



Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO ENERO 2017 - JUNIO 2017

SECCIÓN 1: SÍNTESIS DEL PROYECTO

NOMBRE DEL PROYECTO: Gestión de Riesgos para el Comercio Sostenible de Café: Un Modelo Mejorado con E

Nro. Proyecto: RG-T2840 - Proyecto No.: ATN/ME-15839-RG

Propósito: To increase the capacity of 16 cooperatives to implement and manage effective strategies in price hedging for their members.

País Administrador

COSTA RICA

País Beneficiario

COSTA RICA

Agencia Ejecutora:

STICHTING OIKOCREDIT INTERNATIONAL
SUPPORT FOUNDATION

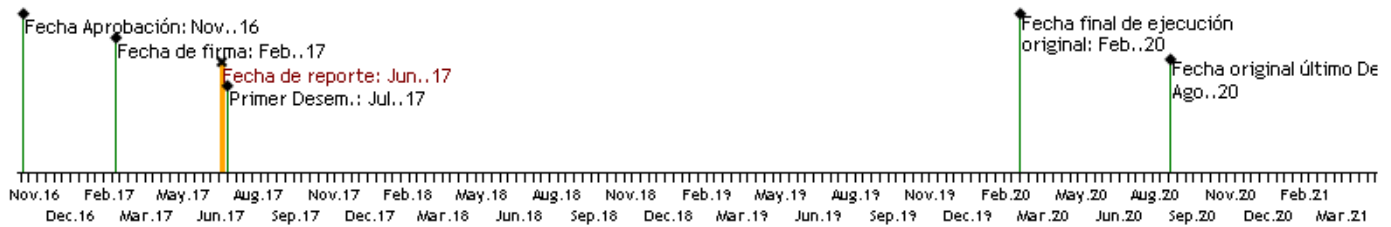
Líder equipo de diseño:

BETSY MURRAY

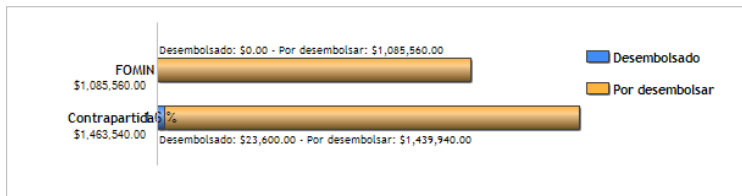
Líder equipo de supervisión:

BETSY MURRAY

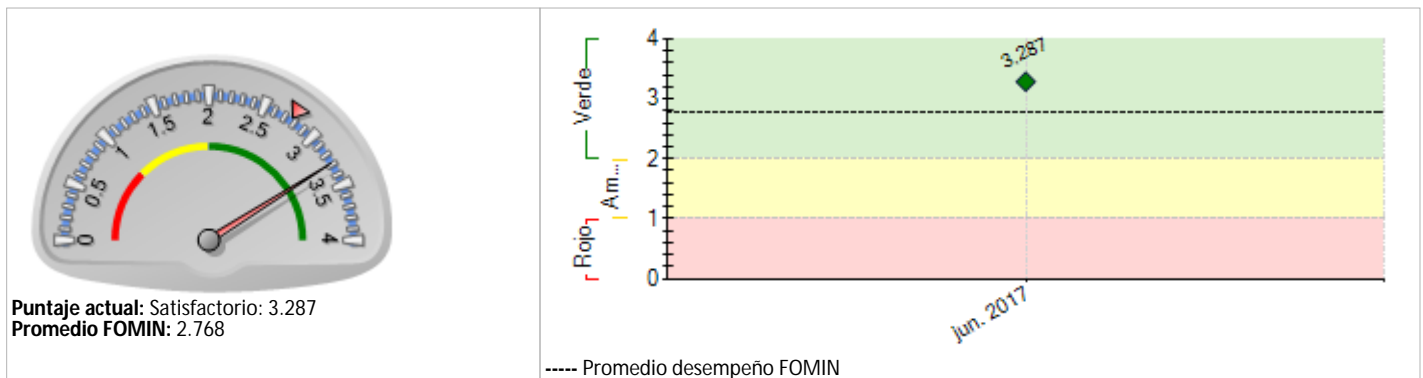
CICLO DEL PROYECTO



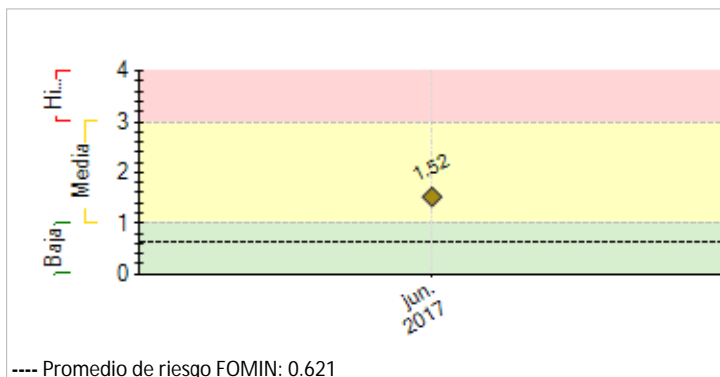
RECURSOS



PUNTAJE DE DESEMPEÑO



RIESGOS EXTERNOS



CAPACIDAD INSTITUCIONAL

Riesgo
Administración Financiera:
Adquisiciones:
Capacidad Técnica:

SECCIÓN 2: DESEMPEÑO

Resumen del desempeño del proyecto en los últimos seis meses

Total count of registered coffee organization is 22. 19 signed commitment letters have been received. 1 organization (CIATRI RL) has stepped down from the project. Coop Cadeñhuila (Colombia) has been added as replacement.

- The project formalized hiring of PRM training consultant, Sara Morrocchi, responsible for developing training content for 3 PRM training modules and manuals. These materials are key to workshop implementation in Central America (CA) and South America (SA).
- The project formalized hiring of consultant and specialist in adult education, Mario Lanao, to advise training modules using andrology learning techniques.
- CA Baseline Study was done in June, 12 organizations were evaluated against the project's assessment tools. The result will help categorize each participant by technical and practical knowledge and experience with PRM Tools.
- Meal Operating Manual is close to completion. Expected date for submission is 08/24/17.
- PRM Simulator. The Woodard Lab at Cornell Univ. will develop the foundational database and structure; and Software for Good, a private firm is set to develop the front-end, user experience (TBD)
- Baseline Study from SA is scheduled for August'17. It will include visits to organizations in Colombia (3) and Peru (8).
- First training workshop (Basic) for CA will be held in Honduras; on dates 10/09/17 – 10/13/17. First training workshops (Basic and Intermediate) for SA will be held in Peru; on dates 02/19/18 – 03/02/18.

Comentarios del líder de Equipo de Supervisión

De acuerdo con los comentarios de la Agencia Ejecutora

The Executing Agency has set in motion the key elements of project implementation, which should enable the training program to be carried out during the most convenient periods for the beneficiary coffee producers organizations. The project team has an important role in partner management, both among the participating agencies that each bring technical expertise to the project, as well as the beneficiary organizations.

SECCIÓN 3: INDICADORES E HITOS

Indicadores		Linea de base	Intermedio 1	Intermedio 2	Intermedio 3	Planificado	Logrado	Estado
Fin: To mitigate the price volatility faced by smallholder farmers organized in cooperatives in Latin America.	I.1 Net market margin after cost of goods, variable, fixed and financial costs (US\$/bag of coffee)	0				30	0	
		Feb. 2017				Feb. 2020		
Propósito: To increase the capacity of 16 cooperatives to implement and manage effective strategies in price hedging for their members.	R.1 Net market margin after cost of goods, variable, fixed and financial costs (US\$/bag of coffee)	0				30	0	
		Feb. 2017				Feb. 2020		
Componente 1: PRM Organizational Strengthening Peso: 40% Clasificación: Satisfactorio	C1.1 Percentage of total traded volume covered by price risk management strategies, disaggregated by type of strategy (open positions, financial) - Open Position Coverage	0				100		
		Feb. 2017				Feb. 2020		
	C1.2 Percentage of total traded volume covered by price risk management strategies, disaggregated by type of strategy (open positions, financial) - Financial Coverage	0				50		
		Feb. 2017				Feb. 2020		
	C1.3 Number of cooperatives that are effectively and sustainably managing price risk, disaggregated by type of strategy (open positions, financial)	0	5	10		16		
		Feb. 2017	Feb. 2018	Feb. 2019		Feb. 2020		
Componente 2: PRM Toolkit Peso: 30% Clasificación: Satisfactorio	C2.1 Number of cooperatives using financial-based price risk management strategies	0	5	10		16		
		Feb. 2017	Feb. 2018	Feb. 2019		Feb. 2020		
	C2.2 Number of cooperatives that use the web-based Price Risk Simulator	0	5	10		16		
		Feb. 2017	Feb. 2018	Feb. 2019		Feb. 2020		
Componente 3: Peer to Peer Learning Apprenticeship Program Peso: 5% Clasificación: Satisfactorio	C3.1 Number of learning agendas design for Peer-to-Peer visits	0				2		
		Feb. 2017				Feb. 2018		
	C3.2 Number of peer-to-peer visits conducted	0	1			2		
		Feb. 2017	Feb. 2018			Feb. 2019		
Componente 4: Options Financing Peso: 25% Clasificación: Satisfactorio	C4.1 Total value of lending received by cooperatives used to adopt financial instruments for price risk management (US\$/per commercialization cycle)	0	300000	500000		900000		
		Feb. 2017	Feb. 2018	Feb. 2019		Feb. 2020		
	C4.2 Share of total lending received by cooperatives that is used to adopt financial instruments for price risk management (US\$/per commercialization cycle)	0	5	5		10		
			Feb. 2018	Feb. 2019		Feb. 2020		
	C4.3 Number of cooperatives that open a brokerage account	0	3	6		8		
		Feb. 2017	Feb. 2018	Feb. 2019		Feb. 2020		

