



ValueLinks NEWSLETTER June 2020

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Dear Reader,

The 21st edition of our gives you an overview of the *ValueLinks* activities in the period January – June 2020: *ValueLinks* trainings done and planned, news about the network, new concepts and project examples as well as information on new studies published.

This year's impact of Covid-19 pandemic has severely affected our lives and our view of how things work. This situation has brought up new and old challenges at all levels. The dynamics of value chains are not excepted from these changes. This edition of the *ValueLinks* newsletter reflects the changing moment we are experiencing: New tools in development for assessing the risks of Covid-19 within value chains and the creation of more resilient sectors are being presented as well as different digital formats for trainings. Also, the *ValueLinks* Association is making efforts to improve its digital outreach to our members through an improved website and the creation of a group in LinkedIn.

We have also made some smaller changes in our newsletter in order to be able to channel better your interests: Red boxes under the articles allow you to participate in the exchange on a specific topic, upload documents in our website and make them available for all members or making suggestions for ways to continue the discussion. We are looking forward for your feedback and contributions.

We hope you enjoy the reading and stay safe!

Andreas Springer-Heinze, Sonia Lehmann, Alfons Eiligmann, Ute Jacob

You can reach the editors at info@valuelinks.org. For information on the association and earlier editions of the newsletter, please visit:

www.valuelinks.org



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1. PERSONAL INFORMATION

Andreas Springer-Heinze, Eberhard Krain and Paul Schütz retired, welcome to Frederik Oberthuer

On July 1, Dr. Andreas Springer-Heinze, our long-time *ValueLinks* Association President, founding member and a key person in the development of the *ValueLinks* approach, retired from GIZ. On behalf of the association, we would like to thank Andreas for all his professional efforts. Without his energy, dedication and thoughts, we would neither have *ValueLinks* this way, nor would the association exist. Andreas will continue serving as President of the association and plans working on VC development with a stronger research agenda. Thank you Andreas for everything you've done for agricultural economic development, many people worldwide followed you. And we hope you will now have even more time for *ValueLinks*, being free from the daily routines in a large organisation!

At the same time, Dr. Eberhard Krain, another founding member and one of our most active *ValueLinks* Association members over the last 10 years, retired in April from GIZ. Eberhard was always very important for the association life and promoted VC thinking and the *ValueLinks* approach a lot. Though retired, Eberhard also plans to continue working with the approach. Having become very dedicated to his ground laying work on the living income concept in last years, he will continue in this area probably also with some short-term consulting work. And we hope, Eberhard, you will find more time for (safe) motorbike rides!

Further on, Dr. Paul Schütz retired from GIZ. Having become a *ValueLinks* member in 2015, he worked with *ValueLinks* as programme director of the Market-Oriented Agricultural Programme (MOAP) in Ghana and was a very influential project planning person in GIZ's agricultural department for a long time. Paul, we hope you will find more time now to follow your personal interests and hope you will stay connected to the *ValueLinks* Association!

A warm welcome to Dr. Frederik Oberthuer who took over responsibilities as Senior Advisor in rural economic development and value chain promotion at GIZ as successor of Andreas Springer-Heinze. Frederik is very well familiar with *ValueLinks*, participated in a *ValueLinks* seminar in Feldafing in 2013 and served for few years as component and programme manager of an (agricultural) economic development programme in Kyrgyzstan. He already started developing ideas how to use and develop the approach further and co-facilitated the *ValueLinks* online training last week. The *ValueLinks* Association looks forward to cooperating with you Frederik!



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2. VALUELINKS TRAINING SEMINARS

ValueLinks Seminars January - May 2020

Place/Date	Seminar/Participants	Trainers
February 11 – 15, Nampula, Mozambique	5-day <i>ValueLinks 2.0</i> introductory training seminar with 20 participants from the Cashew sub-sector. The training was organized by the GIZ “PROMOVE-Agribiz” programme and the ProEcon project.	Wolfgang Wiegel
January 13 – 16, Ouarzazate, Morocco	4-day <i>ValueLinks 2.0</i> introductory training seminar with 25 participants organized by the GIZ programme « Promotion de l'Economie et Développement local dans les zones excentrées du Maroc (PEDEL).	Alfons Eilgmann, Ahmid Idrissi
June 22-26, 2020, Online	5-day <i>ValueLinks 2.0</i> Online Introductory Training Seminar in English language with 15 participants from Germany, Namibia and Benin organised by GIZ-AIZ via MS TEAMS. The seminar was fully booked.	Alfons Eilgmann, Andreas Springer-Heinze, Frederik Oberthuer

