

PROJECT STATUS REPORT (PSR)

07/01/2022 - 12/31/2022 - PSR-09584

PROJECT SUMMARY

Operation number

EC-T1412

Suboperation number

ATN/OC-17352-EC

Project Name

Pacari Chocolate: Traceability and Grower's Associations

Team Leader

Paula Auerbach

Executing Agency

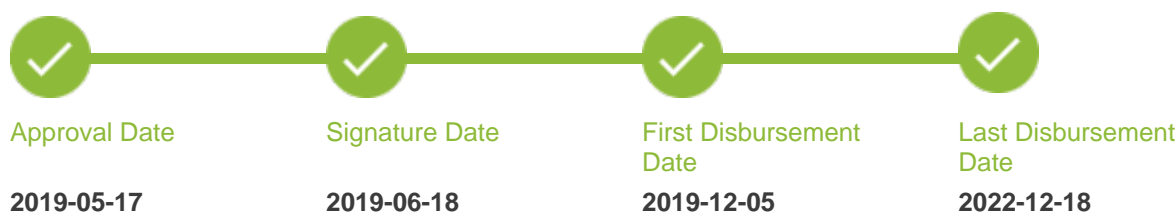
Productos Sks Farms Cia. Ltda

Purpose

Mejorar las condiciones socioeconómicas de los pequeños productores de cacao de Manabí



Project cycle



PSR SCORE



- 0 - 1 Red Flag
- 1 - 2 Yellow Flag
- 2 - 4 Green Flag

LEARNINGS

1. Risk and Lessons

1.1. Risk

1.1.1. What do you think is the biggest risk that threatens the achievement of the project objectives?

Throughout the project we have had to deal with different limitations that have for sure represent threats to achieving our objectives. One of the main risks has been the pandemic since we never knew until that moment by which way we could achieve our objectives given all the limitations that the pandemic required in its early stages. Another big factor for us has been how the situation of the country has changed through the period of execution, specially since we had to take in count to factors that appeared in the last stage of the project which was that we weren't able to accomplish the last activities with an specific association due to de insecurity in the province of Esmeraldas at the time. It was also an important factor that the directives of said association were going through internal administrative reforms and suspended all activities while the problems still had no solution.

1.2. Greatest Achievement or Failure

1.2.1. What has been the greatest achievement or failure in the last semester that affected the implementation of the project?

Our greatest achievement in the last stage was getting to see how today the communities are much more open to recibe support in activities regarding female empowerment and gender equality, this openness was the path to follow for us to provide them the knowledge and necessary tools to start implementing activities and policies that create a sustainable operation

1.3. Findings and Lessons

1.3.1. What are the most useful findings and lessons from this project that when taken into consideration could improve the execution and results of existing projects and the design of similar projects in the future? A finding describes an action, circumstance or decision that was critical in determining the positive or negative evolution of the project (for example, switching from the development of a blockchain platform to a web-based shared database reduced the cost and time devoted to implementing the traceability capabilities required by the project). A lesson is a concrete, actionable proposal based on a finding that, in similar circumstances, would facilitate problem solving, risk mitigation, and the achievement of results (for example, Develop guidelines and criteria to identify candidates that could benefit from the implementation of a blockchain platform, and assess during the design if the selected project satisfies the criteria before committing to develop one).

One of the most useful lessons definitely is understanding how operations are run within every association to maximize the impact of the workshops, the number of participants and the willingness to collaborate with us

2. Scalability and replicability

2.1. Scalability Plan

2.1.1. Now that the Project is in the execution phase, have you developed any concrete plan or action that will allow it to reach a greater number of users/clients/beneficiaries (or broader environmental or resilience to climate change and natural disasters impacts) in the future?

We are developing the proper plan and we are also working on how to generate an impact with other associations who would like to collaborate with us

2.2. Costs and Partners to Scale

2.2.1. Now that the project is in the execution phase, do you know how much it costs to offer your product / service per user / client / beneficiary? Is this a factor that could affect reaching a greater

number of users / clients / beneficiaries in the future? Has any public or private institution requested this information from you, looking for scaling or replicating the model / product / service?

We have established a base fare in regards on the programs and support we offer to our beneficiaries. For sure this is a factor that could be taken in count in reaching a greater audience, however time and availability are an important factor as well.

2.3. Facilitating or Hindering Factors

2.3.1. Has any of these factors affected the number of users/clients/beneficiaries (more/fewer) reached by the project compared to what was originally planned (or environmental or resilience to climate change and natural disasters impacts)?

[Coordination with third parties]

2.4. Scalability Scope

2.4.1. How feasible it is that the organization could reach a number of users/clients/beneficiaries 5, 10 or 100 times the number originally planned in the project design, five years after the project ends?

