

Esco Kivu Sprl

- **Based in DR Congo – North Kivu - Beni, Butembo and Goma.**
- **Started with coffee in 1970. Later moved to cocoa due to coffee wilt disease and as an alternative crop for farmers**
- **Promoting sustainable organic cocoa and vanilla production**
- **Current PPP support by GTZ and Doen foundation.**
- **Purchase and export of organic cocoa and vanilla to Europe, USA, and Asia.**

DEMOCRATIC REPUBLIC OF THE CONGO (ZAIRE)

Political Map



Impact 2008 to 2009

- **Employment opportunities – from 40 to 95 permanent staff, and from 60 to 200 casual labourers.**
- **Increase in export (from 300 MT to 600 MT), 2010 target is 2,000 MT**
- **4,300 organic certified farmers , in conversion 2,200 farmers, 2010 target 12,000.**
- **Free extension advice to farmers**

Farmer benefits

Increased income for farmers approximately \$1,000 per year.

- ✓ Education**
- ✓ Cover medical bills**
- ✓ Improve on accommodation**
- ✓ Feeding, clothing**
- ✓ Transport (bicycles, motorcycles)**

Challenges

- **Insecurity**
- **Lack of infrastructure**
- **High overhead costs due to the project funding (short term)**
- **High certification costs for organic and other possible certifications**
- **High consultation costs**
- **Reduction of demand for organic cocoa and vanilla.**
- **Lack pre-finance (high bank charges etc)**

The way forward

- **Focus on areas where it is safe to work**
- **Use other means to reach the farmer (creating buying centres close to the farmers)**
- **Increase production to cover overhead costs**
- **Check market trends - what do buyers/ consumers want?**
- **Negotiate with the consultant**
- **Look for other alternative markets**
- **Look for potential donors or favourable finance ?????**