As the June seminar was the first virtual 5-day *ValueLinks* online training, a few more comments on the experiences we've made here:

- The overall format worked very well. As one participant noted “Before, I expected to be bored in a 5-day online training. But in fact, I was not.”
- The technical preparation of the seminar was carried out by GIZ-AIZ. Thanks to Mr. Pedro Pacheco from GIZ-AIZ, both trainers and participants were guided well, leading to not a single major technical issue during the week.
- The overall recipe was important: More than one trainer to turn shifts, using several communication channels in parallel (presentation, discussion and chat function), alternating between Powerpoint presentations, group work, camera views of participants, whiteboard sketches, video presentations. Bringing in participants with active contributions, e.g. presenting project experience related to a *ValueLinks* module makes the seminar livelier.
- We managed to go digital with the pin board-based group work. Participants prepared maps, vision statements and solution online, working together on one Powerpoint document in a working group.
- The seminar was carried out on MS Teams and consisted of 18 sessions of 1-1.5 hours (4 sessions per day except Friday with only 2 sessions). As an alternative, some participants suggested to split the training and stretch it over two weeks.

Upcoming *ValueLinks* seminars

Date/Place	Seminar/Participants	Contact
September 21-25, 2020, Bonn, Germany	5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in English language organised by GIZ-AIZ. The seminar is open for registration, participation fees are applied. For the time being, it is not yet decided whether the training will take place in form of a physical presence seminar or in form of an online training. Please	kundenportal-aiz@giz.de or info@valuelinks.org



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	follow the updates on the ValueLinks website or contact GIZ-AIZ or info@valuelinks.org .	
October 5-9, 2020, Yaoundé, Cameroun	Regional 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in French language organised by IDC. The seminar particularly addresses participants from Central Africa and is open for registration. Participation fees are applied. See here . Same as for the other training, it is still under discussion whether the training will take place in form of a physical presence seminar or online. Please follow the website.	training@idc-aachen.de
October 12-16, 2020, San Pedro, Côte d'Ivoire	Regional 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in French language organised by IDC/Promak Afric. The seminar particularly addresses participants from West Africa and is open for registration. Participation fees are applied. See here . Same as for the other training, it is still under discussion whether the training will take place in form of a physical presence seminar or online. Please follow the website.	training@idc-aachen.de
November 16-20, 2020, Siem Reap, Cambodia	Regional 5-day <i>ValueLinks 2.0</i> Introductory Training Seminar in English language. The seminar particularly addresses participants from Southeast Asia and is open for registration. Participation fees are applied. See here . Same as for the other training, it is still under discussion whether the training will take place in form of a physical presence seminar or online. Please follow the website.	training@idc-aachen.de

3. EVENTS, STUDIES, EXPERIENCE AND INFORMATION

Agro-based value chains and the Covid-19 pandemic

The last two months have shown how vulnerable value chain operations can be, if a pandemic strikes. Covid-19 continues to have severe impacts on food production and trade worldwide. It reveals the weaknesses in agro-based value chains very clearly. Bitter as the losses are, they tell us a story about how to address the weaknesses. Future VC development strategies will have to consider the risks and aim for wider safety margins.

How Covid-19 affects value chains: The experience with Covid-19 shows that it is not so much the direct impact of staff and workers falling ill that causes value chains to collapse. Long before the first cases of illness start appearing in a company, short-term markets fluctuate speculatively. Trade restrictions come into effect causing prices to plummet. Governments impose lockdown measures and people start hoarding. Taken together, the reactions to the pandemic and the spreading fear cause a general downturn of the economy exacerbating the problem. Value chains demonstrate the impact immediately. Given the fact that the operators along the value chain build upon each other, any initial effect can have repercussions throughout the entire chain. A broken link at one point of the value chain can easily multiply affecting the entire network. In fact, the closer the cooperation and mutual dependency already is, the greater the risk of fatal breakdown. The *ValueLinks* community has been concerned with many value chain problems and criteria to assess the productive capacity, ecological and social performance of value chains. But we have not yet considered some of the fundamental value chain risks, be they related to Covid-19 or other natural



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catastrophes. The current situation is a good opportunity to address these risks and be better prepared in case of another catastrophe that may hit any time.