[It could reach between 10 times and 100 times the number of users/clients/beneficiaries originally planned in the project design five years after its closure]

2.4.2. How likely is the organization to reach that number five years after the project ends?

[Probable (more than 50% but less than 90% chance)]

2.5. IDB Group business relation

2.5.1. Has a business relation been created with another part of the IDB Group different from IDB Lab?

no

2.6. Replicability Partners

2.6.1. Are you aware of any other entity at a national or international level that has copied / replicated completely or partially the business model of the project? Did you collaborate in the process with that entity?

[No]

2.7. Replicability Scope

2.7.1. Number of users / clients / beneficiaries reached by entities that have fully or partially replicated / copied the business model / products / services implemented with the support of the project?

[Less than 2 times the number of users / clients / beneficiaries planned in the original project design]

2.7.2. Have you experienced, in the last year, significant expansion (50% or more) of the reach of the business model of the project beyond what was expected in the original project design (due to increasing of the organizational size, operational scope or geographic spread)?

[No]

2.7.3. Number of users / clients / beneficiaries reached as of the end of the year?

[Less than 2 times the number of users / clients / beneficiaries planned in the original project design]

2.8. Sustainability

2.8.1. How do you think the project will continue once the IDB Lab financing ends? Examples: it has identified external financing sources to continue operating, it has reached the breakeven point through the sale of services and products, it has obtained the support of public institutions or the private sector, it will adjust the business model to remain viable (via franchises, etc.)

Although our project with the IDB Lab is over, we believe in having sustainable relationships with the agriculturists and associations we work with, so independently of working with the IDB Lab we will continue with our planning and schedule with each association on acquiring the knowledge and learnings we have practiced all these years

3. Implementation

3.1. Facilitating or Hindering Factors

3.1.1. What specific aspects have (positively or negatively) affected the implementation of the project the most?

[Coordination with third parties, Quality of consultants / suppliers, Available resources]

3.1.2. Explain in detail how these factors that you identified have made the implementation of the project easier or more difficult

Quality of consultants and availability of resources have been crucial at the moment of establishing the operations that we have to execute. The quality of consultants is important when it comes to reach our objectives.

3.2. Novel Technologies Factors

3.2.1. If the project makes use of novel technologies or methodologies, what factors have facilitated or hindered the implementation of the technological solution initially proposed by the project?

[Previous experience of the executing agency / client with the technology, Access to subject matter experts by executing agency/client]

4. Development Outcomes (Quantitative)

4.0 Has your project contributed to any of the following indicators in the last 12 months (last year)?

[4.1. Number of companies benefited]

4.1. Number of companies with improved business performance or productivity

Total

2

Companies Owned/Led by Men

2

Companies Owned/Led by Women

2

4.1.2. Indicate which indicator in the results matrix is related to your answer, or how did you calculate this number?

tons of cacao bought from the association and price per cacao sack

4.1.3. What type of services did the companies receive?

[Non-Financial]

4.1.4. Please select how the project is benefiting these companies

[Improved productivity or business performance (e.g. improved sales/reduced costs/improved profitability/return on capital/yields/labor productivity, Reduced climate risk or improved climate resilience of the Business]

4.5. Data Source

4.5.1. What kind of verification sources have you used to report the data you provided in this section? (Please select all that apply)

[Administrative information]

5. Development Outcomes (Qualitative)

5.1. Target population identified in the design

Is the target population that was identified in the design being reached by the project? Select the target population actually reached by the project that was originally identified in the project design.

[Afro-descendants, Indigenous population, Rural population, Women]

5.2. Population served NOT identified in the project design

5.2.1. Select if there are Groups that were NOT originally identified in the project design but are being reached in the execution phase?

[None]

5.3. Facilitating or Hindering Factors

5.3.1. Factors that have affected (facilitated or hindered) reaching these groups, or the resilience/environmental impacts, in the numbers/dimensions that the project had originally planned.

[Adaptation of the product/service to the needs of the clients/users/beneficiaries]

5.3.2. Explain in detail how these factors that you have identified have affected the ability of the project to reach the groups (achieve resilience/environmental impacts) in the numbers/dimensions originally expected





Reaching the most members of the associations has depended on adapting our services to them, every single association works differently and reacts differently, which is why getting to know their necessities generates a bigger impacts in the way that we make knowledge something accesible and open to all kinds of persons

INDICATORS

 Overachieved  Achieved  Pending  In process  Overdue

C1: Adaptación al cambio climático y productividad





Weight: 35% Qualification: High Satisfactory

| 50% | | 50% | |
|--|-------------------|-------------------|---|
| Indicators | Planned | Achieved | Status |
| I1 Agricultores de Manabí que adquieren certificación orgánica y tienen una hoja de ruta de permacultura para adaptación al cambio climático | 100 (2023-01-18) | 108 (2023-01-31) |  |
| I2 Hectáreas manejadas de manera sostenible a través de prácticas orgánicas, técnicas biodinámicas y permaculturales | 160 (2023-01-18) | 294 (2021-12-31) |  |
| I3 # Agricultores con certificación biodinámica | 60 (2022-12-18) | 1 (2023-01-31) |  |
| I4 Productividad promedio por hectárea (quintal/Ha) de los productores participantes en el proyecto | 10 (2022-12-18) | 9 (2021-06-30) |  |

