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Agroforestry and Forestry in Sulawesi (AgFor Sulawesi) is a five-year project funded by the Department of Foreign Affairs, Trade and Development Canada. The World Agroforestry Centre is the lead organization of the project, which operates in the provinces of South Sulawesi, Southeast Sulawesi and Gorontalo.

An intern amongst Bantaeng coffee farmers

By: Nicholas A. Roshetko



An interview with coffee farmers in Campaga village. (Photo: World Agroforestry Centre/James M. Roshetko)

In mid 2014, AgFor Sulawesi welcomed a young intern, Nicholas A. Roshetko, a high school student from Jakarta, who was eager to learn more about coffee marketing. Under the supervision of the project's marketing specialist he developed a questionnaire and set off to Bantaeng to talk with coffee farmers and traders. Here, he summarizes his experience and presents his finding.

I had the opportunity to be an intern with Mr Aulia Perdana, marketing specialist, and Mr Syarfiah Zainuddin, marketing facilitator, of the AgFor project in Bantaeng, South Sulawesi. The objective of my internship was to gather information from smallholding coffee producers through group discussions with key farmers and traders about market segmentation, targeting, positioning and product differentiation. A questionnaire was used to guide the discussions, which included information about their capacity, production methods, supply and demand, skills and knowledge of branding, promotion and marketing. The internship, in June and July 2014, was linked

to the business studies course at my school, Academic Colleges Group International School Jakarta.

The first step was to meet with the AgFor marketing team in the ICRAF Bogor office to discuss the objectives of the study and the questionnaire. The marketing specialist also helped me find literature about the issues, which increased my knowledge enormously.

On 1 July, I flew with the AgFor team to Makassar then drove to Bantaeng, four hours to the south, and met the field team to finalize the questionnaire and field-work schedule. The next day, we drove for an hour to the village of Pattaneteang and met with a group of ten farmers, of whom Mr Amiruddin and Mr Ramli were the key informants. They were both coffee farmers and local traders who marketed through major coffee distributors in Makassar. Both men acted as marketing advisors, providing advice to the other coffee farmers in the village. Following the discussion, Mr Amiruddin showed us his coffee garden and how he processed the coffee.

Halfway between Pattaneteang and Bantaeng is the smaller village of Campaga and there we met with a group of seven farmers. We found that three types of coffee were cultivated in the two villages: arabica, robusta and liberica. Arabica was the most widely cultivated in both villages, followed by robusta and liberica. Liberica was considered very bitter compared to the other two, yielded less and sold at a lower price. It was rapidly being replaced by clove, which was much more profitable for farmers.

Arabica was harvested three times a year in Pattaneteang but only twice in Campaga. In Pattaneteang, hundreds of tons were produced annually. Campaga had a much smaller production: several dozen tons. Robusta was only harvested once a year in both villages, with Pattaneteang producing a very high yield of several hundred tons and Campaga a lower yet still high several dozen. Liberica was also harvested only once a year in both villages, with Pattaneteang producing up to several dozen tons and Campaga only several.

Almost all farmers cultivated coffee in the two communities. Based on studies conducted by the AgFor project, 27% of the land in Pattaneteang and 39% in Campaga were monocultural or mixed coffee gardens. In Bantaeng, coffee monocultures provided a return to land of USD 518 per year whereas mixed coffee gardens provided a higher USD 888. However, a monocultural coffee system provided a return to labour of USD 19 per day but a mixed coffee system only USD 16.



Mr Amir harvests coffee cherries in his garden. (Photo: World Agroforestry Centre/Yusuf Ahmad)

There were four main market streams that farmers in the two communities used, selling to 1) large distributors in Makassar; 2) small distributors in Bantaeng; 3) the traditional market in Bantaeng; and 4) people in their own communities. Each village only participated in three of the four streams. For example, Pattaneteang sold to large distributors in Makassar, to smaller distributors in Bantaeng, and to people in their own community. Campaga farmers sold to distributors in Bantaeng, the traditional market in Bantaeng, and also to their own community.

