

# Beyond business as usual: joint forces to achieve real impact in education and community development

What happens when the world's four largest cocoa and chocolate companies and an international foundation active in the field of child and youth development join forces? Nothing less than achieving measureable impact through community development and education in Côte d'Ivoire with an innovative partnership of pioneering character for the entire industry and beyond.

Under the roof of the Jacobs Foundation's TRECC program, the four companies Mars, Mondelez International, Nestlé and Barry Callebaut will reach at least 16,000 children and youth and 72,000 adults over the next three years to improve the livelihoods of the individual households by providing quality education, empowering women and assuring child labour remediation. The four industry partners jointly invest CHF 5 million on top of their broader commitments under CocoaAction, which the Jacobs Foundation will match with CHF 3.78 million if the companies achieve their project goals.

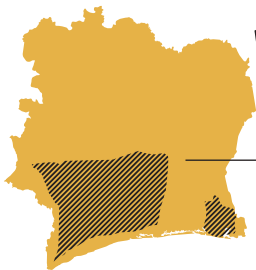
# 8.78

MIO. CHF FUNDS  
(5 MIO. INDUSTRY,  
3.78 MIO. JF)



# 4

COMPANIES



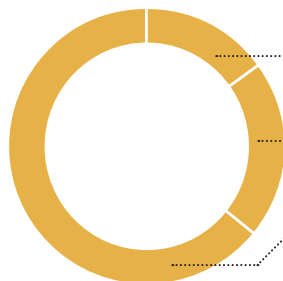
# 134

COMMUNITIES



## IMPACT TO BE ACHIEVED

- Increased women's empowerment and leadership
- Increased income of youth
- Increased literacy and numeracy rates for adults and out-of-school children
- Reduction of children out of school/child labour



**15%**  
Child Protection

**21%**  
Education

**64%**  
Women's Empowerment

## BENEFICIARIES PER THEMATIC AREA\*

\* Only directly TRECC co-founded activities without other amplifiers and construction

- Key activities targeting the farming family beyond the plantation
- Income generating activities for women
- Vocational training for youth in agricultural activities
- Bridging classes for out of school children
- Early childhood care and education
- Health and education infrastructure
- Training and capacity building of teachers, school management, community leaders and police force
- Women literacy



# 16,000

CHILDREN

# 72,000

ADULTS

# Payment by Result

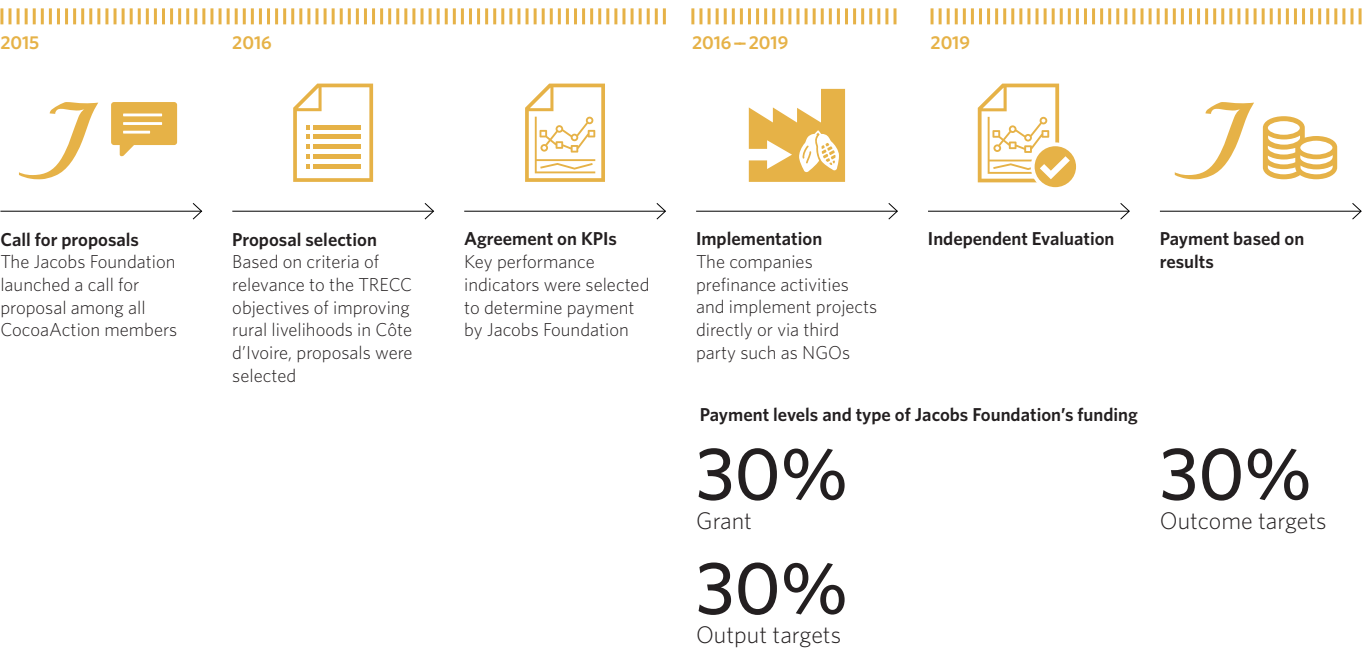
The payment-by-results mechanism used by TRECC is a cutting-edge financial instrument in the field of social transformation with little precedence in terms of vehicle, theme, scope and size. Inspired by Social Impact Bonds and Development Impact Bonds, which were first emitted in 2010 (UK) and 2014 (India), but without any financial yield or gain for the involved parties, the chosen payment

mechanism positions of TRECC's projects as leading social finance innovation. Payment-by-result is a funding mechanism where the implementing or service delivery organisation will receive all or part of their payment upon the achievement of pre-defined results – which can be in the form of inputs, outputs or outcomes. This differs from traditional grants, where payments are made upfront.

## PBR PUT INTO ACTION WITHIN TRECC

Initiated in 2015, the Jacobs Foundation started the PBR process within the CocoaAction framework and has successfully closed four PBR agreements with industry partners starting activities in 2016.

The parties have committed to agreed-upon results, through which successful achievement of goals will trigger the disbursement of funds by the Jacobs Foundation.



## PBR FOSTERS INNOVATION AND TRANSPARENCY THROUGH COMMITMENT TO RESULTS

The mutual definition of objectives and target levels increases alignment and set expectations.



The PBR approach requires rigorous follow-up and measurement of activity and results, which will increase learning and the sharing of best practices.

The pressure to achieve results within a defined budget will foster innovative approaches and faster adoption.