Risk profiles of value chains: Value chains differ regarding their risk profile. As a first step, the risk of a value chain can be assessed using a series of descriptive criteria that can be sources of risk, as presented in the table below:

Type of risk	Sources of risk
Systemic risk (impact on the food economy at large)	<i>Complexity of business activities and processes in the VC:</i> <i>Degree of specialization and division of labor in the subsector</i>
Market risk (impact on the value chain)	<i>Perishable fresh products</i> , such as fruits, herbs and vegetables, flowers or fresh meat: short shelf life, hygiene <i>Animal products</i> : False rumors about health risks <i>Export products</i> : Export market risk, dependence on flight connections
Operational risk (impact on the VC and/or particular nodes)	<i>Perishable goods</i> need quick processing <i>Labor intensity of processes</i> : Few possibilities of social distancing between workers, problems in transport and housing, effect of curfew <i>Technology</i> : limited possibilities for digitizing and automatizing processes
Credit risk (impact on VC nodes)	<i>Collateral uncertainty</i> of farms and small enterprises: Low quality of land, equipment or standing harvest as collateral. <i>Information asymmetry</i>
Liquidity risk (impact on enterprises)	<i>Informality of business</i> <i>Uncertainty about the financial health of small enterprises</i>

Source: Table adapted from Agustina Calatayud / Juan Antonio Ketterer: "Integrated Value Chain Risk Management", IDB Technical Note TN-922, May 2016, p.15

The last weeks have seen several value chains hit hard, among them horticultural exports from Senegal and flower exports from Ethiopia. World cotton trade has taken a severe downturn. In Madagascar, the [national milk trade](#) has dried up completely because of Covid-19. And many more examples can be found.

ValueLinks tools to assess VC risks: Following are a few ideas how we can use *ValueLinks 2.0* to conduct a risk assessment related to the effects of a pandemic. Three instruments stand out – the value chain map as such, the quantification of the chain map, and the analyses of business models, e.g. the biz model canvas.

VC maps as a tool to identify "broken chains": The VC map presents the structure of the VC. The origin of a disturbance can be at different points in the chain. If the malfunction is not contained, it will continue through the chain – along the business linkages. Thus, blockages at one critical point upstream will translate into other blockages downstream and vice versa. They lead to income losses for the entire VC. The most critical points in the VC are:

End markets: The first sign of crisis is demand shocks – the excessive demand for specific items or, in the case of exports, a heavy slump due to the cancelling of commercial contracts. Rising prices regularly end up in hoarding. A shrinking of end markets means that prices go down, if producers are not able access markets anymore and have no access to storage or cooling facilities, agricultural products are lost. The first point in the VC map to look for should be the end markets. The supply and



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service linkages constitute other critical elements: Producers need inputs and/or services regularly. Depending on the season and the possibilities to find a replacement, the unavailability of key inputs, fuel and/or spare parts can paralyze the production completely. Lack of fuel for machine hiring services and transport or the shortage of packaging material for food products leads to a bottleneck that is hard to solve.

Critical quantitative indicators in value chain maps: It can be difficult to identify the linkages that are likely to break in a crisis. Thus, it makes sense to determine which linkages are of the highest importance. These are import linkages, critical spare parts and important business linkages in terms of the value and quantity of produce and the exchange prices. An interesting factor is the storage capacity and the remaining stocks of unsold produce. Once value chain analysts have the regular data, there is a basis for comparison and deviations up or down can be observed.

Business models: Production processes become dysfunctional when the flow of production stops. This can be the result of small fluctuations in material flow – or when a curfew prevents workers from reaching the working place. Small agricultural and processing enterprises are most severely affected. The loss of just one season can mean the loss of the invested capital. Not all livelihoods at the margin, i.e. the families who build their living on small farms or off-farm daily wages are able to survive without external help.

The way forward: The following article by Ulrich Helberg in this newsletter suggests a series of measures aimed at maintaining and enhancing supply chain resilience in the Green Innovation Centre Programme of GIZ. In the short term, the focus has to be on keeping the businesses afloat. In the medium to long term, VCD programs should make chain resilience a more important criterion in value chain strategies.

For more information contact Andreas Springer-Heinze, springer-heinze@valuelinks.org

Covid-19 pandemic in developing countries: Increasing the resilience of agro-based value chains as an adaptation strategy

