

# PRODUCTIVE LAND

Cooperative Partnership for Climate Smart Food and Forestry



Danish Agriculture  
& Food Council



AGRI  
TERRA



FOR COOPERATIVES



# CREATION OF A SUSTAINABLE AND EFFICIENT FOOD FUTURE

We are proud to present a **Global Cooperative Partnership for Climate Smart Food and Forestry**. The Danish Agriculture and Food Council (DAFC), the Dutch Agriculture and Horticulture Organisation (LTO), together with Agriterra (international cooperative specialist founded in the Netherlands) and the Finnish forestry partner MTK (The Central Union of Agricultural Producers and Forest Owners) promote and improve the role of agriculture and forestry in achieving resilient farming and 2050 climate neutrality.

This joint Danish, Dutch and Finnish climate action is committed to sustainable and efficient animal or agricultural production by cooperatives and an increase of forest cover and carbon sequestration. We intend to share our knowhow and technology with colleagues in developing economies through international partnerships and projects with cooperatives, farmer organisations and government authorities. Such efforts strengthen the sense of ownership to climate action under the Paris Agreement amongst the key global constituency of farmers and foresters, and their cooperatives that are on the front line in the climate challenge.

## Why Danish, Dutch and Finnish cooperation

We promote sustainable and climate efficient agricultural production to contribute to reaching the Paris Agreement goals and deliver on its agricultural prerogative in Art. 2 1b. Danish, Dutch and Finnish farmers and cooperatives are amongst the most climate efficient and climate smart in the world, having successfully managed to produce more with less in absolute terms since 1990 and decoupling production increase from emissions growth.

The WRI Working Paper 'Comparing the Life Cycle Greenhouse Gas Emissions of Dairy and Pork Systems Across Countries Using Land-Use Carbon Opportunity Costs' (29/5/2020) ranks Dutch dairy and Danish pork production most climate efficient. [www.wri.org/publication/comparing-life-cycle-greenhouse-gas-emissions-dairy-pork-systems](http://www.wri.org/publication/comparing-life-cycle-greenhouse-gas-emissions-dairy-pork-systems)

The Cooperative Partnership for Climate Smart Food and Forestry aims at increasing agriculture's limited share of global climate finance from the Green Climate Fund (GCF), and is intended to help countries implement agricultural commitments in their UNFCCC Nationally Determined Contributions (NDCs).

## Empower cooperatives

The global climate challenge should be resolved through global partnerships – therefore, the collaborating parties DAFC/SEGES, LTO, Agriterra and MTK wish to contribute to help cooperatives in developing economies deliver on their countries' NDC commitments in agriculture and forestry. This will happen by empowering cooperatives in developing economies becoming more climate smart in agriculture, horticulture and livestock production, and trusted carbon sequesters through sustainable forestry. **Through the sharing of know-how and technology, with increased knowledge per hectare, this Global Cooperative Partnership for Climate Smart Food and Forestry seeks to help colleagues help their countries mitigate emissions and sequester carbon.** Accelerating climate action by cooperatives in developing economies is a great way to strengthen the absorption capacity of agriculture and forestry in global climate finance, and to deliver climate action on the ground, enhancing productivity and biodiversity.

We strengthen the role of farmer's cooperatives, and consequently farmers and foresters, in global climate action by establishing a structure that enables our global community to better access global climate finance. As such, an expected result of this collaboration, which might serve as a blueprint for other similar partnerships between agriculture and forestry actors in developed and developing economies, is that the share of agriculture in global climate finance expenditure increases beyond the limited 12% percentage that so far, according to the FAO, has been allocated.





