

INDONESIA

Coffee Farmers Grow Their Business from the Ground Up



BACKGROUND

Since 2013, Lutheran World Relief has worked with smallholder coffee farmers in Indonesia, who struggle to make a decent living in the competitive coffee market. LWR helps these farmers improve coffee quality, increase productivity, improve access to capital and become stronger business partners, all leading to higher incomes and a better life for their families.

LWR has partnered with coffee farmers across the globe for nearly 30 years and continues this work today under **Ground Up: The LWR Coffee and Cocoa Initiative** (lwr.org/groundup).

Listed here is a sampling of successful activities conducted with the following partners under several of LWR's coffee projects in Indonesia.

PARTNERS:

Fair Trade USA; Rabobank; Progreso; Yayasan Orangutan Sumatera Lestari (Orangutan Information Centre); Lembaga Advokasi dan Penguatan Masyarakat Sipil- Ngada

Increasing Productivity

- Reached 116,423 people, predominantly small-scale coffee producers belonging to 24 cooperatives/farmers groups.
- Trained more than 3,724 farmers in **good agriculture practices (GAP)** related to pruning, pest and disease control, harvesting and post-harvest handling, soil management and organic coffee management in order to increase their farm's overall productivity.
- Surveyed a sampling of one project's participants and found that 70% of respondents (77 farmers) claimed their **production had increased** in the last 3 years because they improved the way they manage their farm based on training received.
- Installed **8 wet mill processing facilities** and **11 organic fertilizer facilities** and trained cooperatives on their proper use to further improve crop quality and quantity.

Improving Value Chain Linkages

- Trained 321 cooperative members and their leadership on effective **cooperative management and good governance** to improve transparency and strengthen cooperative services to member farmers.
- Developed **informational, educational and communication materials** to increase the knowledge of 11,863 farmers on cooperative structure and management, and Fair Trade certification.
- Hosted **4 annual conferences in Medan, Indonesia, called Temu Kopi**, at which Sumatran coffee producers, exporters, importers, buyers and roasters had the opportunity to network with one another to build future business relationships and discuss pressing issues in the industry, such as:
 - coffee quality and certification;
 - farmer cooperative governance and value chain linkages;
 - access to credit and financing;
 - risk management



LWR has worked with coffee farmers in Aceh, North Sumatra, Bali, and NTT.