Covid-19 has a significant impact on the implementation of most projects of the international development cooperation and poses serious threats for agricultural-based value chains. State-imposed measures to contain the spread of the virus (e.g. assembly bans, restrictions on public transport, closure of weekly markets and borders) have social and economic impacts on local communities and households as well as on the whole sector. The smooth functioning of value chains as well as the movement of and trade in inputs, such as seeds and fertilisers, and agricultural products is a key factor for food safety and food security. The global programme "Green Innovation Centres for the Agriculture and Food Sector" (GIAE), as part of the Special Initiative "ONE WORLD - No Hunger" (SEWOH) of the German Federal Ministry for Economic Cooperation and Development (BMZ) launched a **Rapid Impact Assessment, in close collaboration with 14 partner countries, to analyse the effects of the Covid-19 pandemic on selected agro-based value chains** and their actors. Based on information provided by project staff, partners and representatives of the target groups, a **value-chain- based Rapid Impact Assessment Matrix** has been developed, that serves to identify and prioritise potential measures to mitigate the effects of the pandemic and to increase the resilience of



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the VC actors. In a first step, the country-specific situation during the pandemic is analysed to identify possible effects on the capacity to act of project staff and implementing partners.

Table 1: Description of country-specific situation

Table 1a: Country-specific government regulations

Possible topics	Description of the regulations and, if known, anticipated time horizon	(Possible) effects on the capacity to act of the implementing partners (national/decentral) and the country package (CP) team (incl. subcontractors)
Opening/closing of domestic borders between provinces/districts		
Opening/closing of borders with neighbouring countries (land route)		
Opening / closing of borders regional / international (airports)		
Opening / closing of borders regional / international (ports)		
Import / export of goods		
Seasonal cross-border migrant workers		
Quarantine measures		
Movement restrictions / curfews		
Limiting the size of groups		
Transport of persons		
Transport of goods / merchandise		
Opening / closing of schools and training facilities		
Opening / closing of markets		
Opening / closing of companies		
Special schemes for the agri-food industry		
Government budget adjustments with effects on the agricultural sector		

In the next step, the current situation and the expected impact of the pandemic along the value chains are assessed with help of a list of guiding questions. This includes the levels of the VC operators (input providers, producers, processors, traders), as well as the implementation partners and service providers (trainers, consultants, mechanisation and plant protection providers etc.). Based on this assessment, **relevant options for resilience-enhancing measures** are identified and budgeted for each VC level.

Table 2: VC-specific Rapid Impact Assessment and identification of potential measures

Table 2: Value chain (VC)-specific Rapid Impact Assessment

VC: VC-level:	Current situation: ongoing activities of the CP (e.g. FBS/GAP training, SMB business loop, promotion of marketing, contract farming, organizational advice)	Current and future influencing factors	Effects on the VC level, the actors and the CP activities; indicating degree of severity: x low, xx medium, xxx high	Options for resilience-enhancing measures; for which target group, locality + short-term ++ medium-term +++ long-term
1a) Availability of agricultural inputs (Level input supplier)				
1b) Access to agricultural inputs (Level producers)				
2) Agricultural production				
3) Processing of agricultural products				
4) Transport and storage of agricultural raw materials and processed products				

The last step consists of prioritising those measures against a list of criteria, such as relevance for resilience, number of beneficiaries reached in relation to budget used, addressing the core challenges of the VC functions etc. The aim of this process is to provide a systematic, country-specific analysis for the selection of measures to be financed by the BMZ.

For more information contact Ulrich Helberg, Ulrich.helberg@helberg-consult.com



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Are you also developing new tools for value chains to cope with Covid-19?

Let us know about your experience and send us your ideas [here!](#)

Training on Value Chains in Corona times - handling a post-graduate course

Since 2018, the **postgraduate program “Food Chains in Agriculture”** is part of the capacity development efforts of GIZ in the Green Innovation Centres in cooperation with the University of Applied Sciences Weihenstephan-Triesdorf (Hochschule Weihenstephan-Triesdorf, HSWT). Value Chains as introduced by **ValueLinks** are a core part of the training event. After successfully completing the program, the graduates are able to contribute towards modernizing the agricultural sector in their home countries and organizations and promoting youth employment and rural living to a young population within the 16 partner countries. The Department of Agriculture, Food and Nutrition in Triesdorf has focused for years its courses on the concept of the “food value chain”. In doing so, the students learn to think beyond sectorial borders and to keep an eye on the entire value-added chain of a product: for cereals, for example, from sustainable cultivation, collection, storage and processing to the end products of the respective customers. 25 participants from partner countries of the Green Innovation Centres underwent an intensive screening of the University and GIZ before their selection for their participation at the course. Normally the students would arrive in early May of 2020 and would stay for 5 months in Germany, but in 2020 this is not possible. It was decided to run the first part of the course from beginning of May until end July 2020 as an **online, virtual event**. The different modules and the respective trainers/lecturers were organized on a **moodle platform**. All 25 participants participated in a one-week introduction where not only the content of the course but also the technical access was presented and tested. This took place in 3 **live zoom sessions** where almost all participants and the staff took part in.