## FOOD & FORESTRY PARTNERS

Danish Agriculture & Food Council



Anne Lawaetz Arhning  
CEO Danish Agriculture & Food Council, Copenhagen



Wim Bens  
Acting Chairman Dutch Federation of Agriculture and Horticulture,  
Acting Chairman Board of Directors Agriterra, The Hague



Kees Blokland  
Managing Director Agriterra, Arnhem



Juha Marttila  
Chairman MTK, Helsinki

*“We have political support from the UNFCCC Farmers Constituency (World Farmers Organisation (WFO) and Ifoam) for the ‘Green Climate Fund (GCF) to assign a higher priority to agriculture’ (...) ‘involve farmers’ organisations and cooperatives in GCF projects’ and ‘encourage and facilitate the accreditation of an entity from amongst the global community of farmers’ organisations and cooperatives to become an Accredited Entity to the GCF”*

## Integrated landscape approach

The combination of Danish and Dutch insights on climate smart agriculture, horticulture and livestock production, and world class Finnish insights on sustainable forestry that is key to sequestering carbon, delivers an integrated landscape approach. Cooperatives in developing economies, carefully selected by the cooperative specialist agency Agriterra, will be empowered to make plans to produce more food on less land, and grow more forest on more land and thereby deliver on the parallel needs for increased food production and increased carbon sequestration. This positions farmers and their cooperatives as agents for delivery when developing economies implement the Paris Agreement by means of their NDC commitments.

## Collaborative action between cooperatives, farmers and foresters

Carbon neutrality in 2050 is a shared goal amongst the collaborating partners. This means that we will no longer emit more greenhouse gases than we absorb. We engage with cooperatives in developing economies so that front runners may inspire the rest of the globe. Africa has been spotted as one of the most challenged areas for food production. This joint collaboration seeks to promote projects that lower emission values per unit of produce by means of enhanced resource efficiency and productivity, whilst at the same time contributing to countering deforestation by means of afforestation and reforestation.

The agriculture and forestry partnership:

- Serves as a blueprint for how collaborative action between cooperatives, farmers and foresters in developed and developing economies can enhance ownership to climate action amongst the global community of farmers and foresters, and deliver on the key dual challenge of producing more food on less land, whilst sequestering more carbon in more forest on more land
- Organises the management of both financial and human resources



- Identifies key interests of local forest owners and farmers and their organisations in order to establish an agenda for lobbying and advocacy and means to promote it
- Identifies how to best promote sustainable and climate efficient forest management and related knowhow making sure that the interests of different kinds of land and forest owners are taken care of

## Combined expertise

Our Global Cooperative Partnership model is science-based on high levels of knowledge per hectare. Together we contribute by helping farmers and cooperatives become more profitable and prosperous. The joint-partnership offers knowledge and tool providers and an implementing agency that collaborates with local cooperative partners and farmers organisations.





**Knowledge & tool providers:**

- DAFC/SEGES - sustainable and efficient production
- LTO - circularity, renewables, biogas
- MTK - sustainable forestry, carbon sequestration and climate adaptation

**Implementer:**

- Agriterra - access to agricultural cooperatives and farmer organisations worldwide

“Agriculture and forestry hold the keys to resolving the problem of climate change. All of the occupations and businesses of our members in local agricultural producers’ organisations and regional forest management associations are based on renewable natural resources and their utilisation in a sustainable and economical way.”

Juha Marttila, chairman of MTK, Finland







*“The partnership between DAFC/SEGES, LTO, Agriterra and MTK combines Danish, Dutch and Finnish knowhow. We are committed to sustainable and efficient animal and agricultural production and to increase forest cover and carbon sequestration.”*

## About us

**DAFC** (Danish Agriculture & Food Council) represents farmers and the agricultural industry, including agricultural cooperatives e.g. the whole production chain. DAFC owns SEGES, which advises the Danish agricultural sector.