Hitos	Planificado	Fecha Vencimiento	Logrado	Fecha en que se logró	Estado
H1 Conditions Prior	1	Ago. 2017	1	Jun. 2017	Logrado
H1 Meal System / SenseMaker in place	1	Ago. 2017			
H2 Final Selection of 16 Cooperatives	1	Ago. 2017	1	May. 2017	Logrado
H3 Price Risk Simulator fully functional	1	Dic. 2017			
H4 At least 3 trainings workshops implemented (basic, intermediate, advanced)	1	Feb. 2018			

FACTORES CRÍTICOS QUE HAN AFECTADO EL DESEMPEÑO
[No se reportaron factores para este período]
SECCIÓN 4: RIESGOS
RIESGOS MÁS RELEVANTES QUE PUEDEN AFECTAR EL DESEMPEÑO FUTURO

	Nivel	Acción de mitigación	Responsable
1. Coordination Risks among project partners: Partners may have a different level of priority towards the project that may affect their time of response.	Media	Mitigation actions to reduce risk exposure include regular meetings with project partners using web-based conference softwares, to check on the advancements of tasks and commitments. A bulletin board with the latests updates of the project will be put in place to keep partners with current information.	Project Guest
2. Methodology Risks: The proposed methodology requires institutional commitment to adopt the best practices.	Media	This risk should be reduced through the proposed strategic selection process of participating cooperatives. Oikocredit will closely monitor training results and also engage in ongoing follow-up with board and staff, as well as buyers and lenders, to identify lags in real time and ensure meaningful buy-in from institutions and stakeholders.	Project Guest
3. Organizational Risks at the Cooperative Level: There are high rates of coop personnel rotation that could affect the project's execution.	Media	The coop assessment tool will look at governance issues as a decision factor. It is also expected that the PRM training will strengthen cooperative leadership and that the training program becomes an incentive for staff and board members to invest more deeply in their organization, resulting in higher immediate retention.	Project Guest
4. Desertion: Participants leave the program or cannot attend all of the required trainings.	Media	There are several means of mitigating this risk built into project design; 1) selecting cooperatives who demonstrate demand for these trainings and tools through the selection process; and 2) scheduling trainings in the off season to avoid conflicts with coffee harvests. These two measures ensure cooperatives are able to attend trainings and that they indicate a strong demand to attend.	Project Guest

NIVEL DE RIESGO DEL PROYECTO: Media **NÚMERO TOTAL DE RIESGOS:** 4 **RIESGOS VIGENTES:** 4 **RIESGOS NO VIGENTES:** 0 **RIESGOS MITIGADOS:** 0

SECCIÓN 5: SOSTENIBILIDAD
Probabilidad de que exista sostenibilidad después de terminado el proyecto: MP - Muy Probable

FACTORES CRÍTICOS QUE PUEDEN AFECTAR LA SOSTENIBILIDAD DEL PROYECTO
[No se reportaron factores para este período]
Acciones realizadas o a ser implementadas relativas a la sostenibilidad:

Actions which would have an impact on project sustainability and replicability include the design and structuring of 3 PRM training modules, including the definitions of training content and areas of study disaggregated by competencies according to the participant's role in the organization. Furthermore, evaluative tools to assess project participant's knowledge and progress towards improving price risk management capabilities (SenseMaker and E-value), and the development of an Excel-based monitoring tool to track coffee organization's open position management on a monthly basis; will ensure the understand of project impact.

SECCIÓN 6: LECCIONES PRÁCTICAS

	Relativo a	Autor
1. The MEAL System comprises the different tools that have been developed or adapted for the holistic evaluation of the project and its progress. Due to this fact, the editing and issue of a MEAL Operating Manual prior to the design and implementation of the Baseline Study (based on MEAL components) would have been of great importance for a more comprehensive application of its various assessment tools.	Design	quintanilla, jorge