Some **experiences made during the virtual course**:

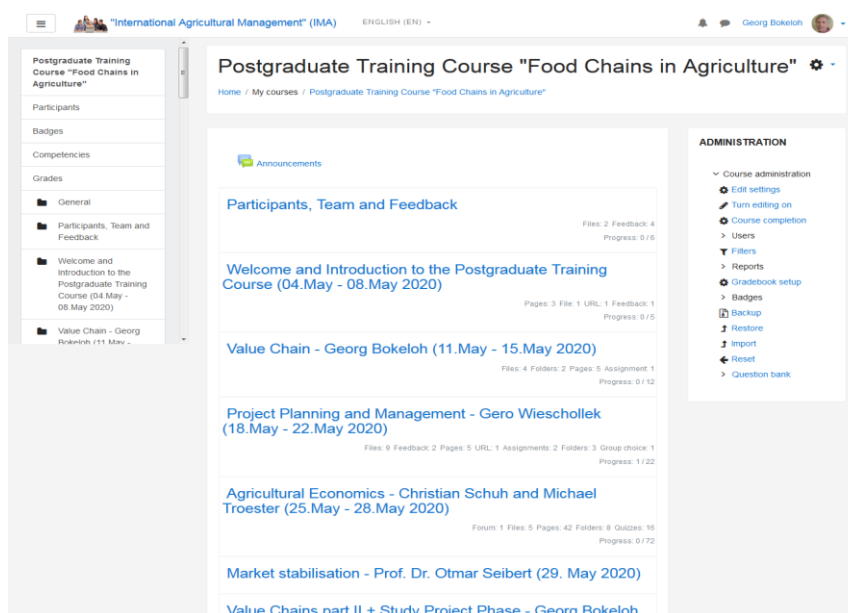
- The University already had worked with *moodle*. Therefore, this platform was selected to provide all documents and connect the participants for the whole period – and it works quite well (see screen shot).
- Live sessions via *zoom* with 25 participants connecting from 11 different African countries during up to two hours are possible: The participation rate was of 90 %. All sessions were recorded so that anyone who was not able to join can hear and see the sessions afterwards.
- The new method of delivery was a challenge for all lecturers as the direct contact to students is rather limited, but the learning process went very fast.
- It became clear that contents covered through virtual session diminish in relation to the ones that can be covered in a face to face session over a period of a whole seminar day.

[Moodle](#) is a popular learning management system. [Zoom](#) is a provider in video communications, with an easy, reliable cloud platform for video and audio conferencing, chat, and webinars.



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Screen shot: Learning platform of postgraduate program “Food Chains in Agriculture”



On the other hand, following **challenges when organizing virtual trainings** remain:

- The choice of technical system varies from organization to organization. Trainers and consultants will have to adapt (e.g. GIZ does not allow the use of *zoom*). Every technological solution has a set of advantages and disadvantages, sharing experiences on the use of them could help our association members in handling them.
- For some participants the regular *zoom* session may be a cost factor in their countries. Stable internet access for a longer period is not cheap at all places (a lump sum for cost coverage was agreed upon). In addition, the access to and stability of the internet access varies from place to place, no generalization can be made.
- The content that can be covered in one session differs from face-to-face courses. The maximum duration of a *zoom* session per day was of two times 1.5 hours with one session in the morning and one in the afternoon.

For more information contact Georg Bokeloh, gbokelo@gwdg.de

What technological solution are you using for your virtual meetings and trainings? How is your experience with them?

Let us know about your recommendations on digital tools [here!](#)

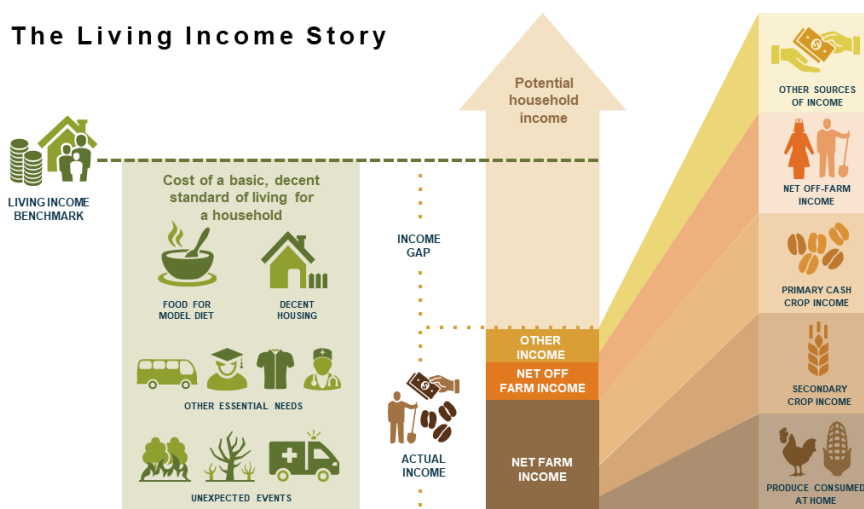
Establishing a Living Income Reference Price – Resources in Development

