Socioeconomic strategies and for ecosystem management
COMACO Value Chain

A. Farmers learn better practices to produce surplus w/help of lead/senior lead farmers
B. Surplus sold to COMACO at bulking point
C. Surplus consolidated at commodity depots and later shipped to processing plant
D. Value-added processing of raw materials into It’s Wild! food products
E. Products sold at premium value
F. Farmers receive premium value for crops when compliant with conservation targets
Transforming farmers to transform communities and leaders

Achievable impacts...

- Increased resilience to climate change
- Improved human well-being and productivity
- Reduced risk of biodiversity loss and land degradation
- Sustained economic growth through a more diversified land use approach
- Improved control of settlements and land use
<table>
<thead>
<tr>
<th>Impact per farmer:</th>
<th>yield or value impact</th>
<th>No. farmers</th>
<th>Extra savings or earnings</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Rice</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>System for Rice Intensification</td>
<td>4-6 X</td>
<td>21,500</td>
<td>$230-300/lima</td>
</tr>
<tr>
<td><strong>Maize + legume</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CSA_agroforestry: maize</td>
<td>2X</td>
<td>106,000</td>
<td>$120, savings $100, maize</td>
</tr>
<tr>
<td>Legume (soy/gnuts)</td>
<td>cash crop</td>
<td>25,000</td>
<td>$80-$100/lima</td>
</tr>
<tr>
<td><strong>Fuel-efficient cookstoves</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gliricidia branches; renewable, local fuelwood</td>
<td>reduced labour</td>
<td>30,000</td>
<td>2-4 hrs per week saved</td>
</tr>
<tr>
<td><strong>Poultry husbandry, egg sales</strong></td>
<td></td>
<td>200</td>
<td>$113/yr</td>
</tr>
<tr>
<td><strong>Wells, gardening</strong></td>
<td>1000's</td>
<td></td>
<td>$20-50/yr??</td>
</tr>
<tr>
<td><strong>Honey, bee-keeping</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced model, 5 hives/farmer</td>
<td>1.5X</td>
<td>3000</td>
<td>$90-120/yr</td>
</tr>
</tbody>
</table>

Diversifying savings and income, reaching $700-$1000/yr
Market incentives linked to adoption compliance scores

The COMACO “deal”

COMACO will help poor, food insecure families with skills, inputs and good market prices for their food surplus and will offer a premium price **IF** farmers within a chiefdom meet required compliance levels for agriculture, wildlife and forestry conservation.

Compliance targets:

**COMACO registered farmers:**
- Minimum tillage, firebreak, residue retention, rotation, composting, agroforestry

**Chiefdom residents:**
- **Wildlife and Forestry:** positive and negative points for destructive, wasteful uses versus proactive steps to better manage & protect

**Compliance scores:**
- **Low %:** no opportunity until next year’s results
- **Mid %:** offered benchmarks to achieve then premium price
- **Hi %:** Premium prices + new training advancement opportunities
• Producer group leaders
• Lead farmers & senior lead farmers
• Producer group cooperatives
• Traditional leaders

Building brand value and market share for community benefits

<table>
<thead>
<tr>
<th>Achievement</th>
<th>Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Conservation Plans</td>
<td>10 completed, 12 in progress</td>
</tr>
<tr>
<td>Community Conservation Areas (CCAs)</td>
<td>total number = 25, total area = 935,309 ha</td>
</tr>
<tr>
<td>Banned charcoal making</td>
<td>9 chiefdoms</td>
</tr>
<tr>
<td>Phase out of flu-cured tobacco</td>
<td>8 chiefdoms</td>
</tr>
<tr>
<td>Annual rate of poacher transformation</td>
<td>approx. 80-100/yr</td>
</tr>
<tr>
<td>Annual rate of firearm surrendering</td>
<td>approx. 150-200/yr</td>
</tr>
<tr>
<td>Partnering to restore a national park</td>
<td>4 chiefdoms, Lukusuzi National Park</td>
</tr>
<tr>
<td>Partnering to restore a protected forest</td>
<td>2 Chiefdoms, Mpomwa Forest</td>
</tr>
<tr>
<td>Hectares under improved soil management</td>
<td>43,518 ha</td>
</tr>
<tr>
<td>Over 20 million agroforestry trees planted annually</td>
<td>reduced wood extraction from local forests</td>
</tr>
<tr>
<td>Agroforestry woodlots</td>
<td>total number = 685; 5-7 tons of seeds produced annually</td>
</tr>
</tbody>
</table>

Over 10 products
In all leading supermarkets
Soon to export
Conservation multiplier effect: promoting a culture for sustainability

Farming with Gliricidia (agroforestry)

- Yield increase (2-3 x)
- $120 savings in fertilizer
- Reduced labor collecting fuel-wood
- Supports fuel-efficient cook stoves

Improved...
- management of local forests
- water table level
- income diversification
- capacity to remain on same farmland
Incentive payments, compliance scoring, good leadership = community transformation

More committed Chiefs

Emergence of other local leaders: cooperatives, lead farmers, etc.

Government cooperation and stakeholder participation

Market innovations for conservation and agriculture:
- REDD+ carbon
- SALM carbon
- Fuel briquettes
- Forest non-timber (mushrooms, honey)
- Selective timber value-added
- Wildlife
1 million ha of community protected natural landscapes set aside by community leaders
Two COMACO carbon projects maximize carbon asset management across landscape

**COMACO landscape carbon project**
Sustainable agricultural land management (SALM) and REDD+
9 Chiefdoms: Chikomeni, Chikuwe, Jumbe, Luembe, Magodi, Masemphangwe, Mwape, Nyamphande, Zumwanda

<table>
<thead>
<tr>
<th></th>
<th>Project communities</th>
<th>Project area</th>
<th>Projected VCUs (2012-2022)</th>
<th>Projected VCUs (WB ERPA)</th>
<th>Gross Proceeds (WB ERPA), after project costs deducted</th>
</tr>
</thead>
<tbody>
<tr>
<td>REDD+</td>
<td>Residents of 9 chiefdoms</td>
<td>210,305 ha</td>
<td>698,493</td>
<td>26,191</td>
<td>$88,062</td>
</tr>
<tr>
<td>SALM</td>
<td>Initial 25,382 farmers</td>
<td>25,300 ha (2012)</td>
<td>1,124,582</td>
<td>239,387</td>
<td>$789,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1,823,075</td>
<td>265,578</td>
<td>$877,062</td>
</tr>
</tbody>
</table>

Total community share of WB ERPA gross proceeds is 64%: $565,687

**COMACO fuel-efficient cook stoves project**
Implemented with private sector partner CQuest Capital with support from KfW Foundation Future of the Carbon Market

<table>
<thead>
<tr>
<th></th>
<th>Projected CERs</th>
<th>Remaining COMACO CERs for sale</th>
<th>Projected revenue ($3.3/CER)</th>
</tr>
</thead>
<tbody>
<tr>
<td>50,000 cookstoves</td>
<td>853,248</td>
<td>101,711</td>
<td>$338,114.31</td>
</tr>
<tr>
<td>installed 2014-2021</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Small-scale farmers

Consumers

Ecosystem

Increased water resources
Increased biodiversity
Better protected forests

Evolution of the COMACO model

First phase

Second phase

Local leaders:
cooperatives, chiefs

Improved management

Increased revenue

“Green market” ventures — wildlife ranching, tourism, scaled-up honey

Sustainable wood, fuel source

Carbon market