAP): Modul Dasar Praktik Budidaya Tanaman Kakao 2. Good Agricultural Practices (GAP): Modul Persiapan dan Evaluasi Sekolah Lapangan Tanaman Kakao 3. Good Financial Practices (GFP): Modul Pengelolaan Keuangan 4. Good Business Practices (GBP): Modul Pengelolaan Bisnis 5. Good Environmental Practices (GEP): Modul Pengelolaan Lingkungan 6. Good Social Practices (GSP): Modul Perilaku Sosial Masyarakat 7. Good Nutritional Practices (GNP): Modul Gizi Keluarga 8. Panduan Farmer Coaching Plan (FCP): Pendampingan, Program Pendampingan Petani Kakao, dan Evaluasi Data untuk Supervisor 9. Transformative Coaching: Panduan Pendampingan Transformatif	

<table>
<tr><th>SN</th><th>Question</th><th>Enumerator guidance</th><th>Option/Type</th><th>Skips</th></tr>
<tr><td>3.6</td><td>How do these tools contribute to the competitive advantages you have as an SCPP farmer compared to non-SCPP farmers in the current market?</td><td>Multiple response.
Select all that apply in table. The tools below are numbered in the table

1. Good Agricultural Practices (GAP): Modul Dasar Praktik Budidaya Tanaman Kakao
2. Good Agricultural Practices (GAP): Modul Persiapan dan Evaluasi Sekolah Lapangan Tanaman Kakao
3. Good Financial Practices (GFP): Modul Pengelolaan Keuangan
4. Good Business Practices (GBP): Modul Pengelolaan Bisnis
5. Good Environmental Practices (GEP): Modul Pengelolaan Lingkungan
6. Good Social Practices (GSP): Modul Perilaku Sosial Masyarakat
7. Good Nutritional Practices (GNP): Modul Gizi Keluarga
8. Panduan Farmer Coaching Plan (FCP): Pendampingan, Program Pendampingan Petani Kakao, dan Evaluasi Data untuk Supervisor
9. Transformative Coaching: Panduan Pendampingan Transformatif</td><td><table><tr><th>Response</th><th>1</th><th>2</th><th>3</th><th>4</th><th>5</th><th>6</th><th>7</th><th>8</th><th>9</th></tr><tr><td>Increased inputs (fertilizer and pesticide) application</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Decreased inputs (fertilizer and pesticide)</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Increased access to better planting material</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Sustainable cocoa production practices</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Increased yield</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Better cocoa quality</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Better access to market</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Increased income</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Better nutrition</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Increased savings</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table></td><td></td></tr>
<tr><td>3.7</td><td>Are the tools from SCPP applied by farmers in commodities other than cocoa?</td><td></td><td>1. Yes
2. No
3. I don’t know</td><td>Skip next 2Qs
Skip Next 2Qs</td></tr>
<tr><td>3.8</td><td>In what commodities other than cocoa are these tools applied?</td><td>Multiple response.
Select all that apply</td><td>1. Palm oil
2. Rubber
3. Nutmeg
4. Mangosteen
5. Corn
6. Cloves
7. Rice
8. Fruits
9. Others (Specify)</td><td>Free text</td></tr>
<tr><td>3.9</td><td>What SCPP tools and approaches are applied/used by</td><td>Multiple response.
Select all that apply</td><td>1. Good Agricultural Practices (GAP): Modul Dasar Praktik Budidaya Tanaman Kakao</td><td></td></tr>
</table>

SN	Question	Enumerator guidance	Option/Type	Skips
	other farmers in other commodities?		2. Good Agricultural Practices (GAP): Modul Persiapan dan Evaluasi Sekolah Lapangan Tanaman Kakao 3. Good Financial Practices (GFP): Modul Pengelolaan Keuangan 4. Good Business Practices (GBP): Modul Pengelolaan Bisnis 5. Good Environmental Practices (GEP): Modul Pengelolaan Lingkungan 6. Good Social Practies (GSP): Modul Perilaku Sosial Masyarakat 7. Good Nutritional Practices (GNP): Modul Gizi Keluarga 8. Panduan Farmer Coaching Plan (FCP): Pendampingan, Program Pendampingan Petani Kakao, dan Evaluasi Data untuk Supervisor 9. Transformative Coaching: Panduan Pendampingan Transformatif	
3.10	Which aspects of SCPP have helped you keep improving your skills and stay motivated in growing cocoa and other crops?	Multiple response. *Select all that apply*	1. Good Agricultural Practices (GAPs) 2. Good Farming Practices (GFPs) 3. Demo Farm Training 4. Farm Coaching Plans 5. NextGen 6. Others (specify)	
3.11	Are the companies that trained and supported you during SCPP still present and continue to train and support you?		1. Yes 2. No	If yes, skip go 3.13. If no, go to 3.12
3.12	If no, what is the reason you are not receiving training?		1. I don't know 2. Other (specify)	If I don't know, go to 3.15 If Other, enter free text and go to 3.15
3.13	If yes, which supply chain actor is still providing training?	List of supply chain actors		Free text
3.14	If yes, what type of training are you receiving?	Multiple response. *Select all that apply*	1. Agricultural training (GAP) 2. Access to finance 3. Access to market 4. Certification training 5. Climate change and cocoa plantation 6. Nutrition training 7. Cocoa curriculum 8. Coaching for cocoa community 9. Compliance with European Union Deforestation Regulation (EUDR) 10. Others (specify)	Free text
3.15	When last did you receive training or support?		1. Less than 1 month ago 2. 1 – 4 months ago 3. 4 – 8 months ago 4. 8 – 12 months ago 5. More than 1 years ago 6. More than 3 years ago 7. More than 5 years ago	

SN	Question	Enumerator guidance	Option/Type	Skips
3.16	To what extent have you adapted your business in response to fluctuating cocoa prices and market demand?		1. Not at all (0% adapted) 2. Slightly (1 – 25% adapted) 3. Moderately (26 – 50% adapted) 4. Considerably (51- 75% adapted) 5. Completely (76 – 100% adapted)	
3.17	How have you adapted your farming business in response to fluctuating cocoa prices and market demand? (Please select all that apply)		1. Significantly reduced cocoa production 2. Diversified into other crops or income sources 3. Increased focus on improving cocoa quality or yield 4. Other (please specify)_____	
3.18	How has your productivity progressed in the last 4 – 5 years, since the end of SCPP?		1. No change in productivity 2. Increase in productivity 3. Decrease in productivity 4. I don't know	Skip next Q Skip next Q
3.19	What caused your productivity to increase (or decrease)?			Free text
3.20	Can you describe how your income has progressed in the past 4 – 5 years		1. No difference in income 2. I earn more 3. I earn less 4. I don't know	Skip next Q Skip next Q
3.21	What caused your income to increase (or decrease)?			Free text
3.22	Do you think SCPP has a lasting impact on the cocoa industry?		1. Very minimal impact 2. Minimal impact 3. Moderate impact 4. Significant impact 5. Exceptional impact	
3.23	What created this impact?		1. Increase in net attributable income 2. Reduction of greenhouse gas emissions 3. Both increase in attributable income and reduction in greenhouse gas emissions 4. Others (specify).	Free text
3.24	Do you plan to expand your cocoa business?		1. Yes 2. No	
3.25	Will you continue to farm cocoa in the future?		1. Yes 2. No	
4.	**Agricultural information**	Read: "I'd like to learn more about your cocoa farm"		
4.1	How many cocoa farms do you own?		1. None, I have switched to other crops 1. 1 2. 2 – 5 3. More than 5	

<table>
<tr><th>SN</th><th>Question</th><th>Enumerator guidance</th><th>Option/Type</th><th>Skips</th></tr>
<tr><td>4.2</td><td>What is the land ownership of your cocoa farm?</td><td></td><td>1. Owned
2. Profit sharing
3. Rented
4. Others</td><td>Free text</td></tr>
<tr><td>4.3</td><td>Who owns the land?</td><td></td><td>1. Registered farmer
2. Family members
4. Other people
5. I don’t know</td><td></td></tr>
<tr><td>4.4</td><td>What was the condition of the land before cocoa planting?</td><td></td><td>1. Forest
2. Food crops
3. Other plantations (rubber, coffee, palm, etc)
4. Other</td><td>Free text</td></tr>
<tr><td>4.5</td><td>What shade trees are there in your farm?</td><td></td><td>1. Cash crops
2. Hardwood trees
3. Leguminous trees
4. No other trees</td><td></td></tr>
<tr><td>4.6</td><td>How many shade trees are there in your farm per hectare</td><td></td><td>1. _____
2. I don’t know</td><td>Number</td></tr>
<tr><td>4.7</td><td>What is the source of your cocoa seedling?</td><td>Multiple response. Select all that apply</td><td>1. farmer group/cooperative
2. Seedling supplier
3. Government
4. I produce my own</td><td></td></tr>
<tr><td>4.8</td><td>What is your output of kg/ha on average (in a day, week, month)</td><td>Select the output that applies and frequency</td><td><table><tr><th>Frequency</th><th>Quantity</th></tr><tr><td rowspan="3">Daily</td><td>Less than 500 kg/ha</td></tr><tr><td>500 - 1,000 kg/ha</td></tr><tr><td>More than 1,000 kg/ha</td></tr><tr><td rowspan="3">Weekly</td><td>Less than 500 kg/ha</td></tr><tr><td>500 - 1,000 kg/ha</td></tr><tr><td>More than 1,000 kg/ha</td></tr><tr><td rowspan="3">Monthly</td><td>Less than 500 kg/ha</td></tr><tr><td>500 - 1,000 kg/ha</td></tr><tr><td>More than 1,000 kg/ha</td></tr></table></td><td>Select one frequency and one quantity</td></tr>
<tr><td>4.9</td><td>What is the average land area of your cocoa farm(s) in hectares?</td><td>If they have more than one farm, then the land size should be total land across all farms.</td><td></td><td>Number</td></tr>
<tr><td>4.10</td><td>How old is your cocoa farm?</td><td>Year</td><td></td><td>Number</td></tr>
<tr><td>4.11</td><td>What is the average age of your cocoa trees?</td><td></td><td>1. 0 - 4 years: Seedling and youth tree phase
2. > 4 - 8 years: Growth phase
3. > 8 - 18 years: Peak phase
4. > 18 years: Old and declining phase</td><td></td></tr>
<tr><td>4.12</td><td>What is the composition of your cocoa farm? As percentage of total.</td><td>The sum must equal to 100%</td><td>1. Trees yet to produce ____
2. Producing trees _____
3. Damaged trees _____
4. Other trees _____</td><td>100% total</td></tr>
<tr><td>4.13</td><td>How many cocoa trees do you have on average?</td><td>Enter number of cocoa trees per ha</td><td></td><td>Number</td></tr>
<tr><td>4.14</td><td>What is the average yield of productive trees</td><td>Yield in kg/tree/yr</td><td></td><td>Number</td></tr>
</table>

