



## Overview of Sustainability Differential and Sustainability Investment (SD/SI) Requirements Per Sector

For farms and companies participating in the Rainforest Alliance 2020 Certification Program

Glossary:

SD = Sustainability Differential

SI = Sustainability Investment

CH = Certificate Holder

SC = Supply Chain

Req. No	Content	Coffee	Cocoa	Tea	Bananas/ Fresh Fruits	Hazelnut	Herbs & Spices	Processed Fruits	All Other Sectors
		for volumes sold under the 2020 Standard starting July 1, 2021	for volumes sold under the 2020 Standard starting July 1, 2021	for volumes sold under the 2020 Standard starting July 1, 2022	for volumes sold under the 2020 Standard starting July 1, 2023	for volumes sold under the 2020 Standard starting July 1, 2021	for volumes sold under the 2020 Standard starting July 1, 2021	For volumes sold under the 2020 Standard starting from the next available contracting cycle after January 1, 2022	for volumes sold under the 2020 Standard starting July 1, 2021
<b>General</b>	<b>Fixed or minimum SD/SI prescribed by the Rainforest Alliance</b>	SD/SI amount is negotiable between first buyer and farm CH.	Minimum SD: \$70 USD/MT  (Mandatory per October 1, 2022, for Africa; per July 1, 2022, for the rest of the world.)	No fixed or minimum SD or SI, but guidance minimums: SD \$10 USD/MT, SI \$40 USD/MT	Fixed SI of \$ 5.5 USD/MT as of January 2023, encouraged prior to that date. Valid until 2025.	SD/SI amount is negotiable between first buyer and farm CH.	SD/SI amount is negotiable between first buyer and farm CH.		



Req. No	Content	Coffee	Cocoa	Tea	Bananas/ Fresh Fruits	Hazelnut	Herbs & Spices	Processed Fruits	All Other Sectors
3.2.3	<b>Buyer responsible for payment of SD</b>	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).	Brand owner carries ultimate responsibility. Packer transacts SD payments on brand owner's behalf.	Importer carries ultimate responsibility for SD payment. Other buyers between importer and farm CH will transfer payments on importer's behalf.	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).		
3.2.4	<b>Contractual agreements exist between farm certificate holder (CH) and buyer to guide SD payment terms</b>	Applies to CH following farm CH (1 <sup>st</sup> buyer).	Applies to CH following farm CH (1 <sup>st</sup> buyer).	No contracts. Commitments made by brand owners annually in the Rainforest Alliance traceability platform.	Contractual agreements exist between all sellers and buyers starting from farm CH until level of importer.	Applies to CH following farm CH (1 <sup>st</sup> buyer).	Applies to CH following farm CH (1 <sup>st</sup> buyer).		
3.2.5	<b>Maximum payment timeframe</b>	12 months	6 months, unless otherwise required by local regulations.	Annual. Invoicing and payments in Q1 of each calendar year for previous year's SD/SI commitments.	Tied to commercial payments and timelines.	6 months	12 months		
3.2.6	<b>Reporting of SD payment</b>	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).	Brand owner or delegated packer.	First buyer	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).		



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3.2.7	<b>Minimum SD amount</b>	N/A	\$70 USD/MT cocoa beans (Mandatory per October 1, 2022, for Africa; per July 1, 2022, for the rest of the world.)	No fixed or minimum SD, but guidance minimum: SD \$10 USD/MT.	N/A	N/A	N/A		
3.3.4	<b>Buyer responsible for payment of SI</b>	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).	Brand owner carries ultimate responsibility. Packer transacts SI payments on brand owner's behalf.	Importer carries ultimate responsibility. Other buyers between importer and farm CH will transfer payments on importer's behalf.	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).		
3.3.5	<b>Reporting of SI payment</b>	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).	Brand owner or delegated packer.	First buyer	CH following farm CH (1 <sup>st</sup> buyer).	CH following farm CH (1 <sup>st</sup> buyer).		



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<b>3.3.1</b> <b>(Note: this requirement applies to farm CHs)</b>	<b><i>SI plan for farm CHs</i></b>	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.	The use of <a href="#">Annex S16</a> to create the investment plan will become mandatory for farm CHs as of January 1, 2022.