

Potential follow-up assignment(s) for LATTE

Please note this is a preliminary structure, subject to results and outcomes obtained in the current ToRs (Sections A and B), and to internal decision-making.

C. Financial distribution mechanism

- a) Assess and ascertain the fit of up to 2-3 innovative financial service providers to work with identified partners in (A) and to tailor financing to farmer needs and regions in (B).
- b) Identify capacity to absorb and disburse financing to smallholders
- c) Define modalities for financial service delivery between FSP/farmer/coop/private sector.
- d) Identify TA needs for raising farmer awareness for the uptake and for risk management of the credit product.

D. Credit Structure

- a) Structure a credit product to pilot with identified FSP(s)
- b) Design a pilot for this product in Colombia, identifying key regions, partners, delivery modalities, budget, KPIs needed to achieve to demonstrate viability, TA support and delivery, etc.

E. Facility Structure

- c) Aggregating the Pilot to a facility level, design and propose a facility structure for investors to invest in such a “white label” climate resilience credit product across LatAm
- d) Create a pitch deck for proposed anchor investors (impact funds, coffee companies, donors, etc), their roles and modalities of investing in the structure
- e) Provide support with fundraising efforts, as required.

F. Alternative Cash Flow – Carbon and Water

- a) Determine modalities to incorporate ecosystem services payments (carbon, water, and potentially, biodiversity) into the facility structure
- b) Outline pathways to valorise carbon/water reductions stemming from the uptake of interventions enabled by the financing product
- c) Propose mechanisms to monetize the water/carbon reductions (including but not limited to via insetting/value chain decarbonisation with coffee companies, carbon pre-financing, low carbon premiums, etc.)
- d) Identify the right level of payment to the farmer as a sufficient incentive to uptake the climate-smart interventions



- e) Identify optimal benefit-sharing mechanism for this cash flow (incl. directly to farmer/into the facility/etc).

G. TA Needs, Activities, Facility

- a) Outline and finalize TA needs and activities for the facility, including:
- TA needs for the credit product and the overall facility
 - Farmer and FSP TA needs, partners who would deliver that TA and their modalities
 - Explore and propose possibilities for digital TA delivery in times/areas of conflict
- b) Create a fundraising plan for a holistic TA facility alongside a financing mechanism for LATTE.

Desired Skillsets of Team/Consultant(s):

- Strong project management experience
- Solid agricultural finance background -- in creating credit products, financing farmers and working with finance sector players
- Experience designing facilities/funds
- Background in climate finance, esp. in working with private sector/on value chain decarbonisation is a plus
- Capability to engage with a wide range of stakeholders
- Solid understanding of climate resilience (climate adaptation and mitigation)
- Climate and nature/agronomic background, understanding of technical assistance provision
- Preference of a team member(s) based in Colombia, with networks and knowledge of the coffee sector across LatAm.