<table>
<tr><th>SN</th><th>Question</th><th>Enumerator guidance</th><th>Option/Type</th><th>Skips</th></tr>
<tr><td>4.15</td><td>What is the average yield of your cocoa farm?</td><td>Yield in kg/ha/yr</td><td></td><td>Number</td></tr>
<tr><td>4.16</td><td>What is your annual cocoa production</td><td>In MT/year</td><td></td><td>Number</td></tr>
<tr><td>4.17</td><td>Are you certified with third-party sustainability standards?</td><td></td><td>1. Yes
2. No</td><td>Skip next 5 Qs</td></tr>
<tr><td>4.18</td><td>If yes, when were you certified?</td><td>Month/Year</td><td>MM/YYYY</td><td></td></tr>
<tr><td>4.19</td><td>If yes, what certification do you hold?</td><td></td><td>1. Rainforest Alliance
2. Fair Trade
3. Organic
4. Other _____</td><td>Free text</td></tr>
<tr><td>4.20</td><td>Do you receive premiums from certification?</td><td></td><td>1. Yes
2. No</td><td>If “NO”, go to 4.23</td></tr>
<tr><td>4.21</td><td>If yes, how often do you receive premiums?</td><td></td><td>1. Daily
2. Weekly
3. Monthly
4. Others (specify)</td><td>Free text</td></tr>
<tr><td>4.22</td><td>If yes, how much premium did you receive from certification?</td><td>Put 0 if person does not want to respond</td><td></td><td>Number</td></tr>
<tr><td>4.23</td><td>How many months does the Low Harvest Season (Panen trek) last? How often do you harvest cocoa in this season and how many kgs do you harvest each time?</td><td>Input length of Low Harvest Season, select harvest frequency and harvested amount in kg</td><td><table><tr><th>Length of the Low Harvest Season (Months 0 – 12)</th><th>Harvest interval</th><th>Harvest (kg)</th></tr><tr><td></td><td>No harvest</td><td></td></tr><tr><td></td><td>Once per week</td><td></td></tr><tr><td></td><td>Once per two weeks</td><td></td></tr><tr><td></td><td>Once per month</td><td></td></tr></table></td><td></td></tr>
<tr><td>4.24</td><td>How many months does the Normal (regular) Harvest Season last? How often do you harvest cocoa in this season and how many kgs do you harvest each time?</td><td>Input length of the Normal Harvest Season, select harvest frequency and harvested amount in kg</td><td><table><tr><th>Length of the Normal Harvest Season (Months 0 - 12)</th><th>Harvest interval</th><th>Harvest (kg)</th></tr><tr><td></td><td>No harvest</td><td></td></tr><tr><td></td><td>Once per week</td><td></td></tr><tr><td></td><td>Once per two weeks</td><td></td></tr><tr><td></td><td>Once per month</td><td></td></tr></table></td><td></td></tr>
</table>

<table>
<tr><th>SN</th><th>Question</th><th>Enumerator guidance</th><th>Option/Type</th><th>Skips</th></tr>
<tr><td>4.25</td><td>How many months does the High (grand) Harvest Season last? How often do you harvest cocoa in this season and how many kgs do you harvest each time?</td><td>Input length of High Harvest Season, select harvest frequency and harvested amount in kg</td><td><table><tr><th>Length of the High Harvest Season (Months 0 – 12)</th><th>Harvest interval</th><th>Harvest (kg)</th></tr><tr><td></td><td>No harvest</td><td></td></tr><tr><td></td><td>Once per week</td><td></td></tr><tr><td></td><td>Once per two weeks</td><td></td></tr><tr><td></td><td>Once per month</td><td></td></tr></table></td><td></td></tr>
<tr><td>4.26</td><td>How do you open your cocoa pods?</td><td></td><td>1. Using a machete
2. Crushing with an obtuse object
3. Others</td><td>Free text</td></tr>
<tr><td>4.27</td><td>How long do you usually store harvested pods before you open them?</td><td>Enter number of days</td><td></td><td>Number</td></tr>
<tr><td>4.28</td><td>Do you ferment cocoa beans before drying?</td><td></td><td>1. Yes
2. No</td><td>If yes, go to 4.31
If no, go to 4.29.</td></tr>
<tr><td>4.29</td><td>If no, why?</td><td></td><td>1. I don’t have time
2. I don’t have tools
3. I don’t know how
4. Lazy
5. It is not profitable
6. Others</td><td>Go to 4.32</td></tr>
<tr><td>4.30</td><td>If yes, how many days do you leave your beans to ferment?</td><td>Enter number of days</td><td></td><td>Number</td></tr>
<tr><td>4.31</td><td>If yes, what method do you use for fermentation?</td><td></td><td>1. Baskets
2. Fermentation boxes
3. Heaps enclosed by leaves/foil
4. Sacks
5. Others</td><td>Free text</td></tr>
<tr><td>4.32</td><td>Do you dry cocoa beans before selling?</td><td></td><td>1. Yes
2. No</td><td>If yes, skip 4.33 and go to 4.34.

If no go to 4.33</td></tr>
<tr><td>4.33</td><td>If no, why do you not dry your cocoa beans before selling?</td><td></td><td>1. It is difficult to dry during the rainy season
2. I don’t have time or need help from workers
3. It is more profitable to sell wet beans
4. Other</td><td>Go to 4.40 from here

Free text</td></tr>
<tr><td>4.34</td><td>How do you dry cocoa beans?</td><td></td><td>1. On the floor
2. On asphalt
3. Using drying equipment
Drying using covering (tarpaulin, plastic, woven coconut leaves)
4. On bamboo rack
5. Others</td><td></td></tr>
</table>

SN	Question	Enumerator guidance	Option/Type	Skips
4.35	How many days do you dry your beans during the rainy season?	Enter number of days	1. 3 – 5 days 2. 6 – 9 days 3. 10 – 14 days 4. More than 14 days	Number
4.36	How many days do you dry your beans during the dry season?	Enter number of days	1. 1 – 3 days 2. 3 – 5 days 3. 6 – 8 days 4. More than 8 days	Number
4.37	How do you protect your beans during the rainy season?		1. No protection 2. Beans are kept under a roof 3. Cover beans with a tarpaulin	
4.38	How do you enhance the drying process during the rainy season?		1. Drying overheat 2. Using a blower 3. No enhancement	
4.39	Do you store your beans in a dry and clean place and away from pests?		1. Yes 2. No	
4.40	Do you sort good quality cocoa beans and bad/low quality beans before selling?		1. Yes 2. No	If yes, skip 4.41 If no, go to 4.41
4.41	If no, what is the main reason you do not sort the beans?		1. No difference in the price 2. Takes too much time 3. Not too many good-quality beans 4. Do not know how to sort the beans 5. I don't know why/I do not care	From here go to 4.43
4.42	If yes, what do you sort?	Multiple response. *Select all that apply*	1. Cracked beans 2. Immature beans 3. infested/diseased beans 4. Mouldy beans 5. Placenta 6. Wastes and impurities	
4.43	Who do you usually sell your cocoa beans to?	Multiple response. *Select all that apply*	1. Collection trader in the village 2. Collection trader in the subdistrict 3. District trader/exporter 4. Farmer group 5. Certificate holder 6. Certified buying station 7. Certified village collector	
4.44	What volume of cocoa beans do you sell and how often?		Frequency / Volume in kg / Number of times Weekly Biweekly Monthly	
4.45	Have your beans ever gotten rejected because of low quality?		1. Yes 2. No	
4.46	Have you ever experienced a price reduction because of quality?		1. Yes 2. No	Skip next Q

SN	Question	Enumerator guidance	Option/Type	Skips
4.47	If yes, how was the price reduced?		1. I got a lower price 2. The weight was reduced 3. I don't know	
4.48	Do you usually write down every transaction in a farmer's book?		1. Yes 2. No	
4.49	Do you get a receipt when you sell your cocoa beans?		1. No 2. Yes, handwritten 3. Yes, printed	
4.50	Do you keep receipts?		1. Yes 2. No 3. Yes, but I lost some	
4.51	Do you make cocoa delivery yourself?		1. Yes 2. No	Skip next Q
4.52	If yes, what is the distance from your house?	Distance in kilometre	1. Less than 1 km 2. 1 km 3. 2 km 4. 3 km 5. More than 3 km	
4.53	Are there cocoa trees on the farm that were attacked by pests last year?		1. Yes 2. No	If no skip next question
4.54	Has any tree been attacked by any of the following diseases?	Multiple response. Please show the corresponding pictures (appendix) to the farmer (see accompanying slides), read the description, and select all that apply. Select none if no diseases are present	1. Stem canker 2. Black pod 3. Pink disease 4. Root rot 5. VSD 5. Anthracnose 6. None	If possible, upload corresponding pictures (see appendix)
4.55	What weeding method do you use?	Multiple response. *Select all that apply*	1. Manual weeding 2. Chemical weeding 3. Mechanical weeding	
4.56	How do you commonly handle organic matter on your farm?	*Select all that apply*	1. Sweep and/or burn husk, pruning matter or leaves 2. Burry husks in the farm 3. Leaves and prunings stay on the ground in the farm 4. Process into compost 5. Process into cattle feed	
4.57	Do you apply organic fertilizer to improve yields?		1. Yes 2. No	If "Yes", skip 4.58 and go to 4.59. If "No", go to 4.58
4.58	If not, why do you not apply organic fertilizer?		1. I feel I don't need them 2. I don't know how to use them 3. No funds available 4. Others (specific)	Go to 4.61 Free text
4.59	If yes, when last did you apply organic fertilizers?		MM/YYYY	

<table>
<tr><th>SN</th><th>Question</th><th>Enumerator guidance</th><th>Option/Type</th><th>Skips</th></tr>
<tr><td></td><td></td><td></td><td></td><td></td></tr>
<tr><td>4.60</td><td>If yes, what type and quantity of organic fertilizers do you use per year (kg/ha/year)?</td><td>Select type and input quantity per kg per tree per number of times applied per year</td><td><table><tr><th>Type</th><th>Number of times applied per year</th><th>Quantity (kg per tree)</th></tr><tr><td>Compost</td><td></td><td></td></tr><tr><td>Manure</td><td></td><td></td></tr><tr><td>Liquid fertilizer</td><td></td><td></td></tr><tr><td>Granular/solid fertilizer</td><td></td><td></td></tr></table></td><td></td></tr>
<tr><td>4.61</td><td>Do you apply inorganic fertilizers to improve yields?</td><td></td><td>1. Yes
2. No</td><td>If Yes, skip 4.62 and go to 4.63.</td></tr>
<tr><td>4.62</td><td>If not, why do you not apply fertilizers?</td><td></td><td>1. I feel I don’t need them
2. I don’t know how to use them
3. No funds available
4. Others (specific)</td><td>From here skip to 4.67</td></tr>
<tr><td>4.63</td><td>If yes, when last did you apply inorganic fertilizers?</td><td></td><td>MM/YYYY</td><td></td></tr>
<tr><td>4.64</td><td>How much money have you spent in the last 24 months on non-organic/chemical fertilizers</td><td>Enter value in IDR – Indonesian Rupiah</td><td></td><td></td></tr>
<tr><td>4.65</td><td>If yes, what type and quantity of inorganic fertilizers do you use per tree and how many times do you apply per year (grams/tree/times)?</td><td>Select type and input quantity per year</td><td><table><tr><th>Type</th><th>Fertilizer use (times/ year)</th><th>Quantity (Grams/ tree)</th><th>Total Fertilization (Grams/tree/year)</th></tr><tr><td>NPK</td><td></td><td></td><td></td></tr><tr><td>KCL</td><td></td><td></td><td></td></tr><tr><td>TSP</td><td></td><td></td><td></td></tr><tr><td>ZA</td><td></td><td></td><td></td></tr><tr><td>Cocoa-specific</td><td></td><td></td><td></td></tr><tr><td>Dolomite</td><td></td><td></td><td></td></tr><tr><td>Urea</td><td></td><td></td><td></td></tr></table></td><td></td></tr>
</table>

