

Partnerships

General

- Partnerships should be direct relationships of the communities and partners to provide them with benefits.
- All partners need to add value. All partners need to share risks
- Partners can bring skills, resources, benefits for the communities

Potential Partners

- Communities
- Other communities
- NGOs
- Companies
- Government –widely discussed-
- Development agencies
- Other actors in the value chain – however most of them have different interests
- Traders –specially for SMEs
- Customer – widely discussed as well-

Some roles of some partners

- Companies can bring: crop choices, flexible market opportunities and transparent financing.
- Government can bring secure tenure, simplification of the regulation framework, and clarify dispute of lands.
- NGOs solve conflicts, capacity and institutional building, funding, management of funds, special expertise.

More roles of more partners

- Customers bring orientation about your product and bring capital
- Other communities may bring many benefits. Trade associations, shared sawmills, but also best practices, market information
- Government may be your partner if you have an MOU with them, they can provide many things, including their logo. Incentives need to be created for the governments to partner to achieve ILCF
- Hard investors may get: business opportunities, reputation enhancement, secure procurement and quality.

How can partnerships be established?

- FPIC
- Transparency
- Trust
- Rules for partnerships
- Time periods
- Dispute resolution and continuous interaction

FPIC

- There is not enough knowledge in both sides to understand the needs and expectations of the other side. Tools would need to be developed in order to accomplish mutual knowledge
- FPIC costs, developing partnerships for the process

Another consideration about how to establish partnerships

- Relationships need to have a common vision of things, you want to have or no certification, what you are trying to achieve, where do you want to get with community forestry

What are the risks of partnerships?

- When you work in partnerships you are sharing risks, and dividing responsibilities a good partnership will be complementary. Such as the cooperative we had the chance to see yesterday.

Risks of partnerships with:

- NGOs may create a dependency in the community
- NGOs may speak on behalf of the communities
- NGOs need to have a dialogue about moral hazard dialogue
- NGO may raise unrealistic expectations
- Traders may put too much attention to the international market and markets and not really reliable. Besides, local markets provide more feedback and generate more information for the community. Better to play in both fields.

More risks

- There are risks for corporations to engage with LCF but of course there are risks for not involving with them.
- Lack of transparency on the deals may create a lack of understanding on the partnership and that may generate trust loss.

Other risks

- Focusing on carbon and not on the communities and productivity
- Too much time and effort dedicated to certification schemes, too much work dedicated to accomplish with the standards with perverse results in the communities. It is better to focus in the national reality first.
- Development agencies need to support sustainable Projects
- Establishing partnerships without working with an integral approach, you can not forget capacity building.
- Migration
- Land expropriation
- For the legality scheme in Indonesia, sawmills are the weakest link.

Conclusion

Partnerships are complicated but so are marriages