Most of the coffee was sold and most of the profit resulted from transactions with distributors in Makassar and Bantaeng. Greater per-unit profit was made when farmers sold to people in their own community and at the traditional market. However, the demand from those markets was very limited. Farmers received approximately IDR 35 000 per hundred kilograms from distributors but in their own community or traditional market, one kilogram sold for about IDR 10 000.

To distributors, coffee was sold raw, as either unroasted beans or even just as fruit, but when sold to individuals it was as roasted beans or powder. Less time and money was invested when selling to distributors: the coffee was harvested then sold. Sale to individuals required more time and money because the coffee had to be rinsed, dried, roasted and ground: a process consuming a minimum of three days per batch.



Roasted coffee beans. (Photo: World Agroforestry Centre/James M. Roshetko)

In short, greater per-unit profit could be made when selling coffee to individuals, however, selling to distributors was much more profitable because demand was much higher and much larger quantities of coffee were sold in a less time-consuming manner.

Conducting the internship was a unique and interesting experience for me. As a student living in Bogor and going to school in Jakarta, I was very impressed by the process of cultivation, processing and selling that goes into the production of coffee.

I like coffee. But, to be honest, I never thought about how coffee ended up in my cup. Through the internship I now have a good understanding of the work that goes into it. I have developed a great respect for coffee farmers and for all the hard work and dedication they invest.

I feel fortunate to have had this opportunity and the experience will help me when selecting my future university studies and career. One career I am interested in pursuing is in a business that provides commodities to people and a fair and equitable return to the producers.

AgFor Sulawesi and Boalemo and Gorontalo districts fortify collaboration

By: Enggar Paramita

After an earlier informal agreement to collaborate, the Agroforestry and Forestry in Sulawesi (AgFor Sulawesi) project and the governments of Boalemo and Gorontalo districts affirmed their commitment through memoranda of understanding (MoU) with the aim of improving farmers' livelihoods through equitable and sustainable agroforestry and forestry management.

The MoU with Boalemo District was signed at the Putra Tunggal Hotel on 5 November 2014. The next day, another MoU was signed with Gorontalo District at the Limboto Indah Hotel.

The signings were a follow-up to the project's launch in the two districts in June and sealed the commitment to collaborate, focusing on 1) capacity building and agroforestry research; 2) exchange of agroforestry information; 3) agroforestry-based community empowerment; and 4) improvement of sustainable natural ecosystem management.

The MoUs, which were the result of intense discussions involving a number of local agencies, will expire in August 2016 and will be evaluated



Mr Hen Restu, The second assistant district head of Gorontalo district signing MoU. (Photo: World Agroforestry Centre/Enggar Paramita)



Boalemo district head, Mr Rum Pagau, making the opening speech. (Photo: World Agroforestry Centre/Enggar Paramita)

annually. Dr James M. Roshetko, senior project leader of AgFor Sulawesi, said that the MoUs would help the organizations work together more coherently.

Boalemo district head, Mr Rum Pagau, said that in the past two years Boalemo had attracted national and international support. He believed that the vision of Boalemo—'Toward a productive and independent community'—corresponded closely with the ideals of development projects, such as AgFor Sulawesi. He also made a point of encouraging the district's agricultural and forestry agencies to fully support the collaboration.

AgFor Sulawesi coordinator for Gorontalo province, Mr Duman Wau, said that since cocoa was the prioritized commodity in Boalemo and that the collaboration will quickly prove fruitful since the project team has already had extensive experience with cocoa agroforestry in South and Southeast Sulawesi provinces. AgFor Sulawesi and Boalemo District will be able to exchange knowledge and update each other on information and the latest technology about cocoa while developing various models of cocoa agroforestry. Mr Wau said that AgFor Sulawesi and Boalemo District had agreed to conduct follow-up meetings to identify more opportunities for collaboration and finalize the work plan for 2015.

The second assistant district head of Gorontalo District, Mr Hen Restu, in his opening speech explained that agriculture was one of the leading sectors in Gorontalo.