SN	Question	Enumerator guidance	Option/Type	Skips
			Others (specify)	
4.66	Which trees are fertilized non-organically (chemical)		1. Young not yet productive trees 2. Mature productive trees 3. Old and/or diseased trees 4. All trees	
4.67	Do you use pesticides?		1 Yes 2. No	
4.68	Do you use herbicides?		1. Yes 2. No	
4.69	Do you use fungicides?		1. Yes 2. No	
4.70	Do you use insecticides?		1. Yes 2. No	
4.71	Where do you store pesticides before and after use?		1. In the house 2. pesticide-specific place 3. Outside of the house (house areas) 4. Outside of the cocoa farm 5. Others	Free text
4.72	How do you handle empty pesticide containers?		1. I randomly dispose them on the farm or around the house 2. I wash them clean and bury them 3. I use them for something else 4. I burn them 5. Recycle 6. Others (specify)	Free text
4.73	Do you use protective equipment when applying pesticides?		1. Yes 2. No	
4.74	Do you apply chemical and cultural practices?	**Explain** Chemical practices: use of pesticides, fungicides, herbicides, and fertilizer Cultural practices: pruning, use of shade trees, fermentation, and drying	1. Neither chemical nor cultural practices 2. Chemical practices applied, cultural practices not applied 3. Cultural practices applied, chemical practices not applied 4. Both chemical and cultural practices applied	
4.75	Do you use climate-smart agricultural practices?	**Explain:** These are practices that help improve your cocoa yields while protecting the environment and making your farm more resilient to climate change. These include agroforestry, soil management using organic fertilizers, use of climate-resilient varieties, etc.	1. Yes 2. No	If "No", skip 4.76 and 4.77, then go to 4.78 If yes, continue to the end.
4.76	What type of climate-smart practices do you use?	**Explain and choose all that apply.** 1. Agroforestry means planting trees and	1. Agroforestry 2. Soil management 3. Water management 4. Integrated pest and disease management	

SN	Question	Enumerator guidance	Option/Type	Skips
		other plants alongside your cocoa trees to provide shade and protect your cocoa plants from extreme weather. 2. Soil management means using natural methods to improve soil fertility. 3. Water management means collecting rainwater for irrigation 4. Integrated pest and disease management means using methods that reduce the need for chemical pesticides and applying these carefully and only when necessary. 5. Climate-resilient varieties means using better cocoa plant varieties that are more resistant to diseases and can produce more cocoa beans 6. Others	5. Climate-resilient varieties 6. Others	Free text
4.77	What area (ha) of cocoa farmland is managed with adopted climate-smart agriculture practices?			Number
4.78	What are the top 3 other types of trees in terms of quantity that you have on your farm?	Allow farmer to state the trees and fill in accordingly.	-Albizia/Sengon -Anthocephalus/Kadamba -Archidendron -Areca palm -Avocado -Banana -Breadfruit -Cempedak -Citrus -Clove -Coconut -Durian -Emerilla -Gliricidia -Guava -Hazelnut -Jackfruit -Kapok -Langsat -Leucaena -Mahogany -Mango -Mangosteen -Nutmeg -Palm oil	Must choose three

SN	Question	Enumerator guidance	Option/Type	Skips
			-Parkia -Papaya -Rambutan -Rubber -Spondias dulcis -Sugar palm -Teak -Vitex -Other (specify) -Other (specify) -Other (specify)	
4.79	Do you have cover crops in your farm?		1. Yes 2. No	Skip next Q
4.80	If yes, what cover crops do you have?		1. Beans 2. Tubers 3. Nilam 4. Others	Free text
4.81	What do you do to the husks of the fruit after the husking?	Radio button	1. Stacked in cocoa farm 2. Buried 3. Stacked outside the garden 4. Burned 5. Stacked & covered with plastic 6. Stored/stacked for fodder 7. Processed into compost 8. Disposed into the river	
4.82	How do you manage the organic and inorganic waste?	Radio button	1. Waste stored and disposed only in areas specified 2. Non-hazardous waste are reused or recycled whenever possible 3. Organic waste is used as fertilizer	
5.	**Finances**	Read: "I'd like to learn about your finances		
5.1	Do you have a bank account?	Radio button	1. Yes 2. No	If NO, answer 5.2, skip 5.3, go to 5.4
5.2	Do you have family members whose bank accounts you can use?		1. Yes 2. No	
5.3	Have you ever deposited money in your bank account or withdrawn money from your bank account in the last 12 months?		1. Yes 2. No	
5.4	What do you do with your money, apart from spending it on daily needs?	Multiple response. *Select all that apply*	1. Not savings, only having money for daily needs 2. Partly invested in my business 3. Some money is saved in the form of gold, livestock, bricks, etc.	
5.5	What is your current income from cocoa farming? *In Indonesian Rupiah*	Select an option and enter value in IDR – Indonesian Rupiah	1. Income per day _____ 2. Income per week ____ 3. Income per month____ 4. Income per year____	Select type of income and enter Number
5.6	Do you have other sources of income?		1. Yes 2. No	

SN	Question	Enumerator guidance	Option/Type	Skips
				If NO, skip 5.7, 5.8, 5.9, and go to 5.10
5.7	Are the other sources of income regular or irregular?		1. Regular 2. Irregular	
5.8	What is this other source of income?		1. Salary from a full-time or part-time job 2. Spouse's salary 3. Business 4. Relatives 5. Others (specify)	Free text
5.9	What is the value of your other source of income?	Select income in Rupiah	1. Less than 1 million 2. 1 – 2 million 3. 2 – 3 million 4. 3 – 5 million 5. More than 5 million	
5.10	Do you know how much cocoa price per kg is today?		1. Yes 2. No	Skip next 2 Qs
5.11	How much is cocoa price per kg today in IDR?			Number
5.12	How did you get pricing information?		1. Other farmers 2. Cooperative 3. Government agencies 4. Non-governmental agencies 5. Social media 6. Other (specify)	Free text
5.13	Do you save some money?		1. Yes 2. No	If no, skip 5.14
5.14	How much is the value of your total savings?	Select value in Ruphiah	1. Less than 2 million 2. 2 – 10 million 3. More than 10 million	
5.15	Do you have a loan at the moment, or do you borrow money from somewhere or did you have a loan in the past?		1. I don't have a loan at the moment, but I had one or more before 2. I have a loan at the moment, and I had one or more before 3. Yes, I do have a loan 4. No, I never had a loan	

FGD – cocoa farmers

FGD guide

Role of field staff

Both FGDs and KIIs should be conducted by two people: a Facilitator and Note-taker who should briefly discuss how they want to run the discussion beforehand.

The Facilitator duties before, during and after the FGDs are:

- ask participants for their consent to be included and have their answers noted and used for the report (before the FGD). This will happen under the Chatham House Rule, i.e., it may be reported what was said but not who said it. In FGDs, consent needs to be asked from every participant, and time allocated for people who do not consent to leave.
- encourage everyone present to share their views and ideas (during the FGD).
- review the notes together with the note-taker to ensure that the main points addressed by the FGD participants are recorded (after the FGD)

The Note-taker duties during the FGD are:

- record key points, questions, and answers raised during the FGD. Notes should be in a neutral style and refrain from including judgment or opinion in the notes. Notes should be in enumerated style (bullet point) rather than writing long prose
- remain passive in the conversation but may interject to:
    - ask interviewees to slow down or repeat what they said
    - clarify whether s/he understood correctly what an interviewee said ("If I understood you correctly, you meant that…")
    - prompt the Facilitator to move to a topic that has not yet been addressed
- Help with timekeeping.

Ground Rules

The following Ground Rules should be read before every FGD:

"Don't hesitate to speak openly. There are no right or wrong answers or questions. Please respect the opinions of others - we do not need to all agree on everything; we are interested in hearing a diversity of views. You do not need to speak in a particular order. If you have something to say, say it, but let others finish and speak one at a time.

There are many of you in this group and it is important that I get each of your perspectives, so give everyone an equal chance to participate in the discussion, please.

If you feel this conversation is no longer relevant to you, you may leave at any time. Out of respect for others, please do so quietly and with the least possible disruption.

This focus group will last an hour and a half at most."

Questions	Response
Name of province	
Name of district	
Name of subdistrict	
Name of village	
Name of facilitator	
Name of note-taker	
Date of FGD	
Number of women present	

Number of men present	
Num. of youth present (18 to 35yrs, both genders)	
1. **Let's talk about your work in the cocoa value chain**	
a. What role do you have in the cocoa value chain? Are you a farmer, or farmworker, or do you work in processing?	
b. What are your daily duties in this role?	
2. **Let's talk about the impact of the SCPP in this community and your households**	
a. How many of you are aware of the SCPP?	Enter # of raised hands
b. After the SCPP program ended, do you still see the benefits of the program?	
i. Which benefits are still there? How long have they lasted?	
ii. Are there differences in these benefits across different households and communities?	
iii. How do you feel about the long-term benefits of the program?	
iv. Which parts of the SCPP program were most effective in ensuring long-term impact for you?	
v. What do you think are the most important impacts of the SCPP program for you and your household?	
vi. Have you adapted your business models in response to fluctuating cocoa prices and market demand? If yes, to what extent?	
vii. How has the program affected your quality of life, finances, diet, and farming practices?	
viii. Are there specific components/strategies of the SCPP that were more effective in ensuring long-term impact in your cocoa farming? *For more context SCPP approaches and tools include* • *Farmer Network Analytics (FarmNetX)* • *Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP)* • *Polyculture (crop diversification) Agribusiness Financing Facility (AFF)* • *Farm Development Plan (FDP)* • *Farm Coaching Plan (FCP),* • *NextGen* • *Cocoa Trace (now KoltiTrace Cocoa)* • *Transformative Coaching for Sustainable Commodities* • *Good Agricultural Practices (GAP)* • *Good Environmental Practices (GEP)* • *Good Financial Practices (GFP)* • *Good Nutrition Practices (GNP)*	
ix. If most responded yes to the above, ask: What are these components/strategies? • *Farmer Network Analytics (FarmNetX)* • *Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP)* • *Polyculture (crop diversification) Agribusiness Financing Facility (AFF)* • *Farm Development Plan (FDP)* • *Farm Coaching Plan (FCP),* • *NextGen*	

• *Cocoa Trace (now KoltiTrace Cocoa)* • *Transformative Coaching for Sustainable Commodities* • *Good Agricultural Practices (GAP)* • *Good Environmental Practices (GEP)* • *Good Financial Practices (GFP)* • *Good Nutrition Practices (GNP)*	
x. Were there any significant positive unintended outcomes of SCPP? If yes, what are they? *If the groups are unable to respond, give some examples, such as lower yield, poor quality of cocoa beans, no increase in income, limited market access, etc.*	
xi. Were there any significant negative unintended outcomes of SCPP? If yes, what are they?	
3. **Let's talk about the sustainability of the SCPP in this community**	
a. What helped you or made it hard for you to keep the benefits of the program?	
i. How did local institutions and market actors help you to sustain these benefits?	
ii. Did things like market prices and your income affect the benefits' sustainability?	
iii. Were there any environmental issues that affected the sustainability of these benefits by you or any members of the community?	
b. How the SCPP program help keep the benefits going	
i. What specific practices introduced by SCPP are you still using? *For more context SCPP approaches and tools include* • *Farmer Network Analytics (FarmNetX)* • *Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP)* • *Polyculture (crop diversification) Agribusiness Financing Facility (AFF)* • *Farm Development Plan (FDP)* • *Farm Coaching Plan (FCP),* • *NextGen* • *Cocoa Trace (now KoltiTrace Cocoa)* • *Transformative Coaching for Sustainable Commodities*	
ii. If yes, what motivates you to still make use of them? What advantages (e.g., productivity, income) do you have over those who don't use these tools (**Non-SCCP farmers)?** If no, what factors enable or hinder their continuous application? *Focus on metric such as cocoa yield, sales volume, cost of production, and market access **between SCPP and non-SCPP farmers.>***	
iii. Have the supply chain linkages established with buyers changed since the end of SCPP? If yes, what caused these changes and how did they change?	
c. Since the end of SCPP in your community, have you been receiving any training from other market-oriented supply chain actors or organizations affiliate of the program?	
i. Which actors or organizations are still providing training in your community, and how are they doing it and how often?	
d. Long-term sustainability of the SCPP Outcomes	
i. Which activities or trainings from the SCPP do you think could be used in the future? Why?	
ii. Do you think what you learned from the SCPP will continue to help your farming and household wellbeing? Why?	
4. **Let's talk about the coherence of the SCPP with any other similar project on cocoa in this community and the country**	

a. Are you aware of any other similar project like SCPP in your community? If yes, what is the name and tell us briefly about the project. If no, skip the following sub-questions	
i. Are the benefits of the SCPP program in line with other similar projects in your community?	
ii. How do the benefits of the SCPP program align with the other similar ongoing projects in your community?	
iii. Are there any conflicts or overlaps with other similar projects in the community?	
5. **Let's talk about the relevance of the SCPP with any in this community and your household**	
a. Are the benefits of the SCPP program still important for the cocoa sector and for you as a farmer? If yes, explain and if no, why?	
i. What were the biggest challenges you faced in cocoa farming before the SCPP in your community? Explain	
ii. How did the SCPP program helped you with these challenges?	
iii. Are there challenges the SCPP program could have helped with? What more could have been done?	
b. How well will you say the SCPP program addressed your needs and priorities in your farm and household?	
i. How did the program adapt to changes in your community or farming environment?	
6. **Let's talk about the replicability of the SCPP in your general farming practices in this community**	
a. Do you think the SCPP's approach could work for the other crops you cultivate or in other communities? If yes, explain, if not, why?	
i. Which parts of the SCPP approach do you think would be easiest to use in other crops or communities?	
ii. What other crops or communities do you think could use a similar approach?	
iii. What do you think would be the major challenges that could make it hard to use the SCPP approach elsewhere either crops or communities?	

