



# Collaborative Soy Initiative

## Harvest of 2<sup>nd</sup> Meta Meeting of Soy Initiatives, Sept 8, 2020 Organized by the Collaborative Soy Initiative

### Presence

- ✓ International: Adrienne Stork (Afi), Marcelo Visconti (RTRS), Laura Vilegas (RTRS), Emese Brosz (ProTerra), Hugo Byrnes (TFA), Jeroen Gerlag (CGF, CoA Soy- excused), Maria de Filippo (Investor Soy Group)
- ✓ Regional Cerrado & Chaco: Nicoletta Pavese (SCF- excused), Daniel Salter (SOS Manifesto – excused), Luis Iseppe (excused), Daniela Teston (excused), Ulises Martinez (CFA), Fernando Sampaio (PCI Mato Grosso)
- ✓ Regional Europe: Peter De Koning (ADP-excused); Jonathan Gorman (ENSI- excused), Nathalie Lecoq (FEDIOL), Christophe Callu Mérite (FEFAC Sust Committee - excused), Susanne Fromwald (Donau Soja), Will Schreiber (RSG)

### Moderators

- ✓ Heleen van den Hombergh, IUCN National Committee of the Netherlands, CSI Steering Committee member
- ✓ Nienke Sleurink: IDH The Sustainable Trade Initiative, Steering CSI Committee member

### Context

The CSI is a collaborative framework with the mission to inform about ongoing actions and to facilitate synergies between existing platforms and initiatives, with the final objective to accelerate the transition towards sustainable, conversion- and deforestation-free soy. The CSI organized a first “Meta Meeting of Soy Initiatives” on 24 June, with the goal to engage global and regional soy related initiatives. The objective of this first meeting was to explore a common ground, creating trust and building up common understanding about shared topics.

On 8 September 2020, the 2<sup>nd</sup> (follow-up) Meta Meeting of Soy Initiatives was organized, with the objective to dive deeper into the earlier identified and explored topics, seeking to:

1. Define and align on the real and most impactful hurdles (roadblocks) for deforestation and conversion free (DCF) sustainable soy
2. Summarize the contributions of each initiative to overcoming these hurdles
3. Define commonalities & complementarities
4. Define the gaps and how these gaps could be further addressed by some of us, and others
5. Define tangible next steps

As a preparation for this 2<sup>nd</sup> meta meeting, the participants were asked to do an internal reflection based on the document which summarizes the main hurdles for DCF sustainable soy as mentioned during the 8 September meeting.





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## Summary of the discussions

### BRAINSTORM - PART 1 THE PRIORITY STRATEGIES AND THEIR ROADBLOCKS

As an introduction - with a wink - to this brainstorm session, Heleen invited the participants to listen to a soundscape which she made for her speech at the RTRS Round Table meeting in 2019, containing real and more imaginary, even possibly well cultivated hurdles. Leading to the topic of this brainstorm session, namely, to align further on the priority strategies and their roadblocks, as explored and defined at the first Meta Meeting in June.

The result of this brainstorm session was an aligned list of priority strategies and their roadblocks:

#### 1. Creating the right scale on market side

- 1.1 To create scale: compatible goals among buyers. Routes may differ but companies should be able to identify where they stand on their journey to achieve their commitments/ policy implementation. Companies should find support more easily on how to move forward e.g. building on the example of frontrunners. E.g. the UK RT: it would be good to create more visibility of their added value as a frontrunning example to learn from.
- 1.2 Companies need clear guidelines and roadmaps. There is a need to map existing tools and to analyse how they can be used in the best way
- 1.3 Traders and producers should be approached more strongly and consistently on what soy to deliver as they say clear asks are lacking. The entire supply chain should help create right demand

#### 2. Fixing finance: longer term options, contracts, costs division

- 2.1 Producers need longer term options and more flexible/longer term contracts to invest in sustainability and/or certification. Longer term contracts are needed for farmers to enable them to make investments, and financial support is particularly important for smallholders (e.g. in India, China, Paraguay)
- 2.2 Real assessment on what is needed to achieve deforestation-free supply chains is lacking: this is needed to move from commitments to implementation and enable scale.
- 2.3 More clarity on division of costs is needed, especially in case of working towards physical supply chains.
- 2.4 Financing jurisdictional projects is needed – so financial support to entire regions and not only individual farmers.

#### 3. Aligning understanding & commitment across supply chain actors

- 3.1 Aligning on ambition along the supply chain is needed. Consensual, achievable targets and consistent asks. Specifically: to traders and producer groups of what is “good” and how it can be delivered.
- 3.2 It is not only about consistent ask to traders, but also about what is feasible, where can we make progress. Collective conversations with traders need to happen.





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**3.3 Trust building** is important, and it takes time in this competitive environment.

