

# Fair Trade Internships – Production Cost Analysis with CRACYP for Progreso Verde (“Green Progress”)



**2013**

## **Introduction**

This document should be read in conjunction with the Internship Information Pack available at [www.progresoverde.org/internship.html](http://www.progresoverde.org/internship.html)

Fair trade is a priority area for CRACYP in its productive projects with communities and consortiums of agricultural producers. We encourage agricultural communities to farm organically and in a socially responsible way, and facilitate organic and fair trade certification to ensure there is an economic incentive for the farmers to care for the environment and the community.

Our organic sugarcane farming cooperative, CADO, markets organic alcohol for use in cosmetics to several cosmetics companies. These companies are interested in CADO because it is a socially responsible, community-run business. CADO also recently received its first fair trade certification and will now be able to market and sell its alcohol at a more favorable price for producers.

## **Objectives**

We need a fair trade intern with business experience to do a production cost analysis on the farms and micro-distilleries owned by CADO members. Having an up-to-date production cost analysis will help CADO strengthen its bargaining position with current and new clients and will help CADO members receive a price for their product that accurately reflects their investment and cost of living.

As an intern, you will evaluate the results of a preliminary survey last year, and design an efficient means of collating information. You will visit CADO farms and micro-distilleries of various sizes and levels of development and collect quantitative data on their costs of operation. From this data, you should create general cost analysis reports for small, medium, and large farms and for both horse- and machine-powered micro-distilleries. Because CADO members often have large families who live on the farms and depend on organic alcohol as their primary source of income, their cost of living should also be included in the reports, for example a market basket of household goods and food purchased weekly.

The reports should be created in English and Spanish, so that both clients and CADO staff can have access to the information. You will also need to leave a template so that the analysis can easily be updated to reflect local price changes.

## **Location**

You will be based in the picturesque little village of Jilimbí in Bolívar Province, close to the border with Cotopaxi Province. The nearest town you might find on a map is Moraspungo, about an hour's journey up into the mountains from the main road between Quevedo and Ventanas. You may work on projects in or around Jilimbí itself or in any of several villages or member communities where CADO farms are located.

## **Requirements**

Fair trade interns should be studying or have studied a relevant subject (business, management, marketing, fair trade, etc.) and will need to be fairly independent. Telephone or internet support from your university professor could be useful. CRACYP's Executive Secretary has considerable experience in fair trade projects, but he is not based in Jilimbí so interns will only see him infrequently. Interns will have support from a volunteer coordinator who can help with translation, but he is not a fair trade or business expert. Strong Spanish language skills are vital for this project, as it involves interviewing CADO members.



## **How to Apply**

Read the Internship Information Pack for details of how to apply.