KII semi-structured questionnaires

Note: These semi-structured questionnaires were adjusted based on the interviewee. Pre-research was conducted on each organization/interviewee to tailor the questionnaire to their areas of expertise, ensuring more in-depth insights were gleaned from the conversations.

Swisscontact (Program management)

Questions	Response
Name of respondent	
Organization	
Position of respondent	
Respondent's email	
Name of facilitator	
Name of co-facilitator	
Date of interview	
1. **First, let's talk about your role with SCPP and the interventions of the SCPP Program**	
a. What was your role in the SCPP and can you so say when?	
b. Can you provide a brief overview of the key interventions implemented under the SCPP project?	
c. What were the main objectives of these interventions, and how were they designed to achieve the desired outcomes?	
2. **Let's talk about the impact of the SCPP in Indonesia** ***[What difference has SCPP made?*** 3. *Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental and economic indirect, secondary and potential consequences of the intervention that are longer-term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment.]*	
a. What mechanisms or practices introduced by SCPP are still being utilized?	
b. Have the productivity and income of SCPP-trained farmers improved since the program ended? If yes, what is the evidence?	
c. Have SCPP-trained farmers adapted their business models in response to fluctuating cocoa prices and market demand? If yes, to what extent?	
d. How have supply chain linkages developed during the SCPP sustained or evolved, particularly in relationships with buyers and producers, and how have the SCPP's interventions influenced these dynamics?	
e. How have ongoing support or follow-up activities contributed to sustaining outcomes?	
f. Are there specific components/strategies of the SCPP that were more effective in ensuring long-term impact?	
g. How has SCPP scaled up its outcomes/impacts to a systemic level, and what strategies and factors facilitated or hindered the scaling process?	
h. How have the extensive data and information management systems on cocoa farming in Indonesia developed through SCPP been used after the program's conclusion?	
i. Which stakeholders were instrumental in scaling-up SCPP outcomes/impacts in Indonesia?	
j. What partnerships or collaborations were formed to facilitate scaling-up?	
k. Are there any systemic barriers (e.g., policy, infrastructure) that hindered scaling-up?	
l. To what extent has the project left a lasting impact on the plans and activities of the Indonesian government and other key actors in the cocoa sector in Indonesia?	
m. What were the most significant unintended positive outcomes? Which ones are still present today and what caused them?	

n.	Were there any negative outcomes, and are they persisting today?	
4.	**Let's talk about the sustainability of the SCPP in Indonesia** ***[Will the benefits of SCPP last?*** *Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs.]*	
a.	Do the intended outcomes/impacts continue to be present after completion of SECO investments? If yes, which outcomes/impacts? If not, why?	
b.	Do market-oriented supply chain actors continue to provide training to cocoa farmers? If yes, which actors? How is the training facilitated? If not, why, and how has SCPP's approach influenced this?	
c.	Are the approaches and tools developed under SCPP [e.g., Farmer Network Analytics (FarmNetX), Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP), Polyculture (crop diversification), Agribusiness Financing Facility (AFF), Farm Development Plan (FDP) and Farm Coaching Plan (FCP), NextGen, Cocoa Trace (now KoltiTrace Cocoa), Transformative Coaching for Sustainable Commodities) still utilized by cocoa farmers in supported districts? If yes, what motivates them to still make use of them? If no, what factors enable or hinder their continuous application? *Unpack each tool, if the interviewee is able to elaborate on each. .*	
d.	Have these tools been applied to farmers in other commodity value chains? If yes, how do these contribute to the competitive advantages retained by SCPP farmers compared to non-SCPP farmers in the current market *Focus on metric such as cocoa yield, sales volume, cost of production, and market access **between SCPP and non-SCPP farmers.***>	
e.	What other specific outcomes/impacts have persisted, and for how long after the program's completion?	
f.	Are there any variations in the sustainability of outcomes across different provinces/districts/sub-districts/communities?	
g.	What factors contributed to or impaired the sustainability of outcomes/impacts?	
h.	What role do local institutions, government and market-oriented supply chain actors play in sustaining outcomes? Please elaborate on the differences.	
i.	How did economic factors, such as market prices and farmer income, affect sustainability of the SCPP outcomes post-2020?	
j.	What have been the most significant challenges that impact the sustainability of outcomes? How do they hamper sustainability? What could have been done to prevent that?	
k.	How did the SCPP contribute to the outcomes/impacts still being present?	
l.	What mechanisms or practices introduced by SCPP are still being utilized?	
5.	**Let's talk about the coherence of the SCPP with any other similar programs/projects in Indonesia** *[**How well does SCPP fit?*** *Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.]*	
	a. Are there any other similar programs/projects that coincided with the implementation of SCPP or any that emerged after SCPP? If yes, which ones and when?	
	Only ask if response to first question (a) is "Yes" b. Are there any conflicts or overlaps with other interventions in the region?	

	Only ask if response to first question (a) is "Yes" c. Are the achieved outcomes/impacts compatible with these interventions Indonesia and the thematic field? If yes, how? If not, why?	
	Only ask if response to first question (a) is "Yes" d. How do the outcomes align with the objectives of other ongoing development programs (of SECO and other agencies in Indonesia)?	
	Only ask if response to first question (a) is "Yes" e. Are there any conflicts or overlaps with other interventions in the region?	
	Only ask if response to first question (a) is "Yes" f. How has collaboration with other actors enhanced the program's coherence and impact?	
	g. Do the achieved outcomes/impacts of SCPP align and contribute to the relevant policies, strategies, and plans of the Indonesian government? Has that changed since the end of SCPP?	
	h. How do the SCPP outcomes support national strategies and in what ways do the outcomes contribute to Indonesia's sustainability goals? Has that changed since the end of SCPP?	
	i. Are there any policy changes or developments influenced by the program's outcomes? How significant was SCPP's role in this outcome?	
6. **Let's talk about the relevance of the SCPP in the country** ***[Is SCPP doing the right things?*** *Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities, and continue to do so if circumstances change].*		
a. Are the benefits of the SCPP program still important for the cocoa sector and the targeted farmers?		

b.	How well was the SCPP program designed to meet the needs of the targeted farmers and other stakeholders? How has that evolved since the end of SCPP?	
c.	How well has the SCPP program addressed the needs and priorities of the targeted farmers?	
d.	How did the program ensure the relevance of its approach and interventions to the farmers, considering the volatile world market price for cocoa beans and their tendency to switch to other crops?	
7.	**Let's talk about the replicability of the SCPP in the other areas and crops** ***[Can SCPP be replicated?*** *Summary: The extent to which the intervention can be implemented in the future either in the same or different geographical, social, agricultural, and cultural contexts].*	
a.	Have SCPP's approaches been replicated in other agricultural commodities in Indonesia or elsewhere? If yes, which elements of the approach have been replicated? If not, why?	
b.	*If answer to above question is NO, ask:* Could the SCPP's approaches be replicated in other agricultural commodities in Indonesia or elsewhere? If yes, which elements of the approach are feasible for replication? If not, why?	
c.	What are the core components of SCPP's approach that are most suitable for replication?	
d.	What specific agricultural commodities or regions could benefit from a similar approach? And why?	
e.	How did the program ensure the transfer of knowledge and skills to local farmers and stakeholders, and how can this aspect be replicated in other programs?	
f.	What potential challenges (e.g., financial, cultural, logistical) might impede replication in other contexts?	
g.	Do you have anything else that you would like to share about SCCP's outcomes and what new programs could learn or improve upon from it?	

SECO

Questions	Response
Name of respondent	
Organization	
Position of respondent	
Respondent's email	
Name of facilitator	
Name of co-facilitator	
Date of interview	
1. **First, let's talk about your role with SCPP and the interventions of the SCPP Program**	
a. What was your role in the SCPP and can you so say when?	
b. Can you provide a brief overview of the key interventions implemented under the SCPP project?	
c. What were the main objectives of these interventions, and how were they designed to achieve the desired outcomes?	
2. **Let's talk about the impact of the SCPP in Indonesia** *[What difference has SCPP made?* *Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental and economic indirect, secondary and potential consequences of the intervention that are longer-term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment.]*	
a. Did the SCPP achieve any unintended (positive or negative) outcomes/impacts? If so, what are the most significant ones observed today?	
b. Which stakeholders were/are instrumental in scaling-up SCPP outcomes/impacts in Indonesia?	
c. What partnerships or collaborations were/are formed to facilitate scaling-up?	
3. **Let's talk about the sustainability of the SCPP in Indonesia** *[Will the benefits of SCPP last?* *Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs.]*	
a. Do the intended outcomes/impacts continue to be present after completion of SECO investments? If yes, which outcomes/impacts? If not, why?	
b. What other specific outcomes/impacts have persisted, and for how long after the program's completion?	
c. What have been the most significant challenges that impact on the sustainability of SCPP's outcomes? How do they hamper or contribute to sustainability? What could have been done to prevent that?	
4. **Let's talk about the coherence of the SCPP with any other similar programs/projects in Indonesia** *[How well does SCPP fit?* *Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.]*	
a. Are there any other similar programs/projects that coincided with the implementation of SCPP or any that emerged after SCPP? If yes, which ones and when?	
Only ask if response to first question (a) is "Yes"	

b.	Are there any conflicts or overlaps with other interventions in the region?	
c.	*Only ask if response to first question (a) is "Yes"* Have collaborations with other actors (in these other programs) enhanced the SCPPs' coherence and impact?	
d.	*Only ask if response to first question (a) is "Yes"* How do the outcomes align with the objectives of other ongoing development programs (of SECO and other agencies in Indonesia)?	
e.	Do the achieved outcomes/impacts of SCPP align and contribute to the relevant policies, strategies, and plans of the Indonesian government? Has that changed since the end of SCPP?	
f.	How do the SCPP outcomes support national strategies and in what ways do the outcomes contribute to Indonesia's sustainability goals? Has that changed since the end of SCPP?	
g.	Are there any policy changes or developments influenced by SCPP? How significant was SCPP's role in this outcome?	
5.	**Let's talk about the relevance of the SCPP in the country** ***[Is SCPP doing the right things?*** *Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities, and continue to do so if circumstances change].*	
a.	How well was the SCPP program designed to meet the needs of the targeted farmers and other stakeholders? How has that evolved since the end of SCPP?	
b.	How well has the SCPP program addressed the needs and priorities of the targeted farmers?	
c.	How did the program ensure the relevance of its approach and interventions to the farmers, considering the volatile world market price for cocoa beans and their tendency to switch to other crops?	
6.	**Let's talk about the replicability of the SCPP in the other areas and crops** ***[Can SCPP be replicated?*** *Summary: The extent to which the intervention can be implemented in the future either in the same or different geographical, social, agricultural, and cultural contexts].*	
a.	Have SCPP's approaches been replicated in other agricultural commodities in Indonesia or elsewhere? If yes, which elements of the approach have been replicated? If not, why?	
b.	*If answer to above question is NO, ask:* Could the SCPP's approaches be replicated in other agricultural commodities in Indonesia or elsewhere? If yes, which elements of the approach are feasible for replication? If not, why?	
c.	Do you have anything else that you would like to share about SCCP's outcomes and what new programs could learn or improve upon from it?	

