

**Project Title: Promotion of Sustainable Robusta Production in Lam Dong Province, Vietnam**

**Location:**

- Di Linh Township and Dinh Trang Hoa District
- Production of about 900t
- Altitude around 700 - 800 m
- Intensive monoculture, small holder private farmers
- Robusta

**Project Partners:**

- The Department for Agriculture and Rural Development
- The District Agricultural Department
- CafeControl (CC)
- The District Agricultural Centre
- Lam Dong Agricultural Research and Experiment Centre (LAREC)
- Finnpartnership
- International Coffee Partners GmbH (ICP)

**Project Duration:** 3 Years;  
from 01/2007 to 12/2009

**Project Value:** EUR 308,000



**Problem Description:** While a steady recovery of the coffee sector after the price crisis in the beginning of this decade can be observed, Vietnam coffee farmers are still facing important challenges. Often, quality problems present an obstacle to the successful marketing of the coffee. Most smallholder farmers have insufficient drying space and often turn to drying on bare soil, thereby increasing off-flavors and foreign matter. The lack of drying facilities also cause high moisture levels which accelerate mould formation and may lead to increased levels of carcinogenic substances such as Ochratoxin (OTA). Local collectors often lack adequate processing experience and speed up drying procedures. This gives acceptable moisture readings before shipment, but rewetting from inside the beans to the outer shell occurs during transport, which frequently leads to rejects at port of arrival.

The world market demands ever increasing volumes of high quality coffee, where not only the sensorial aspects become increasingly important, but also the way the coffee was produced. In response to this demand several certification programs emerged promoting sustainable coffee production in terms of environmental protection, social responsibility and economic viability.

To enable the coffee farmers to produce in a sustainable way and to raise their competitiveness in the market, the project provides the required technical know-how and helps develop solid and professional farmer organizations.

**Project Approach:** The overall objective of this project is to create better market access for small holder farmers by supporting sustainable production and the transition of a traditional cooperative structure towards a private market oriented enterprise with the respective technical and management capacity.

Specific objectives are:

1. Implement a comprehensive and hands-on training program, both directed to service suppliers such as researchers and extension workers and to farmers on agronomic and entrepreneurial topics.
2. Create awareness for efficiency of production by introducing crop registration tools that allow small-scale producers to make rational and quantitative investment decisions.
3. Assist small-scale producers in organisational development, allowing them to enter higher-valued market segments, such as certified coffees.
4. Provide training on business skill development, group management and market orientation.
5. Support post-harvest management training and realize improved product quality.
6. Facilitate marketing channels through sustainable group certification and facilitate linkage to roasting companies.

**Beneficiaries:** The target group consists currently of 400 smallholders belonging to two traditionally state managed cooperatives and one state owned plantation.

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**Project Office:** Di Linh Township, Lam Dong Province