In the last *ValueLinks* Newsletter a new methodology to calculate a living income reference price was presented and described. In this article we would like to share with you **new developments that**



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include a training and an excel-based tool to further refine the living income reference price methodology. These are based on the handbook that we presented in the last newsletter. All these three resources, i.e. the handbook, the training curriculum and the excel based tool to calculate a living income (or other reference prices) are still under development and we invite you to share your comments with us so that these tools can be further refined. But first, a short recap, why we do this, secondly, some additional information on these three resources and finally, our invitation to you to participate in the further refinement of the methodology.



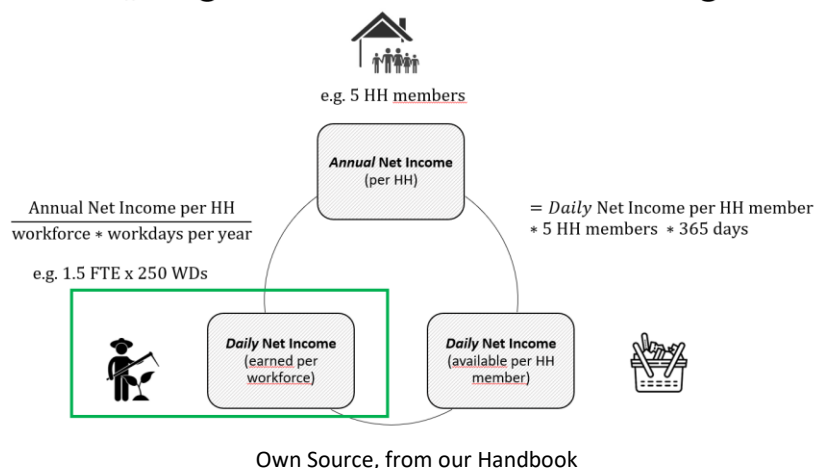
Source: Living Income Community of Practice

Purpose of Living Income Reference Price Methodology: Most smallholder farmers in developing countries fail to achieve the human right to earn an income that enables them **to live a decent life** as demanded by the **Universal Declaration of Human Rights, Article 23**. Until now, hardly anyone knew **how to set a price of an agricultural commodity so that the farmer would be able to lead a decent life**. How to set such a price has been worked out in a handbook, see further down under 2, a). This may not mean that such a price can be implemented, however, it would be a powerful information and strengthen the bargaining position of farmer organizations and other advocacy organizations that work towards a fairer price for agricultural commodities. The methodology can also be used to work out a **price ladder** that presents at its lowest rung the **prevailing price**, followed by a higher rung that establishes a **price on the base of a national poverty line** (or a national minimum wage), that is then followed by a rung reflecting the **conversion of the world bank poverty line into a commodity price** and finally a rung that establishes a **living income price** providing a smallholder farming family a basic but decent life under the assumption of a farm size that is big enough to absorb all the smallholder household's productive labor.



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The „Magical Income Household Triangle“



The Reference Price Resources: The reference price resources consist of three elements:

The Handbook: The first element is the **Handbook to Determine Reference Prices for Agricultural Commodities Based on Benchmarks** by Eberhard Krain and Linnert Steffens. It describes the background of the living income concept, provides guidelines for the data collection and processing for the gross margin analysis and gives details and examples on the calculation of living income (and other) reference prices. The handbook is still a draft and shall be finalized after it has been shared and discussed with the community of people interested in this matter – such as the *International ValueLinks Association* and the *Community of Practice on Living Income*.

A Training Curriculum: As a second element Eberhard Krain and Tim Loos have been working on a **curriculum to transfer the knowledge of the handbook to interested colleagues** in the form of a **two-days' training course**. The curriculum contains several exercises and examples. The original idea was to have this two-days' training in person. However, due to the Corona pandemic we now also want to look into the possibility to work out a series of on-line sessions to share the knowledge virtually.