Service partners

Questions	Response
Name of respondent	
Organization	
Position of respondent	
Respondent's phone number	
Respondent's email	
Name of facilitator	
Name of note-taker	
Date of interview	
1. **First, let's talk about the interventions of the SCPP Program**	
a. Can you provide a brief overview of the key interventions implemented under the SCPP project?	
b. What were the main objectives of these interventions, and how were they designed to achieve the desired outcomes?	
2. **Let us talk about the impact of the SCPP in Indonesia** ***[What difference has SCPP made?*** *Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended, or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental, and economic indirect, secondary, and potential consequences of the intervention that are longer-term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment.]*	
a. What mechanisms or practices introduced by SCPP are still being utilized?	
b. Have SCPP-trained farmers adapted their business models in response to fluctuating cocoa prices and market demand? If yes, to what extent?	
c. Are there specific components/strategies of the SCPP that were <u>more effective</u> in ensuring long-term impact?	
d. Are there specific components strategies of the SCPP that were <u>less effective</u> in ensuring long-term impact?	
e. Which stakeholders were instrumental in scaling-up SCPP outcomes/impacts in Indonesia?	
f. What were the most significant unintended positive outcomes, and what caused them?	
g. Were there any negative outcomes? If yes, what are they?	
3. **Let's talk about the sustainability of the SCPP in Indonesia** ***[Will the benefits of SCPP last?*** *Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs.]*	
a. What mechanisms or practices introduced by SCPP are still being utilized?	
b. Do market-oriented supply chain actors continue to provide training to cocoa farmers? If yes, which actors? If not, why?	
c. Are the approaches and tools developed under SCPP [e.g., Farmer Network Analytics (FarmNetX), Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP), Polyculture (crop diversification), Agribusiness Financing Facility (AFF), Farm Development Plan (FDP) and Farm Coaching Plan (FCP), NextGen, Cocoa Trace (now KoltiTrace Cocoa), Transformative Coaching for Sustainable Commodities) still utilized by cocoa farmers in supported	

districts? If yes, what motivates them to still make use of them? If no, what factors enable or hinder their continuous application? *Unpack each tool, if the interviewee is able to elaborate on each.*	
d. What aspects of the SCPP's approach have sustained incentives for cocoa farming and facilitated ongoing capacity building in cocoa and other Indonesian commodity sectors?	
e. How do these tools contribute to the competitive advantages retained by SCPP farmers compared to non-SCPP farmers in the current market?	
f. Have these tools been applied/used by farmers in other commodities? If yes, which commodities?	
g. What other specific SCPP outcomes/impacts have persisted, and for how long after the program's completion?	
h. Are there any variations in the sustainability of outcomes across different provinces/districts/sub-districts/communities? Why?	
i. Are there any challenges that impact the sustainability of outcomes? If yes, what are they and how do they hamper sustainability?	
j. How does the sustainability of SCPP outcomes for cocoa farmers differ among various cocoa companies?	
4. **Let us talk about the coherence of the SCPP with any other similar programs/projects in Indonesia** *[How well does SCPP fit? Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.]*	
a. Are there any conflicts or overlaps with other interventions in the region post-2020?	
b. In what ways do the outcomes contribute to Indonesia's sustainability goals?	
5. **Let us talk about the relevance of the SCPP in the country** *[Is SCPP doing the right things? Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities and continue to do so if circumstances change].*	
a. How do SCPP-trained cocoa farmers currently view the outputs of the program on their practices and livelihoods?	
b. What are your views on the relevance of SCPP?	
c. Are there any stakeholders not involved in the project that could have been important to involve?	
d. What adaptations could have been made to make SCPP more relevant?	
6. **Let us talk about the replicability of the SCPP in the other areas and crops** *[Can SCPP be replicated? Summary: The extent to which the intervention can be implemented in the future either in the same or different geographical, social, agricultural, and cultural contexts].*	
a. What are the core components of SCPP's approach that are most suitable for replication?	
b. What specific agricultural commodities or regions could benefit from a similar approach?	
c. Do you have anything else that you would like to share about SCCP's outcomes and what new programs could learn or improve upon from it?	

Thank you very much for your time and for sharing your views. The information you shared will help SEOC to better understand the impact and sustainability of the intervention.

Cocoa companies

Questions	Response
Name of respondent	
Organization	
Position of respondent	
Respondent's phone number	
Respondent's email	
Name of facilitator	
Name of note-taker	
Date of interview	
1. **First, let's talk about the interventions of the SCPP Program**	
a. Can you provide a brief overview of the key interventions implemented under the SCPP project?	
b. What were the main objectives of these interventions, and how were they designed to achieve the desired outcomes?	
2. **Let's talk about the impact of the SCPP in Indonesia** ***[What difference has SCPP made?*** *Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental and economic indirect, secondary and potential consequences of the intervention that are longer-term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment.]*	
a. How has the productivity of SCPP-trained farmers evolved since the program ended?	
b. How has the income of SCPP-trained farmers evolved since the program ended?	
c. Have SCPP-trained farmers adapted their business models in response to fluctuating cocoa prices and market demand? If yes, to what extent?	
d. How have supply chain linkages developed during the SCPP sustained or evolved, particularly in relationships with buyers and producers, and how have the SCPP's interventions influenced these dynamics?	
e. Are there specific components/strategies of the SCPP that were more effective in ensuring long-term impact?	
f. How have the extensive data and information management systems on cocoa farming in Indonesia developed through SCPP been used after program's conclusion?	
g. Which stakeholders were instrumental in scaling-up SCPP outcomes/impacts in Indonesia?	
h. Are there any systemic barriers (e.g., policy, infrastructure) that hindered scaling-up?	
i. To what extent has the project left a lasting impact on the plans and activities of the Indonesian government and other key actors in the cocoa sector in Indonesia?	
j. What were the most significant unintended positive outcomes, and what caused them?	
k. Were there any negative outcomes?	
l. Has the SCPP program contributed to the reduction in poverty in the Indonesian cocoa sector? If yes, how? If no, why?	

	m. Has the SCPP program contributed to the mitigation of GHG emissions in the Indonesian cocoa sector? If yes, how? If no, why?	
3.	**Let's talk about the sustainability of the SCPP in Indonesia** ***[Will the benefits of SCPP last?*** *Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs.]*	
	a. What mechanisms or practices introduced by SCPP are still being utilized?	
	b. Do market-oriented supply chain actors continue to provide training to cocoa farmers? If yes, which actors? If not, why?	
	c. Can you please explain in more detail the training your organization provides to farmers and whether it is a result of SCPP or separate?	
	d. Are the approaches and tools developed under SCPP [e.g., Farmer Network Analytics (FarmNetX), Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP), Polyculture (crop diversification), Agribusiness Financing Facility (AFF), Farm Development Plan (FDP) and Farm Coaching Plan (FCP), NextGen, Cocoa Trace (now KoltiTrace Cocoa), Transformative Coaching for Sustainable Commodities) still utilized by cocoa farmers in supported districts? If yes, what motivates them to still make use of them? If no, what factors enable or hinder their continuous application? *Unpack each tool, if the interviewee is able to elaborate on each.*	
	e. How do these tools contribute to the competitive advantages retained by SCPP farmers compared to non-SCPP farmers in the current market?	
	f. Have these tools been applied/used by farmers in other commodities? If yes, which commodities?	
	g. What other specific outcomes/impacts have persisted, and for how long after the program's completion?	
	h. Are there any variations in the sustainability of outcomes across different provinces/districts/sub-districts/communities?	
	i. How does the sustainability of SCPP outcomes for cocoa farmers differ among various cocoa companies?	
	j. What role do local institutions, government, and oriented supply chain actors play in sustaining outcomes?	
	k. How did economic factors such as market prices and farmer income affect the sustainability of SCPP?	
	l. Are there any challenges that impact the sustainability of outcomes? If yes, what are they and how do they hamper sustainability?	
	m. What mechanisms or practices introduced by SCPP are still being utilized?	
4.	**Let's talk about the coherence of the SCPP with any other similar programs/projects in Indonesia** *[**How well does SCPP fit?*** *Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.]*	
	a. How do the outcomes align with the objectives of other ongoing development programs (of SECO and other agencies in Indonesia)?	
	a. Are there any conflicts or overlaps with other interventions in the region?	
	b. How have partnerships with other actors enhanced the program's coherence and impact?	
	c. Are there any policy changes or developments influenced by the program's outcomes?	

5. **Let's talk about the relevance of the SCPP in the country** ***[Is SCPP doing the right things?*** *Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities, and continue to do so if circumstances change].*	
a. What are your views on the relevance of SCPP?	
b. How do SCPP-trained cocoa farmers currently view the outputs of the program on their practices and livelihoods?	
c. Has there been any significant changes in these perceptions since the project ended?	
d. Are there any stakeholders not involved in the project that could have been important to involve?	
e. What adaptations could have been made to make SCPP more relevant?	
6. **Let's talk about the replicability of the SCPP in the other areas and crops** ***[Can SCPP be replicated?*** *Summary: The extent to which the intervention can be implemented in the future either in the same or different geographical, social, agricultural, and cultural contexts].*	
a. What are the core components of SCPP's approach that are most suitable for replication?	
b. What specific agricultural commodities or regions could benefit from a similar approach?	
c. Do you have anything else that you would like to share about SCCP's outcomes and what new programs could learn or improve upon from it?	

Thank you very much for your time and for sharing your views. The information you shared will help SECO to better understand the impact and sustainability of the interventions.

