



Collaborative Soy Initiative

Wrap-up

Meta Meeting of Soy Initiatives, June 24, 2020
Organized by the Collaborative Soy Initiative (CSI)

Presence

- ✓ International: Helen Ireland (Afi), Marcelo Visconti (RTRS), Laura Villegas (RTRS), Emese Brosz (ProTerra), Hugo Byrnes (TFA), Jeroen Gerlag (2nd part of the meeting - CGF, CoA Soy), Maria de Filippo (Investor Soy Group)
- ✓ Regional Cerrado & Chaco: Nicoletta Pavese (SCF), Daniel Salter (2nd part of the meeting – SOS Manifesto), Luis Iseppe, Daniela Teston, Ulises Martinez (CFA), Fernando Sampaio (PCI Mato Grosso)
- ✓ Regional Europe: Peter De Koning (ADP); Jonathan Gorman (ENSI), Nathalie Lecoq (FEFAC SUST Committee), Christophe Callu Mérite (excused - FEFAC Sust Committee), Susanne Fromwald (Donau Soja), Will Schreiber (RSG)

Moderators & organization

- ✓ 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
- ✓ Jean-François Timmers: WWF Global Soy Lead and Global Policy Expert (participant CSI SC)
- ✓ Lieven Callewaert: Chair of the Collaborative Soy Initiative (CSI) Steering Committee
- ✓ Ariane Louwaege: Coordinator of the Collaborative Soy Initiative (CSI)

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 this “Initiatives Meta Meeting” between global and regional soy related initiatives, with the objective to explore common ground and build up trust and common understanding about shared topics.

We asked the participants to draft a one pager, with a description of the main topics of each initiative and specific information of the initiatives about opportunities for achieving deforestation free sustainable soy, encountered hurdles and opportunities for collaboration. The public part of these one pagers can be found at www.thecollaborativesoyinitiative.info.

The meeting was set up as a discussion forum, with 3 brainstorm sessions:

(1) One plenary discussion, based upon the reflection on the 3 questions (a) Opportunities encountered for achieving deforestation/conversion free responsible/ sustainable soy (b) Hurdles encountered to do so and (c) Perceived need/opportunities for further collaboration with other initiatives

Two simultaneous breakout sessions, namely:

- (2) Achieving stronger market uptake of deforestation/conversion free soy and
- (3) Creating impact on the ground





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Key takeaways from the plenary session

- ✓ There are **strong opportunities for more synergies among various interesting company and organization initiatives**. Today, company and/or initiatives often have different areas of focus. It is also important to have a better integration along the supply chain.
 - Scale will be the key to create impact on the ground. We need scale to enable markets to move together, as close as one as possible, and to create leverage. Today, companies are often on its own “journey” towards a deforestation free supply chain: alignment would help specially to overcome some hurdles.
 - Routes may differ but companies should be able to identify **where they stand on their journey** to DCF sustainable soy to know what further steps to take and how to collaborate to achieve their commitments/ policy implementation.
 - We need to **align our visions and messages**.
 - There are companies that already on the further part of the ‘journey’, want to dig deep and play a changing role and companies that are just starting. We need to find where we can support and pilot to move forward.
- ✓ One of the major opportunities is that many companies have clear goals and there are public pressures to ‘motivate’ them. We also have a wide range of tools, which are valuable but also at time confusing for companies. We need thus **clear guidelines and roadmaps**.
- ✓ Sustainability is expensive for companies. It is sometimes /often more of a PR activity than aiming to change something on the ground. Real **commercial negotiation** on what is needed to achieve deforestation-free supply chains is lacking: this is needed to move from commitments to implementation and enable scale
- ✓ Traders have huge impacts and bargaining powers. The production on the ground is in the hands of 8-10 companies. In general, the society does not appreciate enough of the food we have today, and we do not pay enough for the externality costs. This is a long way to work on **consumer education and government policy work**, etc. These are the bigger, broader issues. There must be a clear minimum set of criteria to achieve a fair system.
- ✓ RSG members have clear commitments, however, they see a lack of commitments from other actors along the supply chains. Retailers recognize there are costs for more sustainable supply chains. Transition plans are in place. Some retailers pay for themselves at the beginning and slowly transition the costs to other parts of the supply chain. There is no universal understanding on this issue.
- ✓ Consensual-achievable-targets and consistent asks are key. Specifically: the initiatives, companies, and certifications, etc. need to have consistent ask to traders and producer groups of what is “good” and how it can be delivered. This includes a **consistent level of traceability and framework of information**. And, it is not only about consistent ask to traders, but also **about what is feasible, where can we make progress. Conversations with traders need to happen**. Another bigger issue is that **we need to be more engaged with producer countries and producers. There needs to be a strategy instead of just firefighting**. Greater consistency in this area among initiatives is also essential.





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Key takeaways from the breakout session: “Impact on the ground”

- ✓ **We need to engage farmers and producers in a positive and meaningful way.** We cannot do this without them. For instance, the communication on deforestation and conversion-free soy is delicate and need to be handled with nuance. The signals we give on the ground need to allow us to continue. There is some voice on punitive measures from European actors, which will likely cut off certain efforts on the way.
- ✓ Consistent **signal and ask of what are required from the market** is still missing. Farmers are unclear what is expected from them.
- ✓ To achieve our common goal, **we need a common language (guideline) in the supply chain** so each actor can ensure and take the responsibility of their parts, do the best they can. For instance, companies that is closer to producers should help farmers. It is difficult to ask European companies to work directly with producers.
- ✓ Traders sometimes do not see **clear signs from the market** and they also cannot fully identify the risk in their supply chain.
- ✓ We need to prioritize and focus our efforts on those parts where deforestation is happening and **create positive incentives. The incentives can be direct financial payment, carbon credits, better/preferential access to finance and TA.** It can also be **long-term engagement and relationship.**
- ✓ One option would be to build jurisdictional certification and support the transition to physical flow.
- ✓ Consider risk-based approach to engage producers in prioritized areas.
- ✓ Engagement takes time, we might not get enough time, but it’s important to have the time allowing for continues improvement

Key takeaways from the breakout session: “Achieving stronger market uptake of deforestation/conversion free soy”:

- ✓ We are heading towards legislation, a combination of mandatory and non-mandatory measures, which then will drive demand
- ✓ **Public procurement** can also help drive demand
- ✓ The important role of traders for a positive take-up of certification. We need to have **communications with traders**, and as far downstream as possible.
- ✓ We need to see more actions, and bigger traders to demonstrate what is possible
- ✓ **Companies need to see a common acting framework**, so they have similar conversations along the way
- ✓ Technical solutions are not so difficult, it **is about a clear demand and create sufficient leverage**
- ✓ Downstream demand to translate to upstream demand is not easy. **Actions between traders and manufacturers are missing. There is something more we need than only creating demand.** We can also see this from the RTRS.





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Key takeaways from concluding comments and advices how to move forward with CSI dialogue among initiatives:

- ✓ Conversions with traders are needed
- ✓ Engage more actors at global level, e.g. Asia
- ✓ Engagement-based discussion and platform (rather than updates), breakout sessions to discuss specific topic is especially useful
- ✓ It is good to continue to follow EU policy development