**SEGES** specialises in identifying potentials in agriculture – commercial, digital, and climate smart – and provides Danish farmers with tools to make their business more profitable, while considering the environment and animal welfare. DAFC/SEGES covers all aspects of farming and farm management. [www.agricultureandfood.dk](http://www.agricultureandfood.dk) | [www.seges.dk/en](http://www.seges.dk/en)

**Agriterra** was created by the Dutch farming sector, including **LTO**, the Dutch cooperatives' umbrella NCR, young farmers' association NAJK and the Dutch rural women organisations. Agriterra is an international specialist in farmer-led cooperative development. Agriterra makes cooperatives bankable, optimizes service-provision to farmers, and strengthens farmer-government dialogues. Agriterra is founded

## CREDIT PICTURES

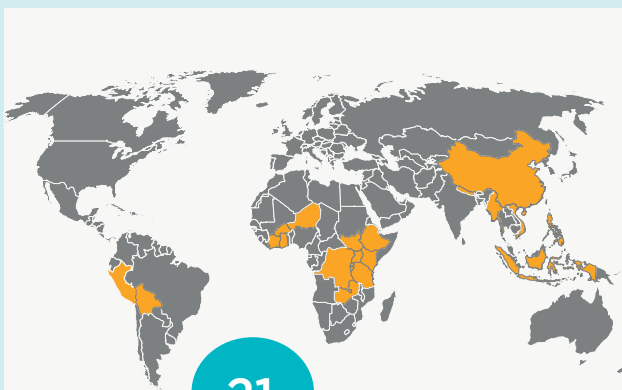
Cover: Agriterra, Seed Potato Fund (SPF) in Rwanda  
Page 3: Agriterra, rice cooperative Ai Nghia in Vietnam  
Page 5: Forest in Finland  
Page 6: Agriterra, Tierra Nueva in Nicaragua  
Back: Cows in Kenya

*Anne Arhning, CEO, Danish Agriculture and Food Council: “Danish farmers are amongst the most climate-efficient in the world. We want to share our expertise and technology with the rest of the world to achieve further CO2 reductions for the benefit of the world.”*

# DELIVER CLIMATE ACTION ON THE GROUND

by experts in agribusiness and builds on their know-how and experience, speaks “the language of practitioners” and believes in peer-to-peer knowledge transfer. Agriterra operates globally and has representative offices in 13 African countries, 6 Asian countries and 4 Latin-American countries with over 160 staff.

[www.lto.nl](http://www.lto.nl) | [www.agriterra.org](http://www.agriterra.org)



21

country offices

**MTK**, the Finnish Central Union of Agricultural Producers and Forest Owners, promotes economically, ecologically and socially sustainable family forestry and agriculture. Agriculture and forestry hold the keys to resolving the problem of climate change. Forests and fields are the most significant carbon sequesters. MTK also pursues an ambitious climate policy on the international level and wants to share knowhow on the farm and forestry sector’s ability to adapt to the impacts of climate change.

The Central Union of Agricultural Producers and Forest Owners (MTK) represents farmers, forest owners and rural entrepreneurs in Finland. MTK has over 324,000 members in local agricultural producers’ organisations and regional forest management associations. The organisation has done long-term work in order to promote sustainable forest management and has succeeded: sustainable forest management has been beneficial in terms of economic, social and environmental terms. Forest management associations (FMA), as a part of MTK, produce services to forest owners and to those managing community forests covering the whole value chain from small seedlings/plants to selling wood. Some of these FMAs have even started selling carbon credits on behalf of members. This has produced valuable information to be adapted also in other operational environments.

[www.mtk.fi](http://www.mtk.fi)

Synergies arise in this Global Cooperative Partnership for Climate Smart Food and Forestry as Agriterra works within emerging and developing economies, and as such has personnel in the field, whereas DAFC/SEGES, LTO and MTK contribute with their knowhow in order to mitigate climate impacts and adjust existing forestry and agri-development activities in developing economies.



# CO-BENEFITS FOR EU/AU TASK FORCE RURAL AFRICA IMPLEMENTATION AND DELIVERY ON SDGS

This Danish, Dutch and Finish vision is very practical and clear. It will develop project proposals for the GCF that deliver on agriculture and forestry commitments in developing countries NDCs. In doing so, we seek to also address the six action needs from the EU/AU Task Force Rural Africa recommendations, and delivering on SDGs.