Cocoa cooperatives

Questions	Response
1. **Agricultural Information**	
I. How many cocoa farmers are in your cooperative?	
II. What is the average yield of your cocoa farmers (kg/HA)?	
2. **After the SCPP ended, do you still see the benefits of the program?**	
I. How do you view the SCPP program?	
II. Are farmers still experiencing **benefits** from the SCPP program in terms of **reducing greenhouse gas emissions**? *If yes, explain. If no, why not?*	
III. Are farmers still experiencing **benefits** from the SCPP program in terms of **increased productivity and yield**? *If yes, explain. If no, why not?*	
IV. Are farmers still experiencing **benefits** from the SCPP program in terms of **increased income**? *If yes, explain. If no, why not?*	
V. How do you feel about the long-term benefits of the SCPP program?	
VI. Which parts of the SCPP were most effective in ensuring long-term benefit for farmers?	
VII. What do you think are the most important impacts of the SCPP for the farmers and their households?	
VIII. Have farmers in your cooperative adapted your farming business models in response to fluctuating cocoa prices and market demand? If yes, to what extent? If no, why?	
IX. How has the program affected the quality of life, finances, diet, and farming practices of cocoa farmers?	
X. Are there specific components/strategies of the SCPP that were more effective in ensuring long-term impact in cocoa farming? *For more context SCPP approaches and tools include* • *Farmer Network Analytics (FarmNetX)* • *Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP)* • *Polyculture (crop diversification) Agribusiness Financing Facility (AFF)* • *Farm Development Plan (FDP)* • *Farm Coaching Plan (FCP),* • *NextGen* • *Cocoa Trace (now KoltiTrace Cocoa)* • *Transformative Coaching for Sustainable Commodities* • *Good Agricultural Practices (GAP)* • *Good Environmental Practices (GEP)* • *Good Financial Practices (GFP)* *Good Nutrition Practices (GNP)*	
XI. Were there any significant negative unintended outcomes of SCPP? If yes, what are they? *If unable to respond, give some examples, such as lower yield, poor quality of cocoa beans, no increase in income, limited market access, etc.*	
2. **How did the SCPP help farmers keep the benefits going even after the program?**	
I. What specific practices/tools introduced by SCPP are you still using? *For more context SCPP approaches and tools include* • *Farmer Network Analytics (FarmNetX)* • *Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP)* • *Polyculture (crop diversification) Agribusiness Financing Facility (AFF)* • *Farm Development Plan (FDP)* • *Farm Coaching Plan (FCP),*	

• *NextGen* • *Cocoa Trace (now KoltiTrace Cocoa)* • *Transformative Coaching for Sustainable Commodities*	
II. If yes, what motivates you to still make use of them? What advantages (e.g., productivity, income) do you have over those who don't use these tools? If no, what factors enable or hinder your continuous application?	
III. How do these tools contribute to the competitive advantages you have as an SCPP farmer compared to non-SCPP farmers in the current market? • *1. Increased inputs (fertilizer and pesticide) application* • *2. Increased access to better planting material* • *3. Sustainable cocoa production practices* • *4. Increased yield* • *5. Better cocoa quality* • *6. Better access to market* • *7. Increased income* • *8. I don't know* • *9. Others (specify)*	
IV. Have the supply chain linkages established with buyers changed since the end of SCPP? If yes, what caused these changes and how did they change?	
3. **Are you certified with third-party sustainability standards?**	
I. If yes, when were you certified?	
II. If yes, what certification do you hold?	
4. **Cocoa processing**	
5. **What climate-smart agricultural practices are farmers implementing mostly, if any?** *Explain: These are practices that help improve your cocoa yields while protecting the environment and making your farm more resilient to climate change. These include agroforestry, soil management using organic fertilizers, use of climate-resilient varieties, etc.*	
6. **What type of climate-smart practices are farmers implementing mostly?** • *Explain why they are implementing certain practices.* • *Explain why they are not implementing certain practices.* *1. Agroforestry means planting trees and other plants alongside your cocoa trees to provide shade and protect your cocoa plants from extreme weather.* *2. Soil management means using natural methods to improve soil fertility.* *3. Water management means collecting rainwater for irrigation* *4. Integrated pest and disease management means using methods that reduce the need for chemical pesticides and applying these carefully and only when necessary.* *5. Climate-resilient varieties means using better cocoa plant varieties that are more resistant to diseases and can produce more cocoa beans* *6. Others* *7. None*	
7. **Are the companies that trained and supported you during SCPP still present and continue to train and support you?**	
I. If yes, which supply chain actor is still providing training?	
II. If yes, what type of training are you receiving? *1. Agricultural training (GAP)* *2. Access to finance* *3. Access to market* *4. Certification training* *5. Climate change and cocoa plantation* *6. Nutrition training* *7. Cocoa curriculum* *8. Coaching for cocoa community*	

		9. Compliance with European Union Deforestation Regulation (EUDR) *10. Others (specify)*	
	III.	When last did you receive training or support?	
8.	**Productivity**		
	I.	How has the productivity of farmers in your group progressed in the last 4 – 5 years, since the end of SCPP?	
	II.	What caused productivity to increase (or decrease)?	
	III.	Can you describe how farmers income has progressed in the past 4 – 5 years?	

Other stakeholders (e.g., Industry platforms, research entities, international development partners)

Questions	Response
Name of respondent	
Organization	
Position of respondent	
Respondent's phone number	
Respondent's email	
Name of facilitator	
Name of note-taker	
Date of interview	
1. **First, let's talk about the interventions of the SCPP Program**	
a. Can you provide a brief overview of the key interventions implemented under the SCPP project?	
b. What were the main objectives of these interventions, and how were they designed to achieve the desired outcomes?	
2. **Let's talk about the impact of the SCPP in Indonesia** ***[What difference has SCPP made?*** *Summary: The extent to which the intervention has generated or is expected to generate significant positive or negative, intended or unintended, higher-level effects. Impact addresses the ultimate significance and potentially transformative effects of the intervention. It seeks to identify social, environmental and economic indirect, secondary and potential consequences of the intervention that are longer-term or broader in scope than those already captured under the effectiveness criterion. It does so by examining the holistic and enduring changes in systems or norms, and potential effects on people's well-being, human rights, gender equality, and the environment.]*	
a. What mechanisms or practices introduced by SCPP are still being utilized?	
b. Are there specific components/strategies of the SCPP that were more effective in ensuring long-term impact?	
c. How have the extensive data and information management systems on cocoa farming in Indonesia developed through SCPP been used after program's conclusion?	
d. Which stakeholders were instrumental in scaling-up SCPP outcomes/impacts in Indonesia?	
e. Are there any systemic barriers (e.g., policy, infrastructure) that hindered scaling-up?	
f. What were the most significant unintended positive outcomes, and what caused them?	
g. Were there any negative outcomes, if yes, what are they?	
3. **Let's talk about the sustainability of the SCPP in Indonesia** ***[Will the benefits of SCPP last?*** *Summary: The extent to which the net benefits of the intervention continue or are likely to continue. Includes an examination of the enabling environment for sustainable development, i.e., financial, economic, social, environmental, and institutional capacities of the systems needed to sustain net benefits over time. Involves analysis of resilience, risks and potential trade-offs.]*	
a. What mechanisms or practices introduced by SCPP are still being utilized?	
b. Are the approaches and tools developed under SCPP [e.g., Farmer Network Analytics (FarmNetX), Transformative Coaching for Sustainable Commodities, Equality for Sustainable Cocoa Production (ESCP), Polyculture (crop diversification), Agribusiness Financing Facility (AFF), Farm Development Plan (FDP) and Farm Coaching Plan (FCP), NextGen, Cocoa Trace (now KoltiTrace Cocoa), Transformative Coaching for Sustainable Commodities) still utilized by cocoa farmers in supported districts? If yes, what motivates them to still make use of them? If no, what factors enable or hinder their continuous application? *Unpack each tool, if the interviewee is able to elaborate on each.*	

c. Are there any challenges that impact the sustainability of outcomes? If yes, what are they and how do they hamper sustainability?	
d. What mechanisms or practices introduced by SCPP are still being utilized?	
4. **Let's talk about the coherence of the SCPP with any other similar programs/projects in Indonesia** *[**How well does SCPP fit?*** *Summary: The compatibility of the evaluated intervention with other interventions in a country, sector or institution, i.e., the extent to which other interventions (in particular policies) support or undermine the intervention and vice versa.]*	
a. How do the outcomes align with the objectives of other ongoing development programs (of SECO and other agencies in Indonesia)?	
a. How do the outcomes support national strategy?	
b. Are there any conflicts or overlaps with other interventions in the region?	
c. How have partnerships with other actors enhanced the program's coherence and impact?	
d. Are there any policy changes or developments influenced by the program's outcomes?	
5. **Let's talk about the relevance of the SCPP in the country** ***[Is SCPP doing the right things?*** *Summary: The extent to which the intervention's objectives and design (at the time of design and at time of evaluation) respond to beneficiaries' and involved stakeholders' needs and priorities, and continue to do so if circumstances change].*	
a. What are your views on the relevance of SCPP?	
b. Are there any stakeholders not involved in the project that could have been important to involve?	
c. What adaptations could have been made to make SCPP more relevant?	
6. **Let's talk about the replicability of the SCPP in the other areas and crops** ***[Can SCPP be replicated?*** *Summary: The extent to which the intervention can be implemented in the future either in the same or different geographical, social, agricultural, and cultural contexts].*	
a. What are the core components of SCPP's approach that are most suitable for replication?	
b. What specific agricultural commodities or regions could benefit from a similar approach?	
c. What potential challenges (e.g., financial, cultural, logistical) might impede replication in other contexts?	
d. Do you have anything else that you would like to share about SCCP's outcomes and what new programs could learn or improve upon from it?	

Annex V: Methodology

The evaluation was conducted in the following phases:

Analysis and desk study

The ex-post evaluation utilized desk research, primary data collection, and rigorous analysis to assess the program's long-term impacts, sustainability, and replicability through quantitative and qualitative methods. We conducted an analysis of program documents (including monitoring information, reports, etc.) and relevant external secondary data. The program documents were reviewed and mapped to identify those most pertinent for further analysis, and to contextualize findings.

In addition to the research questions outlined in the ToR, we developed further research questions to help unpack the program's outcomes and impacts. These questions were designed to provide more granular insights into the factors driving sustainability and impact, the coherence of program activities with broader initiatives, the potential for replicability, and the continued relevance of the program's results after its conclusion.

Primary data collection

Primary data collection was conducted to re-measure outcome and impact indicators, *as far as possible.* The ex-post evaluation focused on sampling two distinct groups of beneficiary farmers to re-measure outcome and impact indicators effectively. The two groups include: **1) Koltiva-supported farmers**—those who received ongoing support from Koltiva after the SCPP ended, representing ongoing private sector engagement; and **2) Non-Koltiva-supported farmers**—those who did not receive support from SCPP partners after the program concluded. The comparison between the Koltiva- supported farmers and Non-Koltiva supported farmers is presented in Table 7.

This targeted approach was designed to highlight the critical role of private cocoa sector partnerships in sustaining positive outcomes. The evaluation examined differences in productivity, income, and the adoption of sustainable practices between the two groups. By including non-Koltiva-supported beneficiaries, we aimed to assess how SCPP interventions have been sustained independently in the absence of continued external support, thereby providing a balanced perspective on the program's long-term impacts. We reviewed the baseline and midterm evaluation surveys to align as closely as possible with previously utilized survey designs.

Koltiva CocoaTrace system data: We utilized data provided by Koltiva, both a partner and direct outcome of the SCPP, that continued to support and retrieve data on farmers after the program ended. The Koltiva's data shared with the Agramondis team retains its classification as primary data as it consists of raw, original information collected directly from the source. Unlike secondary data, which is synthesized or analysed prior to dissemination, Koltiva's data used is the result of direct data collection processes. Koltiva's data spans 13 years (2012–2024), covering over 156,700 SCPP beneficiary farmers. Of these, approximately 20,484 (about 12% of the SCPP beneficiaries) remained in the database from 2021 to 2024. In 2023 and 2024, 16,410 SCPP farmers were still benefiting from Koltiva's services.

Survey sampling approach: To assess the sustainability of the SCPP interventions, a stratified sampling approach was employed across two provinces: Sulawesi Selatan and Sulawesi Tenggara. These provinces were chosen because they collectively represent 54% of the program's beneficiaries of which 36% are in Sulawesi Selatan and 18% in Sulawesi Tenggara, ensuring that the sample captures a significant portion of the population under study. See map of the study area in Figure 9. A total of 505 farmers were surveyed, all of whom were identified as SCPP beneficiaries not receiving current support from Koltiva. This differentiation was critical for understanding the long-term impacts of SCPP interventions without the

influence of continued external support. Stratification was conducted to ensure proportional representation of beneficiaries across districts and subdistricts, considering factors such as gender balance to enable robust comparative analysis and equity in insights. To identify survey participants, we leveraged Koltiva data to narrow down the population to SCPP beneficiaries who were not actively engaged with Koltiva. Farmers were further selected based on their membership in specific farmer groups, ensuring representativeness of the broader SCPP beneficiary base.