C2: Mejora de la gestión comercial de las asociaciones promoviendo equidad

Weight: 11% Qualification: High Satisfactory





| 40% | | 60% | |
|--|-----------------|-----------------|--------|
| Indicators | Planned | Achieved | Status |
| I1 Asociaciones de productores con mapeo de actividades productivas y responsabilidades en sus | 3 (2022-12-18) | 2 (2022-12-18) | |

| | | | | |
|----|---|------------------|-------------------|---|
| | hogares | | |  |
| I2 | Asociaciones que han tenido actividades de sensibilización sobre la participación de la mujer | 3 (2022-12-18) | 2 (2022-12-18) |  |
| I3 | % de mujeres participantes en las actividades de las 3 asociaciones de Manabí | 30 (2022-12-18) | 70 (2022-12-18) |  |
| I4 | Asociaciones que han tenido talleres de gestión financiera en el hogar (Contabilidad familiar, uso de cuentas, gestión y planificación financiera) y gestión comercial. Talleres haciendo uso de tecnologías. | 3 (2022-12-18) | 2 (2022-12-18) |  |
| I5 | Material didáctico sobre asociatividad (ej. Mycoop o Minegocio) al contexto de las asociaciones de productores de cacao en formatos replicables (videos youtube, herramientas online) | 0 (2022-12-18) | Yes (2022-10-25) | |

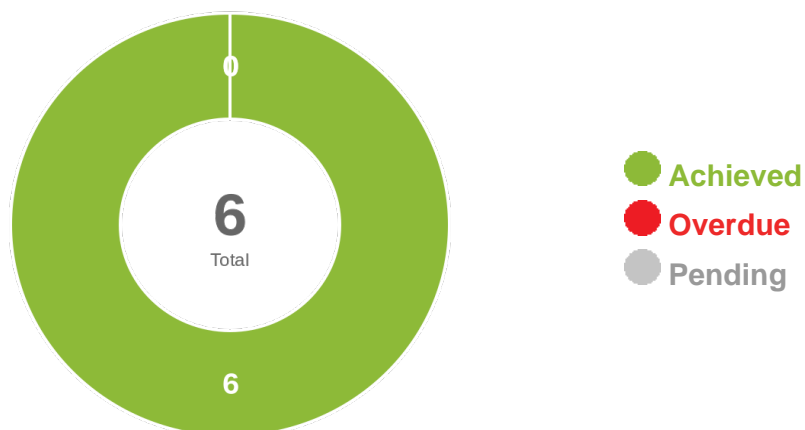
C3: Tecnologías de Trazabilidad de Cacao

Weight: 54%

Qualification: High Satisfactory

| 83% | | 17% | |
|---|------------------|-------------------|---|
| Indicators | Planned | Achieved | Status |
| I1 Asociaciones en Manabí que incorporan sistemas internos de control (SIG) válidos para trazabilidad, deben cumplir con las exigencias de los certificadores, estándares nacionales de calidad e incluir estrategias de sostenibilidad | 3 (2022-12-18) | 3 (2021-06-30) |  |
| I3 Sistema de monitoreo en la trazabilidad mineral y bioquímica en el cacao implementado | 0 (2022-12-18) | Yes (2022-10-17) | |
| I2 Asociaciones con sus áreas mapeadas por composición mineral y bioquímica en los suelos, hojas y almendra en Ecuador | 15 (2022-12-18) | 15 (2020-12-31) |  |
| I4 Pilotos para la gestión de la presencia de minerales y bioquímicos en el cacao (prevención y remediación) | 3 (2022-12-18) | 3 (2021-06-30) |  |
| I5 # Asociaciones con estrategia para la gestión de la presencia de minerales (prevención, mitigación, gestión y remediación) | 3 (2022-12-18) | 1 (2022-10-17) |  |
| I6 Piloto de blockchain para transparentar la trazabilidad y poner en valor características del cacao fino de aroma | 0 (2021-12-18) | Yes (2022-12-18) | |

MILESTONES



Milestones

| | Achieved Value | Due Date | Achieved Date | Status |
|---|----------------|------------|---------------|--------|
| *Acompañamiento para la para la renovación de certificación orgánica de productor | 180 | 2021-06-30 | 2021-03-24 | ✓ |
| *Número de Agricultores con hoja de ruta de implementación para el manejo y cer | 80 | 2021-12-31 | 2021-12-31 | ✓ |
| *Cumplimiento condiciones previas | 2 | 2019-12-30 | 2019-11-29 | ✓ |
| *Asociaciones incorporan sistemas internos de control | 2 | 2020-06-30 | 2020-12-31 | ✓ |
| *Asociaciones mapean sus áreas por composición | 4 | 2020-12-30 | 2020-12-31 | ✓ |
| *# Asociaciones que han tenido actividades de sensibilización en género | 3 | 2022-06-30 | 2022-06-29 | ✓ |