Support local action programmes in Africa, including local people and knowledge

## LOCAL ACTION

### Farmer ownership

All targeted farmers are organised in farmer-owned, led and used associations or cooperatives. Farmer organisations are in the driving seat of their own development actions. Farmers are responsible. Agriterra advises, trains or arranges exchanges by mobilising Agripool experts. Farmers will benefit from services via:

- Value adding activities at the cooperative level increasing off-farm employment and income for farmers
- Extension services of cooperatives to their members for increased productivity
- Access to inputs (improved seeds, fertilizer, crop protection, animal health, finances), all with a sharp eye on ecological sustainability and adaptation
- Improved advocacy to attain access to the required infrastructure

### Better connections

Farmers will be connected to modern day information in order to develop competences and anticipate opportunities. We will strengthen working relationships between governments, farmer organisations, companies and NGOs, nationally and internationally. Farmers organisations and cooperatives to be actively involved in realising the Nationally Determined Contributions (NDC).





Ensure environmental sustainability and promote climate action

## CLIMATE ACTION

### Productivity

We plan to increase sustainable agriculture and cut the CO<sub>2</sub>-footprint of cooperatives and member farms by increasing carbon sequestration and boosting productivity per hectare and per animal, and utilising certified eco-friendly methods of production (targeted input, water usage, reduction of waste). CO<sub>2</sub> neutrality and circularity will guide our actions.

### Knowledge

The collaborating partners will increase local knowhow via the creation of an objective climate information system and knowledge sharing platforms, next to the direct inputs of Agriterra Agripool experts. Farmers gain access to climate-smart services, innovative models will become accessible and help to diversify crops. The collaborating partners will support these inputs and put extension systems in place.

### Advocacy

The collaborating partners will support the improvement of member consultations and advocacy actions. The collaborating partners are themselves advocating for embedding their actions in NDCs in developing countries and within EU development and climate action priorities.



Start a knowledge, innovation and networking hub to support the transformation of agriculture and rural areas

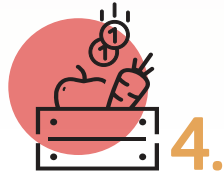
## KNOWLEDGE HUBS

### Public-Private Producer Partnerships

The hubs as envisaged by the Task Force Rural Africa are to be managed by farmer organisations. They harness business units to provide sound technical advice to farmers. The collaborating partners promote Public-Private Producer Partnerships (PPPP), linking external parties with producer organisations and providing a link between farmer organisations and research institutes, catering for innovation in agriculture, ICT and communication techniques. New services and production models will promote up based on E-learning.

### New business models

With these communication tools, farmer organisations and cooperatives can virtually lead their members to higher productivity and new levels of professionalism. They will work closely with regional and national networks of value chain actors. The hub can develop new business models to finance extension and research. Convening ambitious farmers on the one hand, and chain parties at the other, the cooperative becomes the centre of viable business cases in which each participant shares risks and income, all powered by communication technology. This requires infrastructure in rural areas (roads, electricity, water, internet, radio) and decentralised energy systems. It equally requires cooperatives and farmer organisation with an ambition to modernise and take in ICT.



Improve access to private finance and to EU cooperation instruments for agriculture and food businesses

