

**WISSCo»»2**

Empowering Smallholders

Empowering Smallholders

**Wilmar Support Smallholders in Colombia**

Final Report March 2021



## Wilmar Support Smallholders in Colombia #WISSCo2

**WILMAR EUROPE** -in partnership with Olenex, FrieslandCampina, C.I Biocosta, and NES Naturaleza<sup>1</sup>- started in 2019 the third programme in Latin-American to support sustainable practices in small and medium growers' plantations in Colombia. These growers are located at the Atlantic coast area. Most of the production is exported to the European market through C.I Biocosta.

The **WISSCo2** programme expected to include 437 growers who deliver their fresh fruit bunches (FFB) to five mills: Aceites S.A, Palmaceite S.A, Frupalma S.A, Palmagro S.A and Extractora El Roble S.A.S.

**WISSCo2**  
Empowering Smallholders

During 2020, the target number of growers was reduced mainly because of three reasons:

**a) Frupalma**, a mill which entered the programme with 109 growers, had to retire from the programme due to change in company strategy,

**b) several smallholders** were affected by the bud rot disease<sup>2</sup>, and decided to divest from the palm oil industry looking for better opportunities in other crops, and

**c) the Covid-19 threat** did not only impact the mobility but also the confidence of people. The uncertainty of the pandemic limited the economic activities in general. As a result, the Palmagro mill and its 144 registered smallholders, were not able to continue with the programme.

Despite of these challenges, an average of 243 growers participated in all the training's sessions, achieving almost 56% of the total target.



<sup>1</sup> **Wilmar Europe**  
**Olenex**  
**Biocosta**  
**FrieslandCampina**  
**NES Naturaleza SAS**

A subsidiary of Wilmar International, with the aim to lead sustainable transformation in the palm oil sector in Latin America.  
A joint venture between ADM & Wilmar. One of the main buyers of Latin American palm oil and a European market leader in refined vegetable oils and fats.  
Colombian trader and owner of the five mills  
Produces and sells consumer products such as dairy-based beverages, infant nutrition, cheese and desserts in Europe, Asia and Africa.  
Consulting firm based in Colombia and working in Colombian Palm oil sector since 2000.

<sup>2</sup> <https://www.treecarescience.com/tree-problems/tree-diseases/bud-rot-of-palm>

# Index

1. Introduction page 2

2. Index page 3

3. Programme Enhancements page 4

- From Face-2-Face to Pre-Recorded
- From Smallholder Assessments to Animated videos

4. Results & Deliverables page 6

- Training of Trainers
- Smallholder assessments and field work
- Animated videos
- Training of smallholders
- Training booklets
- Smallholder RSPO/ISCC certification

5. Summary WISSCo2 page 8

### 3. Programme Enhancements in 2020 due to the COVID-19 threat

On-site trainings were prohibited by the Colombian authorities during the first half of 2020. In the second half it was allowed to train 10 persons in the same location, only when wearing facemasks. We therefore restructured the WISSCo2 program, found innovated methods to deliver the training content and secured a way how smallholders could run their sustainability audits in a proper manner.

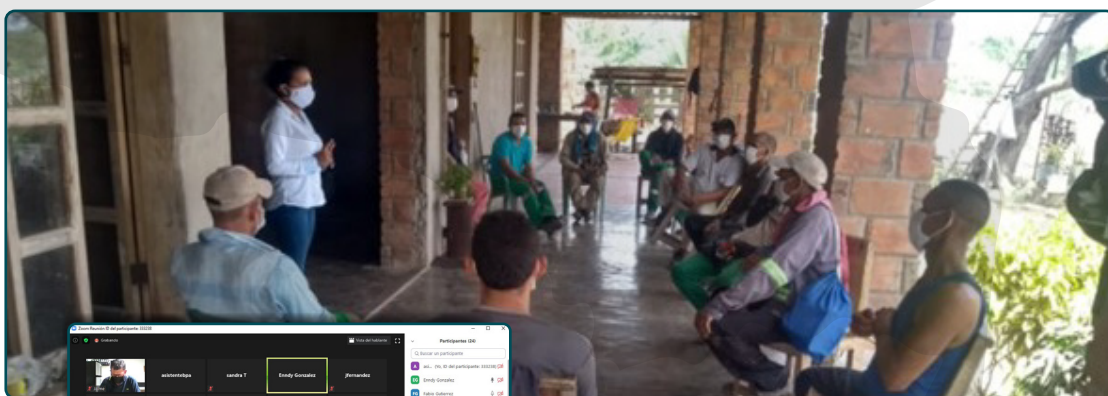
#### From Face-to-Face to Pre-Recorded training sessions

During the second year of the programme, NES Naturaleza replaced the “classroom” training for smallholders by pre-recorded training sessions. The mill leaders distributed the content to the growers via WhatsApp, email, or physical visits to the individual farms. These visits also had a purpose of providing general plantation assistance.

