SNV is an international not-for-profit development organisation. Founded in the Netherlands nearly 50 years ago, we have built a long-term, local presence in 38 of the poorest countries in Asia, Africa and Latin America. Our global team of local and international advisors work with local partners to equip communities, businesses and organizations with the tools, knowledge and connections they need to increase their incomes and gain access to basic services – empowering them to break the cycle of poverty and guide their own development.

IN 2012
11 million people benefited from SNV’s work
SNV spent 104 million euros fighting poverty
200,000 days were invested in strengthening local organisations
We look outside the square

Sometimes it takes a fresh approach to find solutions. It can take new people and new partnerships to tackle old problems in a different way.

At SNV, our philosophy has always been to partner and employ local people. Because we believe lasting change to the lives of the poor has to start with the people who live and work here. We add our knowledge and international experience and develop projects and programs in places where change is needed most, across agriculture, water and sanitation, renewable energy and climate change.

SNV officially opened its office doors in Indonesia in 2013, although we’ve been working here providing technical assistance to the HIVOS managed BIRU biogas program since 2009.

We believe SNV has the technical knowledge and broad experience in Asia and elsewhere in the world to help support the Government of Indonesia to meet its objectives in areas that align with our expertise.

OUR GOALS FOR 2016

Improve the livelihoods of 500,000 Indonesian people

Help 20 local organizations, 20 service providers, and 5 stakeholder forums to perform better

Train 2,000 local staff and 50,000 beneficiaries

Share and generate knowledge at a local level and through 20 international publications and 4 international events

SNV in Indonesia
Our approach

Fostering local capacity, and a building of resources and knowledge from the ground up, underpins the SNV approach.

SNV works in partnership with Government across three main sectors in Indonesia, water and sanitation, renewable energy and agriculture as well as the cross-cutting issue of climate change.

Our approach is also to continually look outside the square, to turn problems into opportunities and test the boundaries. We also understand the realities of business with many of our staff experts in their fields.

SNV Indonesia has three core roles: to deliver advisory services and project implementation; to network and share skills and knowledge and to provide evidence-based policy support.

There are four key SNV principles that also guide our approach:

- **Inclusive development:** we work to specifically address the inclusion of the poor at the base of the pyramid into all our projects and the value chains of businesses
- **Systemic change:** we want to improve how things work to achieve significant impact
- **Local ownership:** we work closely with local partners and we align our program with government priorities
- **Global solutions in a local context:** we harness our global experience and approaches but tailor them to the local context, people, environment and conditions. Equally we also share what works here with our partners world-wide. We learn from each other.

"At SNV Indonesia we don't just talk, we do. It's more than what we say, it's about how we work, who we partner with and the results our actions deliver. We don't start a project without a plan to see it through. We don't think we're helping if it can't be sustained by local people with local resources."

Phil Harman
Country Director
Agriculture is critical to the Indonesian economy and the country is one of the world’s largest producers of coffee, cocoa, spices, palm oil, rubber, coconut and cassava. However, many small holder farmers have low levels of productivity and struggle to make enough money to survive.

SNV’s inclusive business approach to agricultural can change the lives and livelihoods of small scale farmers in Indonesia by providing sustainable solutions.

**Finding solutions**

There are three main approaches to SNV’s work in agriculture:

- **sustainable markets** – developing the supply chain
- **food security** – increasing production of staple foods and supporting household nutritional security
- **climate smart agriculture** – reducing greenhouse gas emissions and helping farmers increase their resilience to climate change

We focus on commodities with strong market demand that engage large numbers of poor small holder farmers so we can have a significant impact. Currently these are coffee, cassava, rattan, coconut, shrimp aquaculture and dairy. Our ambition in the near future is to extend our activities to cover cacao and spices.

We work together with private companies and partners to:

- Increase farmer knowledge on crop management and access to seeds and post-harvest technology
- Improve farmer knowledge on market requirements and pricing
- Providing access to finance
- Incorporate women on an equal footing to men
- Support farmer organization and business development.

**What’s the opportunity?**

With a growing world population, food demand is projected to increase by 70% globally over the next 40 years, challenging food security but also creating opportunities for smallholders. However, most small-scale farmers fall outside the formal economy; lack access to basic information and services; and often have weak links with the market.

**Over 60% of Indonesia’s poor live in rural areas**

**15% of Indonesia’s GDP comes from agriculture**

**40% are employed in agriculture**

Imagine if farmers could get the most from their land
Imagine if every house had access to a working toilet

Over 15% of deaths in children under five are because of diarrhoea

Each year across the world, 1.4 million children die from diarrhoea caused by unclean water and poor sanitation. That’s one child every 20 seconds. Despite its rapid economic progress, Indonesia is lagging behind its neighbours when it comes to sanitation and hygiene. Improved sanitation and hygiene reduces the risk of disease and can positively impact the productivity and income of millions of families in Indonesia.

In Indonesia, 100 million people don’t have access to a clean, working toilet

Water, sanitation and hygiene

Water, sanitation and hygiene

Indonesia has an enormous population of over 240 million people and 45% of its residents do not have access to improved sanitation. The Ministry of Health estimates that 42 million people still defecate in the open, many of them living in rural areas. Significant progress has been made over recent years supported by the National Strategy for Community-Based Total Sanitation (STBM), launched by the Government in 2009. It promotes community-wide achievement of five hygiene behaviours: to stop open defecation; to wash hands with soap; to practice safe handling of drinking water and food; to manage solid waste safely; and the safe management of domestic liquid waste.

SNV supports the government policy and we recognize there is also the need to balance diverse cultural and geographic differences with national standards and focus attention on vulnerable groups and those lagging behind.