Excel Tool to Calculate a Living Income Price: Provided all necessary data have been collected through literature search, focus group interviews or in a survey, data can be entered into an **excel tool**, as the third element, developed by Tim Loos that **fairly quickly calculates a living income or other reference prices**.

For more information contact Eberhard Krain, eberhard.krain@gmx.de and Tim Loos tim.loos@giz.de

Invitation to Participate in Commenting and in Training:

These resources have been uploaded into [the Q4 Members area](#).

You may have a brief or even a deeper look at the resources and you are invited to make comments. We are eager to know your observations and suggestions for further improvement and refinement!!!



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If you are also interested to participate in a Living Income Reference Price training either in person or virtually, kindly let us know as well. We would like to include you into a pilot test training: Be our guinea pig!!!

Brazil Value Linked!



Brazilian *ValueLinks* trainers developed a new [guide](#) on gendering value chains analysis to the local context. Through exercising concepts and strategies in the fictional country Bakul, participants develop the value chain mapping, analysis and gender-sensitive upgrading strategies. This new tool, the **Cap-Gestão Amazonia Training Program** integrates 7 modules: facilitation of multistakeholder and participatory processes; participatory organizational development; promotion

of value chains and the gender perspective; schemes and mechanisms of differentiation in the markets, development of inclusive green business models; and sanitary regulation. In addition, a **community of practice on Facebook** has been developed. [ATERBOOK](#), integrates a network of 570 technicians in the region. Participants can share photos and videos and have access to complementary material, publications, toolkits, guides on an **extensive digital library** ([here](#)). The Cap-gestao Amazonia Training Program was developed within the Green Markets and Sustainable Consumption Project, implemented in Brazil by GIZ and the Ministry of Agriculture with collaboration of the consortium ECO Consult-IPAM. 121 Technicians (49% women) from 4 Amazonian States participated in the training process and 69 projects were served in 46 municipalities involving a total of 4,952 families.



For more information contact Gunter Viteri, gunter.viteri@eco-consult.com, Fernando Camargo, Fernando.camargo@eco-consult.com or Claudia Souza, claudia.souza@eco-consult.com

Sustainable regions are being developed in Colombia

Nine months ago, GIZ started its new project INCAS for the development of sustainable territories in the regions Meta and Caquetá in Colombia. The project links the regional strategies for economic development and natural resources protection and supports the sustainable and ecologic production of products such as coffee, rubber and palm oil. [Download here](#) the podcast (podcast Nr. 10) in German where the project coordinator Gustavo Wachtel presents the activities they are carrying out and how the selected value chains will be sustainably developed! Remark: The event announced within the podcast has been postponed due to current difficulties related to Corona Virus. An



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additional podcast specific on the activities for the promotion of deforestation free cocoa in the project regions can be [downloaded here](#) (download special 1).

For more information contact Ralph Buss, ralph.buss@giz.de

Agricultural diversification as a contribution to farmers income improvement



GIZ Ecuador has published two videos on diversification of agricultural production systems as a contribution to the improvement of incomes of small holders in Latin America. An integral analysis of the production systems and the income structure of producers as well as the development of new markets for selected value chains with products such as coffee, peanuts, banana, cassava, fruits and vegetables were the main working strategies. The videos present the experiences and results within two farmer cooperatives ASOPROCAM and APEOSAE in Ecuador in a public private partnership with ETHIQUABLE. The videos can be viewed on Youtube [here](#) and [here](#).

For more information contact Paola Moreno, paola.moreno@giz.de

Study on due diligence requirements through the supply chain, January 2020

This study for the European Commission focuses on due diligence requirements in companies' own operations and through their supply chains to identify, prevent, mitigate and account for abuses of human rights, including the rights of the child and fundamental freedoms, serious bodily injury or health risks, environmental damage, including with respect to climate. The study was conducted by the British Institute of International and Comparative Law (lead), Civic Consulting, and LSE Consulting. It was launched in December 2018, as part of the [Commission's Action Plan on Financing Sustainable Growth](#). The study is also in line with the goals of the [European Green Deal](#), which pursues further incorporation of sustainability into corporate governance rules across the EU. The results of the study show that only one in three businesses in the EU are currently undertaking due diligence on human rights and environmental impacts. 70% of the 334 business survey respondents agreed that EU-level regulation on a general due diligence requirement for human rights and environmental impacts could provide benefits for business. The study can be downloaded [here](#).



