LIST OF IDEAS
FOR THE FAIRTRADE DEVELOPMENT PLAN
FOR
CONTRACT PRODUCTION

All operators are different and will have different priorities and strategies for development. Therefore, each operator’s **Fairtrade Development Plan** is unique in terms of its chosen actions. The actions listed here are only suggestions; you are free to choose any action, even if it is not on this list.

Ideas are organized under three headings: Sustainable Livelihoods, Empowerment and Making Trade Fair.

### SUSTAINABLE LIVELIHOODS

#### Improved income

**How to enhance or supplement farmer incomes?**

- Increase productivity by incorporating new techniques and/or technologies.
- Reduce production costs, and minimize the dependency on off-farm inputs.
- Increase the level of communal purchases of inputs and other goods to lower prices paid.
- Promote other income generating activities.
- Liaise with local and international development bodies for relevant support.
- Play a role in increasing prices for farmers in the local market.
- Improve access to market information and improve negotiation skills.

**How to increase product quality and farmer’s productivity?**

- Organize and offer adequate technical assistance to registered producers upon their request, and according to their desired timeline.
- Organize and offer training to registered producers (e.g. farm to farm exchanges, sharing best practises) upon their request, and according to their desired timeline.
- Train farmers on new and efficient agricultural practices to increase productivity.
- Train farmers on quality improvement.
- Provide funds to support producers in quality improvements.
- Offer low-cost loans for replanting, and invest in the production system.
- Centrally monitor and evaluate productivity and quality e.g. via internal training structures, such as promoter farmers.
- Improve farming systems, including agro-biodiversity.

**How to support and increase workers’ income and economic benefits?**

- Offer increased salaries above legal minimums.
- Introduce other benefits (e.g. bonuses, maternity or sick pay, etc).
- Organize and offer communal purchases of food and other goods at better prices.
- Motivate farmers to share the profitability of the farm and Fairtrade related economic benefits with workers.
**Decent working conditions**

**How to ensure safe and fair working conditions for farmers?**

- Organize and undertake awareness raising and training of farmers on occupational health and safety (for non-hazardous tasks).
- Organize the collective purchase of personal protective equipment and make other collective investments in farm safety.
- Seek alliances with public institutions to incorporate producers in health campaigns.

**How to ensure safe and fair working conditions for workers?**

- Organize and undertake awareness raising and training of workers on occupational health and safety (for non-hazardous tasks).
- Organize and raise the awareness of registered producers on the importance of worker’s safety and fair working conditions.
- Develop and improve regulations on sick leave and working hours / overtime.
- Develop and improve management systems to guarantee respect of workers rights at the farm level.
- Involve worker’s representatives in discussions on safe and fair working conditions.
- Develop community programmes to combat the root causes of child labour.

**Improved living conditions**

**How to support household food security?**

- Provide training, technical assistance and inputs for agricultural diversification.
- Consider the diversification of products at the household level, and market collectively where useful.
- Develop new activities, economic initiatives and jobs at a local level.
- Promote consumption of local crops.
- Encourage savings.

**How to maintain, strengthen and create public and community services available to registered producers (and workers)?**

- Include community leaders and representatives of different local groups in needs assessments.
- Evaluate needs and projects considering the whole community.
  - Education (e.g. books and equipment, grants, investments in schools buildings and teacher’s salary, etc.)
  - Health (e.g. medicine, training, investments in health care centres and doctors)
  - Transport (e.g. public buses, investments in roads)
  - Housing (e.g. grants, house consolidation)
  - Other areas
- Cooperate actively with other local stakeholders for the realization of projects.
- Attract local, national or international public institutions and private organisations for support.
- Introduce food for work programmes for registered producers in collaboration with local or national institutions.

**How to contribute to raise workers’ standards of living?**

- Involve workers in needs assessments and Fairtrade premium decisions.
- Invest in areas that support stable and sustainable employment such as housing, health and education.
- Develop and offer collective social security schemes.
- Develop and offer a micro-credit scheme for workers to invest in alternative economic activities / have access to land.
• Encourage savings and investments in income generating projects.