In towns and cities the supply of sanitation services has not kept pace with urban growth. Much of the human waste from septic tanks and latrines therefore ends up untreated in waterways or on marginal land, often affecting the livelihoods and health of the poorest people.

What’s the opportunity?

In rural areas, SNV supports provincial and district governments to implement STBM. This includes creating demand for sanitation in communities and developing sanitation supply chains and financing to meet this need. This approach not only provides access to sanitation but also creates local jobs. In addition, SNV supports hygiene campaigns and governance.

In small towns, we align with the national program for accelerating sanitation in human settlements (PPSP) and support district governments on:
- Town wide service delivery, regulations and planning and solutions for treatment, disposal and re-use
- Sanitation demand creation and hygiene behaviour change
- Sanitation services and business development.

Finding solutions
Renewable energy

Around 70% of the population still rely on traditional fuels

Imagine if we could turn waste into energy

Indonesia is rich in resources such as petroleum, coal and forests; however supply is threatened by over exploitation and many homes are without reliable and sustainable energy, particularly in rural areas. SNV’s vision is to develop a sustainable, market based renewable energy sector by developing capacities through local organisations; identifying and introducing renewable energy technologies; developing inclusive business models, and exchanging experience and knowledge.

What’s the opportunity?

Around 70 percent of the population still rely on traditional fuels such as wood which is exhausting natural resources and degrading productive land. Cooking with these fuels causes serious respiratory illnesses, particularly among women and children. At the same time there is animal, agricultural and industrial waste that is not being properly utilised.

SNV supports the Government target to produce 17% percent of total energy from renewable sources, including biogas by 2025

Finding solutions

Since 2009 SNV has supported the Indonesian Domestic Biogas Programme (BIRU) managed by Hivos. The programme, funded by the Embassy of the Kingdom of the Netherlands and other donors, was established in close cooperation with the Indonesian Ministry of Energy and Mineral Resources. Its objective is to distribute domestic bio-digesters as a local and sustainable energy source by developing a commercial, market oriented sector. So far over 10,000 biogas digesters have been built focussing mostly on small dairy farms.

SNV’s medium scale biogas program in Central Kalimantan is supported by EEP. These innovative larger biogas digesters are being built where there is communal stabling of cattle and provides cheap and clean gas for cooking and lighting to the surrounding households.

SNV Indonesia is also introducing improved cook stoves based on our successful program in Nepal and we are testing other waste to energy solutions including seaweed, coffee, tofu and cassava waste.
Climate change

Indonesia’s natural forest covers an estimated 80-90 million hectares making it the third largest tropical rainforest area in the world. It is important to the national economy, the millions of Indonesians who depend on forests for their livelihood, and also for the global environment. The Indonesian rainforests are among the world’s richest in terms of biodiversity, and cover a significant proportion of the planet’s tropical, deep peat.

What’s the opportunity?

Global deforestation is estimated to be the source of 20 per cent of global greenhouse gas emissions with deforestation in Indonesia making it one of the top greenhouse gas emitting countries. A key challenge to reducing the extensive clearing and degradation of forests is how to balance the increasing demand for agricultural products and local energy whilst improving the livelihoods of local communities.

Protecting mangroves is also critical as they store two to four times more carbon than tropical rainforest. It is estimated that over 25% of the world’s mangroves have been lost since 1980 with intensification and expansion of shrimp aquaculture one of the major drivers. Mangroves are also important for human safety providing coastal protection from winds, waves, storm surges and tsunamis, and they are also an important breeding ground for fish.

Finding solutions

SNV is supporting and adding value to existing government and industry initiatives by adopting a “Mountains to Mangroves” approach, focusing on entire watersheds and the poorest communities. In higher areas, expansion of crops including coffee and cocoa threaten natural forests while in the low lands, it is palm oil and to a lesser extent rubber. In coastal areas intensification of shrimp farming is endangering mangrove forests.

The impact of agriculture on forests depends on how and where production takes place. SNV has developed siting tools to help government, companies and investors guide agricultural expansion to reduce the impact on forests. This is being trialed first with the palm oil sector in Indonesia and then for coffee and cocoa.

We are also developing better management practice training for key sectors to support small holder farmers to produce more using less land. This training includes improved agricultural and environmental practices to reduce the impact on forests.

We also aim to protect mangroves by improving incomes for small-scale organic and traditional shrimp farmers through better management practices and international market linkages.
Our team of local and international advisors have an in-depth understanding of the local market, environment, geography and people. We’re a blend of global and local knowledge. We believe lasting change can only be achieved if local organisations shape and drive their own agendas. In Indonesia, we work in close partnership with the Ministry of Home Affairs and also partner with:

- National ministries, provincial and district governments
- Civil society, non-profit and community-based organisations
- Universities and research organisations

SNV also works hand-in-hand with local and international companies through our Inclusive Business model. This innovative approach seeks to increase the income, production and well-being of low-income groups, while at the same time, generating benefits for participating companies.

Through developing Inclusive Business commercial models that involve low-income groups in the value chain of medium or large companies as producers, distributors or consumers, SNV helps companies improve their supply chains, strengthen their human resources and access new markets. Low-income participants benefit by gaining reliable buyers and fair prices for their products, from new jobs and from access to affordable, quality goods and services.

What we’ll deliver

At SNV we believe in clear objectives and goals that can be measured. By 2016 we will deliver a minimum of 10 projects across agriculture, WASH, renewable energy and climate change. We are committed to:

- Improving the livelihoods of 500,000 people in Indonesia
- Supporting 20 local organizations, 20 service providers and training 2,000 local staff
- Training 50,000 beneficiaries.

SNV Indonesia is part of a global network of over 1000 employees, from 56 different nationalities working to empower communities to overcome poverty in 38 countries.
Our projects

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