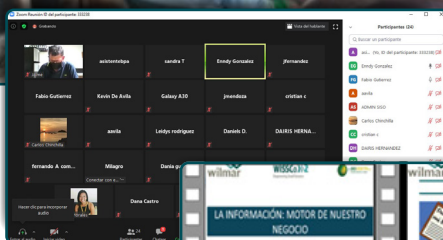
In total, three pre-recorded training sessions have been organised in 2020:

1. Information: The business Engine
2. Social responsibility: Benefit to all
3. Different generations in our plantations

The third training was specifically included to address the concerns of finding successors for the palm plantations. The tendency within the Colombian small growers community, and in general in Latam, is that younger generations move from rural areas to the cities to find better opportunities than provided in the countryside.



WISSCo2 training according to COVID-19 prevention guidelines - physical & digital



To reinforce the sustainability concepts, WISSCo2 complemented the pre-recorded trainings with short and easy mobile phone messages. These visual messages were shared with the smallholders two weeks before the distribution of the training, to strengthen the understanding of the concepts.



## From Smallholder Assessments to Animated videos

A smallholders assessment has the objective to create a baseline for smallholders on their compliance with sustainability requirements. From there they know where to improve to achieve full sustainability (standard) compliance. At the same time SHAs prepare these growers for the official certification audit.

During the first year of WISSCo2, the NES Naturaleza team visited the smallholders to do this baseline assessment, but due to Covid-19 it was not possible to do this in the second year. Therefore, we created colorful animated videos (cartoons) to clarify the topics and concepts, which are important in the audit process.

In total we distributed three animated videos which guide farmers through the sustainable standard audits:

1. Let's prepare for our sustainable standard audit
2. Our Audit day
3. Let's close the audit findings



The videos reinforced the management of the smallholders' own farm activities and their responsibility towards sustainable palm practices in compliance with the certification standards they want to comply with. This tool has another great value for the growers; they could share the videos with their family and prepare together for the audit, but also keep the online material for future assessments or references. In total, these videos were delivered to 258 families.

<sup>3</sup> The average in Colombia is 16,17 Ton/FFB per hectare.

## 4. Results & Deliverables

### 1. Training of Trainers

WISSCo2 is a train-the-trainers programme, where the first trainer sessions took place at the start of the programme in 2019. Fortunately, we were able to have the second training session for the trainers at the beginning of 2020, before Covid-19 outbreak. In February a total of 16 leaders were trained on the different topics WISSCo2 would deliver in 2020. This training session was with 5 leaders less than the first year due to the absence of the Frupalma leaders.



An important element of these training sessions is to strengthen the trainers in bringing across the knowledge to the smallholders. They learned what kind of tools to use and how to be creative to include small and medium growers in the sustainability transformation process.

### 2. Smallholders Assessment (in the field)

In the WISSCo2 programme we planned for a total of 160 smallholder assessment during the two years. Unfortunately, due to reasons mentioned before, we managed to do 120 field assessments. As a result, from the 9.330 hectares that started the project, 3.552 were assessed which means close to 38% of the total.

#### RESULTS JOURNEY SHA WISSCO2

| MILL           | SHA 1           |                  | SHA 2           |                  | SHA 3           |                  | total area per mill |
|----------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|---------------------|
|                | Growers visited | total area (Has) | Growers visited | total area (Has) | Growers visited | total area (Has) |                     |
| FRUPALMA S.A   | 9               | 408              | 12              | 126              | 10              | 90               | 623                 |
| PALMAGRO S.A   | 7               | 813              | 9               | 272              | 10              | 567              | 1.653               |
| EL ROBLE S.A   | 11              | 129              | 12              | 130              | 12              | 99               | 358                 |
| PALMACEITE S.A | 9               | 374              | 9               | 265              | 10              | 280              | 919                 |
| ACEITES S.A    |                 |                  |                 |                  |                 |                  |                     |
| <b>TOTAL</b>   | <b>36</b>       | <b>1.724</b>     | <b>42</b>       | <b>792</b>       | <b>42</b>       | <b>1.036</b>     | <b>3.552</b>        |

### 3. Animated videos

Three animated videos (cartoons) supporting smallholders in their audit preparations, were distributed to 258 families. These videos were created instead of the actual field assessments planned for 2020.

