



Ciater & Merapi INDONESIA



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24 months
End: mid 2016



Objectives

- Conduct 2 simultaneous studies for Merapi and Ciater sourcing projects in Indonesia based on the Egypt protocol. The objective of conducting 2 studies together is to compare the two distinct models of the projects.
- These studies will be based on the protocol devised by CIRAD for the Egypt study. The project impact on the socioeconomic impacts of the community farm and referent farmer program will be assessed at 3 level:
 - Small farmers/individuals
 - Household/farm level
 - Community and village level
- Following a common protocol for Egypt, Ciater and Merapi will give us a calibrated comparison

Methodology

Qualitative approach based on:

- Building the right sample: Indicators at family/household/farm level; Indicators at village/community/collective/level; Indicators on dairy market chain and subsector
- Assessing the sustainability of the project elements especially institutional capacity and micro-credit

Sample: village with program vs village with no program

- Identify the reference group and Design the set of indicators
- 2 data collection planned
- Quantitative data analysis

Some Learnings

- Strong partnership emerges from leveraging both partners' strengths

Danone Ecosystem provided business expertise, while local NGO partners provided localized dairy farming expertise. Using clear contracting, both partners were able to apply their strengths, and create positive outcomes for business and social beneficiaries.

- Scale benefits can be shared

Milk farmers struggled to compete with larger, "big" agricultural competitors due to scale. These programs helped farmers stay small and local, by leveraging the benefits of scale on community level by sharing assets and activities. Clear contracting is key to making this work.