The calculated sample size for each province was based on the proportion of their respective populations in the endline production database. Then, within each province, respondents were proportionally allocated to districts, subdistricts, and villages. Where the calculated sample size in some subdistricts was less than 40 (given the total sample of 505 surveys), we restricted sampling to the top two sub-districts and the top two villages within each district to maximize time and resources. Thus, between 14 – 39 beneficiaries were randomly selected from 16 villages across eight subdistricts as shown in Table 8. This targeted sampling approach provided a comparative lens to analyze outcomes between beneficiaries[17] with ongoing support and those without, shedding light on the sustainability of SCPP interventions. By focusing on this group, we assessed how well program benefits persisted over time among farmers largely independent of continued external assistance. These findings offer critical insights into the effectiveness and durability of the program's design and delivery mechanisms. The sample distribution is shown in Table 8 and Figure 9.

Table 7: Comparison of Koltiva and non-Koltiva-supported samples

Variables	Koltiva sample (N=16,410)	Non-Koltiva-supported sample (N=505)
Gender (% Male)	13,318 (81.2 %)	466 (92.3%)
Gender (% Female)	3,092 (18.8 %)	39 (7.7%)
Average Age (Years)	52.2	50.8
Average Farm Size (Ha)	1.2	1.1
Certified (% Yes)	93.5%	4%
Province Distribution	Sulawesi Selatan: 6,421 (39.1%) Sulawesi Tengah: 5,994 (36.5%) Sulawesi Tenggara: 1,973 (12.0%) Nusa Tenggara Timur: 1,493 (9.1%) Sulawesi Barat: 529 (3.2%)	Sulawesi Selatan: 273 (54.1%) Sulawesi Tenggara: 232(45.9%)

* % certified was calculated based on the sample data collected in 2023, as the certification for 2024 had not been finalized at the time of reporting.

Focus Group Discussions (FGDs): A total of four FGDs were conducted with 10 to 12 cocoa farmers (50% of which were female) participants per group. To widen the coverage of data collection, two FGDs were conducted with Koltiva-supported groups in villages not earmarked for the survey (Tete Uri and Talinduka in Sulawesi Selatan and Sulawesi Tenggara, respectively) and two FGDs with the SCPP beneficiaries not supported by Koltiva. Although this approach resulted in increased travel time and costs, it effectively eliminated the risk of bias and allowed for cross-validation of findings, ensuring a more comprehensive understanding of different contexts. Moreover, the primary objective was to gather insights from as many villages as possible.

[17] Note: The evaluation did not include non-SCPP beneficiaries as a counterfactual group because the focus was on assessing the sustained impacts of SCPP interventions among beneficiaries. Comparing Koltiva-supported and non-Koltiva-supported farmers allowed for a targeted analysis of the program's outcomes under varying levels of post-program support. Including non-SCPP beneficiaries as a comparison group would have introduced significant contextual variability and data limitations, potentially confounding the evaluation results.

Key Informant Interviews (KIIs): This approach purposely focused on key internal and external informants who could give neutral opinions about the SCPP (see Table 9).

Table 8: Sample size distribution for farmer surveys

Province	District	Sub-district	Village	Sample size	% of total beneficiaries in village
TOTAL				**505***	**19%**
Sulawesi Selatan	Luwu Timur	Burau	Asanah	33	18%
			Burau	29	21%
		Wotu	Kalaena	22	23%
			Tarengge	18	18%
	Luwu Utara	Baebunta	Baebunta	39	28%
			Lara	40	14%
		Sabbang	Malimbu	53	16%
			Pengkendekan	39	20%
Sulawesi Tenggara	Kolaka Timur	Ladongi	Atula	24	20%
			Wunggoloko	24	22%
		Tinondo	Ameroro	19	23%
			Solewatu	20	16%
	Konawe Selatan	Andoolo	Ataku	35	17%
			Bumi Raya	34	24%
		Basala	Iwoi Mendoro	37	33%
			Tombekuku	39	14%

* A total of 554 surveys were conducted, with 505 retained for analysis after data cleaning.

Table 9: Sample size for surveys, FGDs, and KIIs

Stakeholders		Survey	FGDs	KIIs	Method
Beneficiaries (Cocoa farmers)		505	4	-	Face-to-face
Program stakeholders (Cocoa companies, farmer groups, service providers, etc.)		-	-	10	Face-to-face and virtual
SECO program team		-	-	4	Virtual
Swisscontact team		-	-	3	Virtual
Other stakeholders (Industry platforms, research entities, industry experts, etc.)		-	-	18	Virtual
Total		**505**	**4**	**35**	-

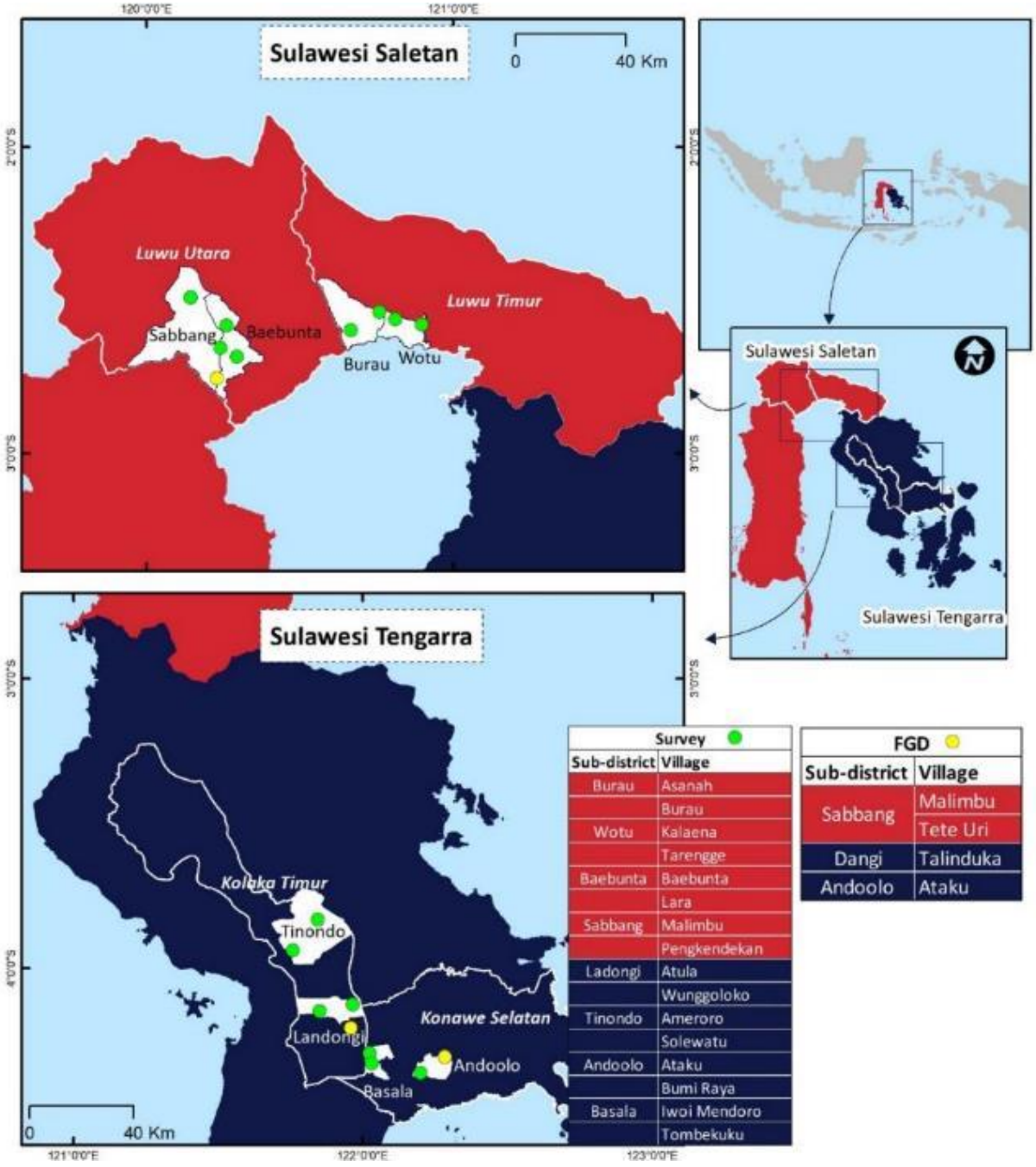
Margin of Error (MoE) Calculation

The Margin of Error (MoE) was calculated individually for each chart using the custom error bar feature in Microsoft Excel. The calculated MoE was then applied to represent the upper and lower bounds of the estimates.

The MoE calculations are based on the following formulas:

$$MOE = z \times \frac{SD}{\sqrt{n}} \qquad MOE = z \times \sqrt{\frac{p(1-p)}{n}}$$

Where:
z: The z-score for 95% confidence level (1.96)
SD: The standard deviation of the data for the parameter being analyzed
n: The sample size associated with the data point for the chart
p: A proportion (i.e., count/total)



Survey	
Sub-district	Village
Burau	Asanah
	Burau
Wotu	Kalaena
	Tarengge
Baebunta	Baebunta
	Lara
Sabbang	Malimbu
	Pengkendekan
Ladongi	Atula
	Wunggoloko
Tinondo	Ameroro
	Solewatu
Andoolo	Ataku
	Bumi Raya
Basala	Iwoi Mendoro
	Tombekuku

FGD	
Sub-district	Village
Sabbang	Malimbu
	Tete Uri
Dangi	Talinduka
Andoolo	Ataku

Figure 9: Map of the farmer survey and FGD sampling locations

Quality control and data protection

The two field research leads were in the field working with the enumerators, with dedicated time for multiple trainings and practical support, as well as the supervision and coordination of their work. The

survey, conducted using the KoBoCollect tool, employed restricted value ranges (e.g., setting realistic limits for age) and specific data formats to minimize data entry errors. During field data gathering, Agramondis team also checked incoming surveys as well as the FGDs and KIIs notes daily for plausibility, consistency, and completeness. This allowed us to give immediate feedback to the field teams and clarify or re-collect erroneous data while they were still in the same area, particularly during the pilot phase. All respondents were informed about the purpose of the interview and asked for their consent before conducting the interviews and FGDs.

Data analysis and evidence quality

Qualitative and quantitative analyses: We used a mixed-method approach including quantitative and qualitative data analysis. Quantitative data analysis was used to summarize descriptive statistics of the program outcome and impact indicators through trend analysis and *t*-tests. Insights from qualitative data from FGDs and KIIs were distilled through thematic analyses and complemented with desk research. An evaluation matrix linking evaluation questions with data sources, data collection methods, data analysis procedures and main findings, is provided in Annex I.

Structured contribution analysis: The framework and structure of this ex-post evaluation were based on the **OECD DAC criteria**, focusing on **relevance, coherence, impact, and sustainability**. Additionally, the evaluation assessed the replicability of the intervention to understand its broader applicability. The theory of change and **logic model** were closely examined to ensure coherence and alignment throughout the evaluation, clearly illustrating the connection between program activities and their long-term outcomes.

We utilized **Contribution Tracing (CT)** to identify and analyse potential evidence of causal connections. Contribution tracing is a rigorous quali-quantitative approach for establishing the validity of contribution claims in impact evaluation. This approach examines whether there are clear causal connections between the **SCPP interventions** and the program objectives, allowing us to claim contributions from the program while acknowledging contributions from external factors, such as similar programs implemented during and beyond the program's duration.