## ACCESS TO FINANCE

### Private investment

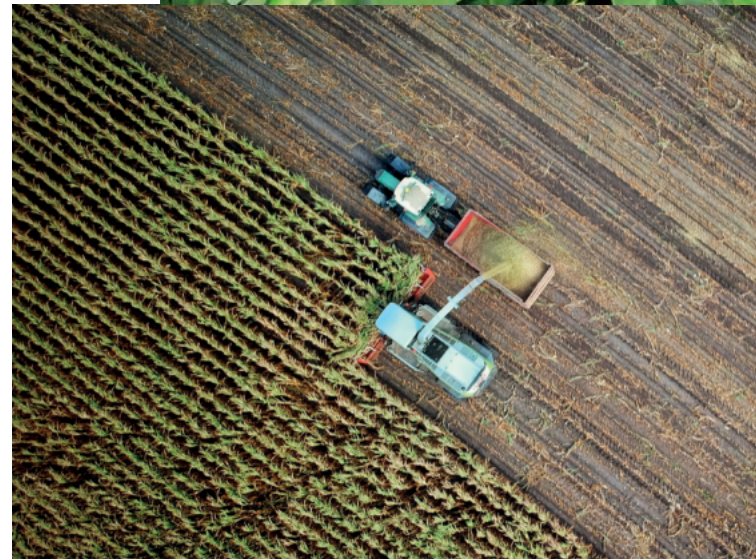
Cooperatives assisted by the collaborating partners will keep on developing solid business plans. Internal capitalisation of farmer organisations and cooperatives sway external parties to make term loans available as well as assistance from chain parties. Agriterra is the specialist in making cooperatives bankable. It is becoming the preferred party for investment funds and impact investors and has a convincing track record for local banks in the countries of action. The collaborating partners will also increase outreach of external investors to rural areas via local funds, rural banks and rural private sector entities. Savings and Credit Cooperative Organisations (SACCO) are top of the agenda.

### Increased access

Successful farmer enterprises with productive farmer members will cause a change in the mindset of banks, who will provide the same access for farmers as they do for commercial and industrial clients. Money becomes more readily available (now remittances can be done with lower costs). This enables farmers to invest in their cooperatives.

### An enabling environment

Agriterra is part of the EU instruments to provide capital and funds, technical assistance and support. Farmer organisations can influence investment policies. More farmer plans will be built in investment schemes, with input from the EU. Female farmers' rights to own land and succession legislation can be subject of the advocacy actions supported by collaborating partners







Scale up sustainable value chain development, regional integration and intra-regional trade

### VALUE CHAIN

#### Mechanisms for change

Cooperatives and farmer organisations are the catalysts of rural transformation, with the integration of smallholder farmers into the value chain. We see an upsurge in ‘smoking chimneys’. They increase processing and value addition. The collaborating partners will increasingly introduce circular and CO2 efficient production techniques and energy provision.

#### Localising the approach

The collaborating partners will establish business incubation centres within producer organisations, offering long-term coaching and support and extending the impact of our support innovations.

#### Stable supply chain

An established member commitment to cooperatives will ensure the stable supply and delivery of produce. This will be accompanied by a healthy balance and competition between farmer organisations and the private sector, and greater transparency and insight into value chain actors.



Share together European and African expertise through twinning and exchange programmes

### EXCHANGE

#### Share together European and African expertise

In the coming years, the collaborating parties will consolidate the exchange of expertise between farmers, businesses and governments in both continents. Agriterra’s Agripool has proven its value as peer-to-peer advisory service and linking cooperatives internationally. The collaborating partners will not only employ European experts but they will use the expertise from experts recruited from cooperatives and farmer organisations worldwide. The practice of local business advisors has enabled the fruitful collaboration with national governments that is needed to align with NDCs (Nationally Determined Contributions).

Likewise, LTO, DAFC, SEGES and MTK will work to see their actions nationally and internationally as part of EU and Member State development and climate action priorities.

*Kees Blokland, managing director of Agriterra:  
“Farmers are at the heart of successful and resilient countries.  
This is why we want to connect top-notch knowledge to farmers  
worldwide.”*







Danish Agriculture  
& Food Council



AGRI  
TERRA



[AGRICULTUREANDFOOD.DK](http://AGRICULTUREANDFOOD.DK)

[LTO.NL](http://LTO.NL)

[MTK.FI](http://MTK.FI)

[AGRITERRA.ORG](http://AGRITERRA.ORG)