### **4. Aligning on options for engagement with producers/producing countries**

**4.1 Exposing and building on positive actions happening**: For example, in Brazil, the strong political will from Mato Grosso government, consensual PCI targets, public commitment to end illegal deforestation, investment, monitoring resources, a task force for CAR, projects to engage producers.

**4.2** We need to engage farmers and producers in a positive and meaningful way. For instance, the communication on deforestation and conversion-free soy is delicate and needs to be handled with nuance. It is important to engage with farmers at the stage they are, so a diversified, and/or stepwise, incremental approach is needed.

**4.3 Consistent signal and ask** of what is required from the market is still missing. Farmers are unclear what is expected from them.

**4.4** We need a common language (guidelines) in the supply chain so each actor can ensure and take the responsibility for their parts. For instance, companies that are closer to producers should help farmers. It is difficult to ask European companies to work directly with producers.

### **5. Creating positive incentives for producers (remark: this page was too empty!)**

Need to create positive incentives to producers. The incentives can be:

- direct financial payment
- carbon incentives/credits as part of the commodity trade,
- better/preferential access to finance.
- it can also be long-term engagement and relationships.

### **6. Enabling frameworks.**

Systemic change should look at all actors. Real change is not only affected by the supply chain (= a functioning supply and demand) but also by the crossing policy frameworks and regulations. Policy frameworks can for example be effective in creating incentives for trading deforestation free soy into countries of concern.

## **BRAINSTORM - PART 2 THE PRIORITY STRATEGIES AND THEIR ROADBLOCKS**

In the previous brainstorm session, the 3 top priority strategies could not yet be defined. In order to make this second brainstorm session more efficient, Nienke suggested limiting this brainstorm session mainly to the 3 following priority strategies: fixing finance, aligning engagement with producers. and creating positive incentives.

The objective of this brainstorm sessions was to define the contributions of the initiatives, to define who/which initiative is working on which priority strategy/roadblock and to identify possible gaps, synergies, and complementarities.





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The result of these discussions was summarized in an Excel file, which was shared online for input during the brainstorm session. Due to a time restriction and the complexity of this exercise, the result of this brainstorm session needs to be further elaborated, which will be organized and facilitated by the CSI.

The DRAFT and -not yet finalized- Excel file can be downloaded [here](#) and was added as annex to the draft minutes of this meeting.

### **BRAINSTORM – PART 3 WHAT DO WE SEE AS CONCRETE OPPORTUNITIES TO MOVE FORWARD**

Heleen introduced this 3rd brainstorm session with the kind request to reflect not only on far reaching ideals, but also on ideas about low-hanging fruit as first steps for collaboration.

#### Opportunities for the CSI to cooperate:

- ✓ The CSI aims the development of a publicly available digital information platform, called the "CSI info-hub" allowing different users to find in a clear and user-friendly way the relevant soy supply chain information to fulfill their specific needs. The info hub will offer pre-selected, high-quality, already existing information to enable actors make informed decisions.
- ✓ Webinars are another tool to create more easy information flows, for example on carbon footprint and land-use change.

#### Opportunities for collaborations of the Initiatives

This is a reflection to be further addressed (at the 3rd Meta Meeting end of year 2020).

During this 2<sup>nd</sup> meeting, the following topics were flagged:

- ✓ We must look at how we ensure complementarity between upstream and downstream companies in partnerships. This requires working with traders and making connections with the landscapes. How to ensure that we make progress in ensuring conversion-free soy. The incentives that we need to make this happen, are a key element we need to dig in deeper the next time.
- ✓ There are still misunderstandings between different actors in the sector. The role of the CSI should be to combine the different perspectives on the same reality.
- ✓ If you look at the gap analysis: basic messages are not always clear. Better narrative is required, and the CSI may do this. The AFI already worked on the definitions; we can do this with this group on this topic of the gap analysis.
- ✓ Priority topics seem to be the following: topic 3 ("align understanding") and topic 6 ("enabling frameworks") are the starting point for all the others – on the other hand for now, topic 4 ("Aligning on options for engagement with producers/producing countries") and topic 6 ("Creating positive incentives for the producers") which is linked with the topic 2 ("fixing finance") seem the most urgent to work on with the CSI. (This needs to be further decided and specified at the next meeting)





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- ✓ It was good to map everything in the Excel sheet. We should ensure everyone speaks the same language and what the roadblocks are. We can do some homework and have a next meeting (and a intermediate call) to work further on this sheet

Closing note of Lieven Callewaert, Chair of the CSI: "I would like to refer back again to the mission of CSI. It is great to come together and brainstorm. It looks like the priorities are confirmed and a sixth one is added. We have created the basis to take further actions together. Thanks for being part of this collaboration."

Ariane Louwaege

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