

Seminar

Towards inclusive investment and business models for improved land governance and livelihoods

Are we on the right track?



September 14, 2017
12.30 -17.00 hrs

Conference Centre
de Reehorst
Ede, the Netherlands




Register at:
<https://goo.gl/sxx25a>



Why this seminar

Smallholders and communities own, use and manage a significant share of the world's agricultural lands and forests. Their livelihoods largely depend on the resources given by the land, in terms of food security and nutrition, energy supply, income and employment. More than three quarters of the world's food is produced by smallholder farmers. However, smallholders' rights to access, control and use land are often insecure, unclear or not respected. This is due to opaque, overlapping or conflicting (customary and formal) tenure regimes as well as illegal and/or illegitimate occupation.

Investors and companies developing large scale land based business projects are also increasingly confronted with situations of unclear, non-recognised local land (use) rights and conflicting tenure regimes. Many cases show that if such issues are not properly and timely addressed, they can seriously put the investment and the companies' business and reputation at risk. However, it is often a challenge for investors and businesses to work with large numbers of organized or non-organized smallholders. This is largely based on the perception that this too difficult and will incur large transaction costs and risks. It is also thought that smallholder productivity is too low, and quality not assured, limiting the potential to reach scale, and affecting the chances to ensure risk adjusted returns on investments and to realise sufficient economic revenues.



“More than three quarters of the world's food is produced by smallholders, who also act as guardians, helping to conserve the landscapes they live in, and depend on. And they could do much more, if only they could attract investment and lands secured...”

From “do-no-harm” to “do good”

Current investment decisions from the financial sector are predominantly based on large-scale traditional business models applying standards and principles (such as the OECD Guidelines, IFC Performance Standards) that are based on a “do no harm” and risk mitigation approach, which aim to minimize the adverse impacts of projects. There is however, a growing group of financial institutions and businesses that recognize the value-added and need to work with smallholders and communities not only to achieve the impacts they aspire with regard to the SDGs but also as a way to reduce business risk. They are proactively investing in alternative tenure and business models that directly aim to improve livelihoods and respect tenure rights, while maintaining profitability and environmental sustainability of their business investment. Such a “do-good approach” is based on early engagement, good partnership and long-term security of all parties. It builds on local realities, needs, possibilities and interests, and departs from the tenure situation “as it is”. Such an approach embraces local communities and smallholders as equal partners and shareholders with whom to engage in an early stage and to make long term, equitable and secure contractual business arrangements.

The seminar

In this annual seminar – the 10th in this series - we will share the latest knowledge, experiences and insights with regard to such innovative tenure and business models. Deliberations at the seminar will be guided in particular by the findings of the recently published working document **Improving the positive impacts of investments on smallholder livelihoods and the landscapes they live in** (see box). At the seminar cases and good practices will be presented and discussed, on how the transition from a “do-no-harm” to a “do good” investment and business approach can be scaled up.

The seminar will bring together reputed experts from finance, business, land use and development sectors who will address the main question on how to closely work together with smallholders and how we can learn from existing business cases. Why is it needed to invest in these innovative tenure and business models and what is needed for that. Is “a do good approach” feasible for investors? And under what conditions. What are main complications and how can we learn from them?

Objectives and ambitions of the seminar

- ◇ Raise the importance and value added to go from a do-no-harm to a do-good approach in investing in smallholder land management.
- ◇ Evidence the feasibility and scaling-up opportunities from such an approach
- ◇ Share experiences among participants on specific cases and good practices.
- ◇ Make recommendations in terms of strategies, mechanisms and immediate follow-up actions to enhance the investment in inclusive business models that improve the livelihoods, land security and control and entrepreneurial potential of smallholders.

The seminar is also expected to contribute to the improvement of the FMO/TBI/HIVOS/KIT working paper (in terms of completeness, functionality, useful cases, etc.), particularly the key pointers.