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Key findings of the Global Forest Resources Assessment 2020 available [here](#). (Released June 2020)

The world's forest area is decreasing, but the rate of loss has slowed. This is one piece of information revealed in the "Key Findings of the Global Forest Resources Assessment 2020", released today by GFOI's partner the Food and Agriculture Organization of the United Nations (FAO). The publication presents the main global and regional results of the Global Forest Resources Assessment (FRA) 2020, which is the latest in a series of assessments conducted by the FAO every 5 to ten years since 1946. The FRA 2020 report provides a comprehensive picture of the world's forests, including information on the extent of forest resources, their condition, management and uses. FRA 2020 is based on official country statistics collected through a global network of National Correspondents and covers more than 60 variables from 236 countries and territories for the period from 1990 to 2020. The full report, containing an in-depth analysis of the data, a dissemination platform and the 236 individual reports for the countries and territories covered by the assessment, will be released in the following months.

Strategy handbook: Task Force for Coffee Living Income (TCLI) – full report [here!](#)

This report is a fact-based exploration of the living income gap to develop effective sourcing and pricing strategies that close the gap. It is the culmination of six months of analyses and discussion focused on Colombia and provides a fact-based approach to estimating coffee producers' income and the size of the living income gap.

Living Wage, Living Income, and Child Labour-Free Zones: Arguments and Implications for Children's Work, Published on 26 May 2020 ([here](#))

This report explores the state of the discussion among those who advocate for the living wage, the living income, and the child labour-free zones, based on the literature published by those organisations. It also reflects on some of the implications for children's work in African agriculture.

Facelift of the *ValueLinks* website

The *ValueLinks* website has been upgraded substantially in March! With a similar but lighter look than the version before, the new website is safer and more user-friendly. Users will experience a **much faster upload of the website** and an **optimized, flexible view on different devices** such as on a smartphone. These improvements are particularly useful in regions where internet is still not fully developed.

Also, **all training material has been updated** in its English, French and Portuguese versions and located accordingly in the public part (PDFs) and internal part (original PowerPoints) and are available for download. Please note that an updated Spanish version of the *ValueLinks 2.0* material is not available. **The Links and Documents areas have also been updated.**



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The members area has also been reviewed. No more personal details in the individual profiles is included and **users will be able to contact members directly** through email by filling in the form at the end of each profile. An additional function for requesting the newsletter or contacting the association has been included.

From now on, **members will be able to upload documents to be shared** with the community through a new folder called **"04-Member upload"**.

What we would still like to get from you:

Please check whether your personal profile is still up to date. In case, please just send us an updated text to info@valuelinks.org

We would also like to invite you to share some own material with the community by uploading it to the respective part of the folder "04-Member upload" in the member area (please ignore a technical mistake message that may pop up. It should work nevertheless).

For further information, please contact info@valuelinks.org.

New: ValueLinks Group on LinkedIn

We just created a *ValueLinks* group on LinkedIn under the name *ValueLinks*. If you are on LinkedIn, please check whether you got an invitation to join the group or just look for the group and join. We would like to use the LinkedIn group to allow everybody sharing information more easily. Please tell us on LinkedIn what you are currently doing with *ValueLinks*, how you apply it, what new experiences you made, what interesting new studies and publications you came across and what you are planning to do with *ValueLinks* in the near future. As quite many *ValueLinks* members are on LinkedIn, this can allow for a more interactive networking format among other communication channels in the *ValueLinks* community. We hope particularly to be able to share information about ongoing activities and events more frequently and up-to-date and that the LinkedIn group stimulates more direct interaction among members. The LinkedIn group is open for both members and non-members of the *ValueLinks* Association. Everybody working on value chain development is invited to join the group.

We look forward to your contributions on LinkedIn. For further information: info@valuelinks.org .

4. THE VALUELINKS ASSOCIATION/CONTACT

How to become a member of the International ValueLinks Association

IVLA is a professional association of experts in the area of market development and value chain promotion. We welcome new members who are professionally active in this field, interested in sharing experience and in contributing to the advancement of the value chain approach to economic development, and the *ValueLinks* methodology in particular. The benefits of membership include privileged access to the latest methodological innovations, a platform for presenting own competences and achievements and contacts to colleagues all over the world.



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These are the fees for membership:

	<i>Entry fee</i>	<i>Annual fee</i>
<i>Fee for members with an OECD passport</i>	€40	€80
<i>Reduced fee for members with a non-OECD passport</i>	€20	€40

If you are interested in becoming a member, please ask for an application format by writing an email to info@valuelinks.org.

YOUR contribution to the next newsletter

A request and an offer to all members of the International *ValueLinks* Association: Please inform us about your activities so that they can be included in the next edition of this newsletter!

Contact/Imprint

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