

INDONESIA COOPERATIVE BUSINESS DEVELOPMENT ALLIANCE (ICBDA)

OCTOBER 2012 – MARCH 2016

FUNDED BY:

USAID \$2,000,000



ACCOMPLISHMENTS

FARMERS
TRAINED: **11,844**

PRODUCT
SOLD: **37,404
METRIC TONS**



Cassava variety UJ-5 was introduced through the project. As a high yield variety, cassava root production reached over 36,000 tons.

ICBDA

NCBA CLUSA and the Indonesia Cooperative Business Development Alliance (ICBDA) are building new value chains for cassava, black pepper and vanilla in underdeveloped regions of West Timor, South Sulawesi and the northern coast of Papua, Indonesia's largest province.

The black pepper and vanilla value chains established by this project are linking smallholder farmers to McCormick, a spice company dedicated to transparent, ethical sourcing.

ICBDA trained 11,844 farmers—exceeding the total project target of 5,550 farmers—in seedling production and crop processing and marketing. ICBDA also exceeded its performance targets for the volume of the three crops that were produced and marketed by the cooperative partners. Over three years the project marketed domestically or exported over 37,000 tons of product, compared to the target of 10,500 tons, ultimately providing \$15 million in revenue.



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INTRODUCING PEPPER - A SUCCESS

Convincing farmers to diversify their crops or try new crops can be difficult, but as the introduction of pepper, cassava and vanilla through the ICBDA project shows - success is the best marketing.

Prices for pepper produced in Sulawesi reached record levels at the end of 2015. These large price increases as well as a reliable local cash market for their production motivated a large amount of the provinces' farmers to either increase existing production or convert other existing plantation crops to pepper. Farmers producing pepper in the province will make Sulawesi a major world production area in a few years. Every farmer now growing pepper is doing so for the first time after being introduced to the crop through the ICBDA project.

Over 3,300 farmers are now growing black or white pepper under the ICBDA program in Sulawesi and Papua. This is more than triple the program target of 1,000 farmers, making aggregate marketing that much easier for large export markets. When introducing a new product to market, consistent and quality volumes are important. In addition to the project's initial production district of Bulukumba, substantial farmer plantings have now spread to several other districts of South, Southeast and West Sulawesi provinces.



A pepper nursery in Papua, Indonesia.

A key of this success was the development of seedling production that reduced susceptibility to a range of diseases. This process, developed by the Ministry of Agriculture's Spice Research Center in Bogor (BALITRO), starts with disease resistant planting material and uses several organic solutions that promote plant growth and contain naturally occurring soil micro-organisms, which are applied to the nursery soil and cuttings making the soil inhospitable for damaging pathogens.

By the end of 2015 over 1,000 metric tons of pepper worth more than \$10 million had been purchased and either processed locally or exported to Europe and the United States.

NCBA CLUSA was founded in 1916 and has worked in over 85 countries building democratic institutions and providing technical assistance to cooperative businesses and local organizations. We currently work in Africa, Asia and Latin America providing expertise in co-op development, food security, youth empowerment, governance and natural resource management.

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