### 4. Train of smallholders (TOSH)

In the first year all the smallholders were trained in a face-2-face classroom setting. In 2020 this method was replaced by a virtual version with the pre-recorded trainings. In total, WISS-Co2 delivered six training topics; three each year (see table below).

| WISSCO2 PROGRAM TRAINING RESULTS 2019-2020 |                         |                            |            |             |            |             |            |                          |            |                      |            |                      |            |  |
|--|-------------------------|----------------------------|------------|-------------|------------|-------------|------------|--------------------------|------------|----------------------|------------|----------------------|------------|--|
| MILLS                                      | SMALLHOLDERS REGISTERED | 2019 TRAINING PARTICIPANTS |            |             |            |             |            | 2020 TRAININGS RECEIVERS |            |                      |            |                      |            |  |
|  |                         | TOTAL TOSH1                |            | TOTAL TOSH2 |            | TOTAL TOSH3 |            | Multiplication TOSH4     |            | Multiplication TOSH5 |            | Multiplication TOSH6 |            |  |
|  |                         | TOSH 1                     | %          | TOSH 2      | %          | TOSH 3      | %          | TOSH 4                   | %          | TOSH5                | %          | TOSH 6               | %          |  |
| Palmaceite/Aceites                         | 56                      | 102                        | 182%       | 54          | 96%        | 38          | 68%        | 148                      | 264%       | 157                  | 280%       | 162                  | 289%       |  |
| El Roble                                   | 128                     | 102                        | 80%        | 107         | 84%        | 75          | 59%        | 128                      | 100%       | 96                   | 75%        | 81                   | 63%        |  |
| Palmagro                                   | 144                     | 149                        | 103%       | 142         | 99%        | 118         | 82%        | 101                      | 70%        | NA                   | NA         | NA                   | NA         |  |
| Frupalma                                   | 109                     | 57                         | 52%        | 82          | 75%        | 72          | 66%        | NA                       | NA         | NA                   | NA         | NA                   | NA         |  |
| <b>TOTAL</b>                               | <b>437</b>              | <b>410</b>                 | <b>94%</b> | <b>385</b>  | <b>88%</b> | <b>303</b>  | <b>69%</b> | <b>377</b>               | <b>86%</b> | <b>253</b>           | <b>58%</b> | <b>243</b>           | <b>56%</b> |  |

Palmaceite took advantage of the format of the pre-recorded videos and not only shared them with the registered smallholders, but also with other sustainably committed FFB suppliers.

### 5. Training booklets

Each of the six TOSH were accompanied by the training booklets, serving as a tool to reinforce the sustainable concepts.



### 6. Smallholders RSPO/ISCC certified

One of the main focus points in the WISSCo2 programme, has been to get growers certified, either by ISCC or RSPO. The result after the extensive journey is that 68 growers have achieved their goals of actually achieving certification:

- 59 growers from Palmaceite received ISCC and RSPO certification
- 9 growers from El Roble were certified RSPO

## SUMMARY WISSCO2

- **21 leaders were trained** to train the smallholders to comply with sustainable requirements.
- **120 smallholder field assessments** were done reaching a 75% of the planned goal and 38% of total area in the project.
- **3 animated videos** delivered to **258 families**, instead of smallholder field assessments.
- **75% of the targeted smallholders** are trained on six sustainability topics, with a minimum participation of 243 growers and a maximum of 410
- **6 training booklets** to reinforce the sustainability topics
- **68 smallholders certified**

**WISSCO2**  
Empowering Smallholders



# WISSCo»»2

Empowering Smallholders

## Colofon

Copyright © 2019 Wilmar Europe Holdings B.V.

Edition: **March 2021** (online)  
Author: Alejandra Rueda  
Daphne Hameeteman  
Joost van Leeuwen (Olenex)  
Design & Lay-out: Joost van Leeuwen (Olenex)

Nothing in this publication can be reproduced or publically displayed without specific prior approval by Wilmar Europe Holdings B.V.

Logos, photos and other images have been used for general information purposes only and are the property of their respective owners. Wilmar upholds the highest possible security measures in order to provide information in the safest way. However the means of communication do not warrant that the means are free of viruses or other harmful components. The use of the means is at risk of the receiving user.

Progress Report | March 2021

# WISSCo >>>2

Empowering Smallholders