Working paper: Improving the positive impacts of investments on smallholder livelihoods and the landscapes they live in

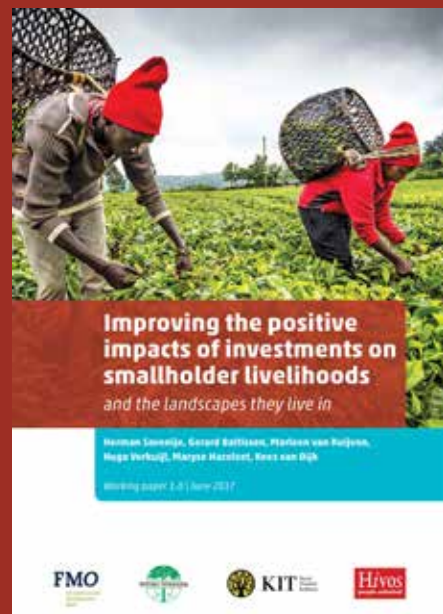
This report introduces key pointers or core guidance that have been drawn from international standards, principles and case studies. It provides solid and evidence-based examples of how investors can work with smallholders and promote better land governance and livelihoods. The document is jointly produced by Tropenbos International, FMO – the Dutch Development Bank, KIT – The Royal Tropical Institute, and HIVOS International.

The working paper will be used in the seminar as basis for discussion and inviting feedback from practitioners and other experts, to revise and refine the content as we work towards a final publication.

The paper can be downloaded from: <https://goo.gl/S3Hd5J>

Participants of the seminar are expected to have taken note from the contents of the working paper.

A hard copy will be available at the seminar for all participants.



Tentative Programme

The meeting will be a mix of plenary sessions and breakout sessions to ensure effective interaction and sharing of experiences. Tentatively it will look as follows:

12.30–13.00	Welcome, registration and coffee	
13.00–13.30	Session 1: Starting off	
13.00–13.15	Objectives, expectations and programme of the seminar	Seminar Chair René Boot <i>Director Tropenbos International</i>
13.15–13.30	Opening address	Frits van der Wal <i>Senior Policy Advisor Ministry of Foreign Affairs Focal Point Land Governance</i>
13.30–14.30	Session 2: “What works”	
13.30–13.50	Main findings of TBI - FMO – KIT – HIVOS Report	Emilie Goodall <i>Manager strategy - FMO</i>
13.50–14.10	Case: Savannah Fruit Company	Jan Willem den Besten (IUCN-NL) with FORM International
14.10–14.30	Q & A	
14.30–14.35	Introduction to the breakout groups	Chair
14.35–15.00	Coffee break	
15.00–16.55	Session 3: Breakout groups - “Learning together”	
15.00–15.55	Participants will break out in working groups to share their reflections on the key pointers in the working paper and their ideas on strategies and mechanisms for scaling up.	Moderators: Emilie Goodall (FMO), Caroline van Leenders (RVO), Joost van Montfort (IUCN-NL) and Leo van der Vlist (NCIV)
15.55–16.05	Return to plenary	
16.05–16.55	Reports from the breakout groups and plenary discussion	
16.55–17.15	Session 4: Looking forward	
16.55–17.15	Reflection on lessons learnt and next steps	Maryse Hazelzet (Dutch Banking Association), Hugo Verkuijl (Hivos) and Frits van der Wal (Ministry of Foreign Affairs)
17.15	Drinks	

Registration and venue

Attendance to the conference is free of charge, but you have to **register** at: <https://goo.gl/sxx25a>

Date: Thursday 14 September, 2017

Time: 12.30 - 17.00 hrs

Venue: Conference Centre de Reehorst

Bennekomseweg 24 - 6717 LM, Ede, the Netherlands (For route description: <http://reehorst.nl/route?>)

For information, contact:

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This is the tenth in a series of annual seminars on Sustainable forest management in the tropics. Are we on the right track? This year's seminar is jointly organized by Utrecht University (Prince Bernhard Chair), Wageningen University (Forestry groups, Centre for Development and Innovation), Tropenbos International, the Dutch Association of Tropical Forests (VTB), and the Ministry of Economic Affairs and Ministry of Foreign Affairs of the Dutch government. This year's seminar is in partnership with FMO – the Dutch Development Bank, KIT- The Royal Tropical Institute, and HIVOS International.