'However, we're facing lots of challenges, which is why we need to focus on finding solutions. For example, the quality of our crops still hasn't met high enough standards so

we can't export. Moreover, often we don't think of sustainability when managing our farmland, so we over use chemical fertilizers,' he said.

Mr Restu expected that the strengthened collaboration with AgFor Sulawesi will increase the district's knowledge and support the growth of agriculture.

The MoU signings were followed by agroforestry training with representatives of assisted farmers' groups in the two districts. The training aimed to ensure the same understanding of agroforestry and devise plans for each group. The farmers were very enthusiastic participants, putting forward ideas for activities they would like to include in their work plans for the year.

AgFor Sulawesi started its activity in the area in mid-2014 and currently operates in four sub-districts in Boalemo and five sub-districts in Gorontalo.



Farmers discuss their work plans. (Photo: World Agroforestry Centre/Enggar Paramita)

Getting to know conflict better

By: Enggar Paramita



Discussion with community members in Alaloma Sub-district. (Photo: World Agroforestry Centre/Center for International Forestry Research/Hasantoha Adnan)

Clashes in Indonesia over management of natural resources, particularly forests, is a frequent occurrence. Newspaper and television reports about land-use disputes between groups are common and Southeast Sulawesi Province is no exception.

One example is the conflict in the highlands of Nipa-Nipa nearby the district of Kendari, where the community wants to keep residing in a forest and the government wants them to leave. Another example is a quarrel in Wonuahua Village in Konawe District, where a patch of land bought privately from a local community member turned out to be part of the government's designated production forest area. In many cases such as these, conflicts simmer without solutions, often because of the inability of the people involved to unravel the situation and reach a mutually agreed position.

One of the aims of the Agroforestry and Forestry in Sulawesi (AgFor) project—supported by the Department of Foreign Affairs, Trade and Development, Canada—is to assist communities in conflict-prone areas respond to conflict effectively. Handling conflict requires understanding and, in order to build it, the Governance component of AgFor is collaborating with Komunitas Teras and the Regional Technical Implementation Unit Indonesia (Unit Pelaksana Teknis Daerah/UPTD) Tahura Nipa-Nipa to conduct training on managing conflict over natural resources. The training was held in 26-29

November 2014 in Kendari, Southeast Sulawesi, and led by Agus Mulyana and Philip Manalu from the Center for International Forestry Research, one of the project's partner organizations.

Among the participants were representatives of Wonuahua Village, Laiwoi forest management unit, UPTD Tahura Nipa-Nipa, and forest-based farmers' groups. Most of the groups were involved in conflict though the intensity varied. The training was designed to help participants devise conflict-resolution scenarios.

During the course, participants learned about the concept of collaborative natural resource management and its impact. Participants also discussed the cause, and elements, of conflict. In order to make the information easier to comprehend, participants were asked to reflect on the conflict they were facing and evaluate its elements.

Subsequently, the participants were introduced to three attitudes that people could choose to adopt in response to conflict: passive; reactive; or proactive. Some of the participants realized that usually their response was reactive, that is, they only respond to others' actions. The participants' understanding was also enhanced through an explanation of the different instruments that can be used to analyze conflict. To deepen their appreciation and focus on practical application, they were split into groups and each group was requested to apply an instrument to their



Group discussing attitudes towards handling conflict. (Photo: World Agroforestry Centre/Center for International Forestry Research/Hasantoha Adnan)

From the groups' research, it became clear that the dispute had its roots as far back as the 1800s, when people first started to reside in the then mostly forested area. The government established forest boundary markers in 1958. In 1971, there was a reforestation program, which involved planting cashew tree in the forest and on what the community understood as their land. Tensions arose when the community's land planted with cashews was declared by the government to be part of the forest area.

This finding shows the importance of tracing the history of a conflict to better understand its causes. Many times, a continuing conflict is the result of an unsolved dispute in the perhaps distant past. A comprehensive understanding of the root cause gives everyone involved a better chance of finding an appropriate solution.

For participants, the training and the site visit successfully provided them with new perspectives on how to recognize conflict and act appropriately, particularly, to be more proactive.