**Sustainable production integrated to ecosystems**

**How to support registered producers to increase soil fertility?**

• Train on composting and the use of organic fertilizers.
• Train on potential agro-diversification systems, such as crop rotation, intercropping, ground covers and other techniques, if applicable.
• Provide low-cost ground cover seeds, fertilizers and other inputs needed for sustainable production systems.
• Encourage the development of small rural enterprises for the production of organic fertilizers.
• Support the evaluation of nutrients in the soil in order to guide proper fertilization programs.

**How to support registered producers to manage water sustainably?**

• Offer support to apply irrigation methods that minimize water consumption (e.g. drip irrigation).
• Offer support to make efficient use of water in processing (e.g. recirculation / recycling of water used for washing).
• Implement a system to predict water needs (training, methodologies, and instruments).
• Monitor the potential lowering of the groundwater level, salinization or the contamination of the water.
• Substitute non-renewable sources of water (underground water) for more renewable sources (e.g. collecting rainwater).

**How to support registered producers to reduce pesticide use?**

• Connect farmers to an extension service for implementing an integrated pest management system.
• Facilitate the exchange of good practices among registered producers
• Support programs to increase the biodiversity of farms.
• Offer support for the use of ground covers and other techniques to avoid the use of herbicides.
• Support producers in decision-making regarding the choice of appropriate plant varieties, and offer those to registered producers.
• Train lead farmers who will try out new ideas, and disseminate lessons to the community.
• Provide funding support for organic farming.
• Promote alternative controls and products which are friendlier to humans and the environment, such as biological, mechanical traps and trap crops.
• Promote among registered producers information on local suppliers for environmentally-friendly pest and weed management products, fertilizers and locally adapted seeds.

**How to reduce carbon emissions?**

• Develop and implement strategies that reduce energy consumption and that use renewable energy.
• Support the implementation of regional projects on adaptation to climate change.
• Seek programs that reward registered producers for carbon sequestration.
• Provide good examples at the organizational level to reduce carbon emissions.
• Encourage a payment for environmental services stemming from agro forestry systems applied by registered producers.

**EMPOWERMENT**

**Personal empowerment**

**How to share benefits among all social categories equitably (e.g. men and women, young and old, ethnic minorities, workers and farmers)?**
• Promote the registration of female producers.
• Promote the employment of women.
• Take into account the different impact for women and men on Fairtrade premium planning (gender approach to planning).
• Promote or reserve quotas for PEB representatives from disadvantaged/minority groups.
• Identify minority or disempowered groups amongst workers.
• Consider the particular needs of migrant, casual and temporary workers.
• Raise awareness and organize training on equality (e.g. gender equity).
• Identify the 10% weakest farmer families in a group or in a farmer society and focus on their opportunities and challenges.
• Promote partnerships with public institutions/NGOs working in similar programmes.

**How to promote workers knowing and exercising their rights?**

• Offer training to workers on how to organize effectively.
• Offer training to workers on how to negotiate effectively.
• Involve migrant, casual and temporary workers in training.
• Facilitate access to independent trade unions.
• Build partnerships with trade unions and other organizations that defend the interests of workers.

**Empowering structure**

*How to strengthen democracy and social control within the PEB and among the registered producers?*

• Promote the representation of young people and women on the PEB.
• Enhance the understanding of texts, such as the Fairtrade requirements and explanatory documents, by the registered producers (e.g. through literacy programs).

**How to become a small producer organization?**

• Seek training on accounting.
• Seek training on governance.
• Invite a successful Fairtrade certified small producer organization to share their experiences.
• Raise awareness among registered producers on the advantages of having organizational structures.

**MAKING TRADE FAIR**

**Fair trading relations**

*How to make trade fair for the registered producers?*

• Seek training on negotiation skills.
• Monitor costs of certified sustainable production.
• Associate with producer networks to strengthen the voice of producers.
• Encourage exchange visits to successful producer organizations.