Due to the rigorous nature of CT and the significant evidence required to substantiate contribution claims, the evaluation focused on the **two key sustained impacts of the program** to date, in alignment with the ex-post evaluation's emphasis on long-term outcomes and sustainability. A third contribution claim, reflecting the sustainability objectives of the evaluation, was also included. The contribution claims are as follows:

1. **The SCPP program has contributed to the reduction in poverty in the Indonesian cocoa sector.**
2. **The SCPP program has contributed to the mitigation of GHG emissions in the Indonesian cocoa sector.**
3. **The SCPP interventions, including activities, tools, and methodologies developed, continued after the program ended.**

Our approach to linking collected data to the **theory of change** involved prioritizing indicators that directly connect the program objectives to the contribution claims under assessment. Indicators with weak or overly remote connections were discarded to focus on priority ones, enabling the depth of analysis required for rigorous evaluation.

To **increase confidence in contribution claims**, we tested for alternative explanations by conducting a **systematic search for potential alternative rationales**. This process included gathering information and triangulating evidence across various sources, such as desk reviews, discussions with program stakeholders, and case studies.

We managed the evidence workflow using an **Evidence Analysis Database and Table**, categorizing evidence by source, type, causal mechanism, and strength of evidence. This allowed us to classify findings by confidence levels, ranging from **strong to weak confidence**.

While the methodology incorporates probabilistic elements (e.g., sensitivity, specificity, and the systematic testing of evidence), prior probabilities were not explicitly defined, nor was Bayesian updating fully applied. As such, the methodology only **partially align with Bayesian principles**. It is better described as a **structured contribution analysis incorporating probabilistic logic**, which ensures a rigorous and systematic assessment of causal contributions without fully relying on Bayesian inference.

Annex VI: Contribution tracing table

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
The SCPP program has contributed to the reduction in poverty in the Indonesian cocoa sector.	Primary data Key informant Interviews Focused Group Discussions	Evidence from KIIs indicates that beneficiaries have sustained cocoa yields and incomes post-SCPP, a finding further supported by insights from FGDs conducted in the surveyed provinces. The PPI data from surveyed non-Koltiva-supported and Koltiva-supported beneficiaries provided quantifiable validation of sustained poverty reduction.	Other factors such as external agricultural programs on cocoa or other commodities (e.g., ACTIVE, TRACTIONS) might have influenced income levels, but the clear disparity between Koltiva and non-Koltiva-supported beneficiaries strengthens attribution to SCPP.	Evidence is not as substantial as the one with high confidence (0.6 - 0.79) **SV = 0.7**	**Rather strong evidence:** When assessing poverty using the Poverty Probability Index (PPI) with a threshold of $2.50/day, the proportion of farmers living above this poverty line has slightly increased for Koltiva-supported farmers, rising from **40% at baseline to 41% at ex-post**. In contrast, for non-Koltiva-supported beneficiaries, only **42% are above the $2.50/day threshold** at ex-post, meaning **58% remain below the poverty line**, compared to 40% at baseline.	Evidence is directly linked to the claim (< 0.5)	**Direct evidence:** Higher income levels are specifically observed among Koltiva-supported beneficiaries, linking directly to SCPP's influence. Insights from KII show that the average yield for SCPP farmers is around 700 kg/ha while the average cocoa farmer usually achieves a maximum of 500 kg/ha. **SV = 0.1**	0.9	High/strong confidence

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
The SCPP program has contributed to the mitigation of GHG emissions in the Indonesian cocoa sector	Primary data Key informant Interviews Focused Group Discussions	Findings on GHG emissions from primary data (organic/inorganic fertiliser usage and application rates) were partly supported by qualitative insights from KIIs, especially on the increased use of organic fertilisers. However, data for carbon sequestration estimations was not available, especially among Koltiva-supported farmers, post-SCPP. This limited triangulation.	Broader adoption of sustainable practices such as compost usage during ongoing programs, post-SCPP might explain the observed results.	There is not enough information to evaluate a claim (NA)	**Limited evidence**: The average post-SCPP GHG emission from agri-inputs among Koltiva-supported farmers is 0.54 kg CO2e per kg cocoa (similar to the overall SCPP achievement) and most of these have adopted organic fertilisers. On the other hand, non-Koltiva-supported farmers generate 0.38 kg CO2e/kg of cocoa on the average. Furthermore, there is no clear trend in residues management methods post-SCPP and carbon sequestration could not be estimated.	No information (0.5)	**Insufficient evidence:** There is insufficient clarity on whether the observed GHG emission levels (especially carbon sequestration post-SCPP) are directly attributable to SCPP intervention.	NA	Insufficient information
Market-oriented supply chain actors continue to provide training to cocoa farmers, and this contributes to sustaining the program outcomes/impacts.	Primary data Key informant Interviews Focused Group Discussions	Evidence from primary data indicated ongoing training efforts among Koltiva-supported farmers, which was validated by FGDs. However, continued support by market actors is very low among survey participants.	-	Evidence is not as substantial as the one with high confidence (0.6 - 0.79) **SV = 0.6**	**Mixed evidence:** Some farmers are still trained while others are not. Also, there is evidence of decline in the number of supply chain actors involved during the program. For example, among Koltiva-supported beneficiaries (who largely still receive about 2 training per year), only 6 of 14 supply chain actors (including Koltiva) are still active.	Evidence is directly linked to the claim (< 0.5)	**Direct evidence:** Ongoing training among Koltiva-supported farmers links closely to SCPP's intended outcome of sustained capacity-building. **SV = 0.4**	0.6	Rather high/strong confidence

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
The approaches and tools developed under SCPP (e.g., FarmNetX, the Farm Coaching Plans, NextGen etc.) are still utilized by cocoa farmers in supported districts, and contribute to sustaining the program impacts.	-Primary data -Key informant Interviews -Focus group discussions	KIIs, FGDs, and surveys showed mixed results regarding the continued use of SCPP tools. Usage tended to be notably higher in provinces where supply chain support is still ongoing. .	-	Evidence is not as substantial as the one with high confidence (0.6 - 0.79) **SV = 0.6**	**Mixed evidence:** SCPP approaches are still utilized, though more in some provinces where support has continued and less in others. The main reason for discontinuation, particularly in Sulawesi Tenggara, was a lack of recall of the approaches. This may be attributed to the absence of supply chain companies that had supported farmers during SCPP.	Evidence is directly linked to the claim (< 0.5)	**Direct evidence:** SCPP approaches are uniquely named, (e.g., FarmNetX, the Farm Coaching Plans, NextGen, etc.) and are the results of no other initiatives other than the program. **SV = 0.1**	0.9	High/strong confidence
SCPP's approaches are sustaining incentives for cocoa farming and facilitating ongoing capacity building in cocoa and other Indonesian commodity sectors	-Primary data -Focus group discussions	KIIs, FGDs, and surveys showed mixed results regarding the continued use of SCPP tools. Usage tended to be notably higher in provinces where supply chain support is still ongoing. .	-	The evidence is not substantial (<0.4) **SV = 0.4**	**Limited evidence:** Not all SCPP approaches are sustainaing incentives for cocoa farming. For example, among surveyed beneficiaries, GAPs were perceived more beneficial compared to NextGen.	Evidence comes from sources other than the claim (> 0.5)	**Indirect evidence:** We cannot establish a clear and direct link between SCPP and the sustained use of its approaches. There is partial suggestive link that supports the claim to some extent but lacks the robustness needed for direct evidence. **SV = 0.7**	0.4	Low/weak evidence

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
SCPP-trained farmers have adapted their business models in response to fluctuating cocoa prices and market demands and sustained improvements in productivity and income achieved by the end of the program	-Primary data	Triangulation included survey and KII data showing moderate-to-high adaptations such as crop diversification and behaviors such as better attention to farm maintenance for more benefits.	Market factors, such as fluctuating prices and internation demand, could naturally drive adaptation.	Evidence is not as substantial as the one with high confidence (0.6 - 0.79) **SV = 0.6**	**Rather strong evidence from surveys:** The evidence gathered shows that while not all farmers have fully adapted, a reasonable proportion (over 60%) have made at least moderate adjustments to their business models. This indicates that there is a fair amount of support for the claim, though the extent of adaptation varies widely. The adaptation behaviors, such as diversifying crops or focusing on cocoa quality and yield, align with the claim but suggest that the adaptation might not be widespread across all farmers.	Evidence is directly linked to the claim (< 0.5)	**Direct evidence:** Since the evidence is derived from SCPP-trained farmers' specific responses, such as diversifying crops, improving cocoa quality in response to fluctuatingg prices, it strongly indicates that these adaptive behaviors were influenced by SCPP training. So, without the program, it is less likely we would see such a structured and program-specific approach to adaptation, especially in areas like quality improvement and yield adjustment. **SV = 0.4**	0.6	Rather high/strong confidence

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
The supply chain linkages developed during the SCPP have evolved, particularly in relationships with buyers and producers.	-Primary data	Triangulation involved data from KIIs and FGDs, which provided evidence of sustained linkages, particularly among Koltiva-supported farmers. Survey data highlighted a significant reliance on village traders, which limited evidence strength for evolved supply chain linkages.	General improvements in the cocoa sector or initiatives by non-SCPP actors could explain the evolution of supply chain actors.	The evidence that supports the claim is less substantial (0.4 - 0.59) **SV = 0.5**	**Limited evidence:** Evidence of sustained/evolved relationships between buyers and producers may depend on continued farmer support and training by supply chain actors. For example, most survey participants were not certified and longer receiving training and could potentially sell produce to any buyer (we found that 70% of farmers sold to a collections trader in the village while none sold to a certified village collector). However, there is a possibility that the linkages developed during SCPP have evolved among Koltiva-supported farmers who are mostly certified and received premiums	No information (0.5)	**No direct evidence:** While supply chain linkages could evolve naturally over time and other market forces could also influence these linkages, direct evidence of SCPP's impact would involve relationships specifically tied to program activities (which we could not ascertain). On the other hand, the program's focus on strengthening supply chain connections would make the observed linkages less likely to occur (especially among Koltiva-supported farmers) without SCPP's influence. **SV = 0.5**	0.5	Rather low/weak confidence

Claim	Evidence used	Triangulation	Alternative explanations	Sensitivity (probability of finding evidence if claim is true) / Sensitivity Value (SV)	Justification for sensitivity value	Specificity - Type 1 error (Probability of finding evidence (if claim is not true)	Justification for specificity / Specificity Value (SV)	Posterior	Strength of evidence
SCPP has left a lasting impact on the plans and activities of the Indonesian government and other key actors in the cocoa sector in Indonesia	-Desk research -Primary data	Desk research and KIIs provided evidence of SCPP's influence on Indonesia's agricultural curriculum and policy frameworks while abundant primary data highlighted the inclusion of SCPP-derived practices in national agricultural strategies.	Factors such as international market trends might have contributed to changes in the cocoa sector post-SCPP.	Evidence is not as substantial as the one with high confidence (0.6 - 0.79) **SV = 0.6**	**Limited evidence from desk research:** Though 24 studies leading to policy papers/improved regulations/policies/management practices emanated from the program, we were not able to assess their continued existence, mainly due to language barrier as the available ones are in Bahasa. **Strong evidence from primary data:** Insights from KIIs show that SCPP played a key role in shaping Indonesia's national agricultural curriculum, extending its influence beyond cocoa to include coffee and other agricultural commodities. This curriculum, developed with SCPP's input, remains a foundational resource for the country's agricultural development, providing a structured framework and guidance for enhancing productivity and sustainability across various sectors	Evidence is directly linked to the claim (< 0.5)	**Direct evidence:** While SCPP may have influenced government plans and industry activities, it is also possible that other factors, such as international market trends or national policy shifts, contributed to changes in the cocoa sector post-SCPP. Thus, finding similar evidence in the absence of SCPP is moderately likely. **SV = 0.5**	0.5	Rather low/weak confidence

Note: Posterior = Sensitivity/(Sensitivity + Specificity)