The head of UPTD Tahura Nipa-Nipa, Mr Ode Yulardhi said that he expected that participants would be able to act as facilitators and mediators to handle conflicts in their communities.

Mr Hasantoha Adnan from the AgFor Governance team said that, 'As follow up, we asked the participants to analyze the conflicts that were happening in their areas and present their findings in the second phase of this training later in 2015'.

The conflict-resolution training will also be held in South Sulawesi, involving partners and local NGOs.

conflict experience and present the results to the other groups. Through this participatory approach, everyone was able to contribute and share their knowledge.

To actually apply what they had learned, the participants were taken to Alaloma Sub-district, where there was a long-running dispute. Each group was assigned an analytical instrument to investigate the situation.



Agus Mulyana training participants. (Photo: World Agroforestry Centre/Center for International Forestry Research/Hasantoha Adnan)

First steps in preparing to exit

By: Enggar Paramita

Since the project started in 2011, AgFor Sulawesi has implemented activities in eight districts in South and Southeast Sulawesi and Gorontalo provinces. The five-year project, funded by the Department of Foreign Affairs, Trade, and Development Canada (DFATD Canada) will end next year. And just as with other projects with limited implementation period, one of the main concerns that emerged when the project was only two years-old was how to ensure its sustainability, so that the processes it put in place would continue after the project ended.

Now entering its fourth year, the AgFor team knew that they needed to reflect on the issue in order to prepare the best strategy, one that was carefully formulated and able to accommodate all stakeholders. Subsequently, during the regular stakeholders' meeting last year, AgFor intentionally brought up the issue of an exit strategy as the main agenda item.

The meeting was held on 3 December 2014 in the Best Western Hotel, Makassar, attended by the project's staff, partners and various other stakeholders, such as academics, representatives of local governments and farmers' groups.

At the opening, the head of Bantaeng education, youth and sport agency, Dr Syamsu Alam, said that AgFor Sulawesi had successfully initiated programs to improve Bantaeng farmers' knowledge and skills. Furthermore, Mr Alam, who previously was the head of Bantaeng agriculture and livestock agency, pointed out that local stakeholders should be the ones taking responsibility to maintain what AgFor had started.

A similar point was also made by Mr Hari Basuki, the representative from DFATD Canada. 'When the project ends, then the project's ownership shifts,' he said. 'What AgFor has initiated becomes the responsibility of the local government, community and organizations. Thus, we must prepare how we're going to transfer ownership smoothly while ensuring the collaboration among stakeholders continues to further the project's ultimate objective.'

The project's three components (livelihoods, governance, environment) also presented updates of their work and ideas for the exit strategy. The sub-components of marketing and communications also presented their plans.



Dr Syamsu Alam giving the opening speech. (Photo: World Agroforestry Centre/Andi Prahmono)



Presentation of thematic issues and group discussion. (Photo: World Agroforestry Centre/Andi Prahmono)

The ideas were categorized based on theme and discussed in special sessions. Four main themes were identified: the availability of information; marketing; partnerships in managing landscapes and environmental services; and natural resource management regulation. The themes were discussed by participants who were grouped based on their origin, that is, the two provinces that will implement the exit strategy - South and Southeast Sulawesi - while the stakeholders from Gorontalo were given the liberty to join either group.

The discussion intensified during the course of the day, reflecting the dynamic participatory process and freedom of speech. The issues and options for exiting were rigorously reviewed. The discussion effectively served as a medium to accommodate diverse perceptions and ideas.

Dr James M. Roshetko, AgFor Sulawesi senior project leader, said that AgFor will continue its assistance until 2016 but the exit strategy should be prepared as early as possible. 'Because the real process isn't only devising the strategy and then implementing it but more of a continuous participatory process. And it begins with planning the concept and involving everyone to provide input.'

He believed that the discussion had successfully incorporated the concept conceived by the team with feedback from all stakeholders. 'It wasn't an easy process, yet was very valuable and productive, because we were able to formulate the crucial points for the exit strategy,' he said.

According to Dr Roshetko, the formula will be further discussed by each component in every province. The project will also devise an exit strategy for Gorontalo at the next coordination meeting.

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