



FOODCHAIN ID[®]



Introduction to FairTSA

Fair Partnerships for a Fair Future

FCID and FairTSA webinar hosted by Laura Ensink, Laura Misani, and Winfried Fuchshofen

Company Profile



Bioagricert is one of the leading organic certification bodies in Italy and globally.

- ❑ **Our Reach:** We serve over **17,000 clients** and **certified organic operators** in Italy and around the world.
- ❑ **Headquarters:** Based in **Bologna, Italy**.
- ❑ **National Presence:** Offices located across **nine regions** in Italy, including **Piedmont, Tuscany, Lazio, Campania, Puglia, Calabria, Sicily, and Sardinia**.
- ❑ **Global Operations:** We operate worldwide through a robust network of inspectors and local offices. Our key international hubs are in **Mexico, Thailand, Romania, and Turkey**.

Company Profile



Bioagricert and FoodChain ID

In 2017, Bioagricert became part of the **FoodChain ID Group**, expanding its portfolio of certification, verification, testing, and technical services.

- **Global Reach:** FoodChain ID serves over 40,000 customers worldwide with offices in 11 countries.
- **Comprehensive Services:** The group provides complete solutions for sustainability and safety certifications, meeting the needs of food business operators in **Europe, the United States, Brazil, Mexico, India, South Asia, and beyond.**

Our ESG Initiatives to Support Industry Progress



Regenerative Agriculture Certification:

- Approved **Regenerative Organic Certifier** to certify the Organic sector
- **FoodChain ID Regenerative Agriculture Standard**, benchmarked with other industry standards to certify the broader farming sector



Life Cycle Assessments:

- **Life Cycle and CO2 Emission Assessments On Farm**, for businesses and for Products



Verification Programs:

- **FairTSA Approved Certifier**
- **Carbon Credit Program Certification** for Cooperatives and Farms (in Partnership)
- **Verification of Product Environmental Footprint** (EU recommended LCA method)
- **Animal Welfare Certification**
- **EU Deforestation Free Verification**

Agenda



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What is FairTSA?

2

How does FairTSA work?

3

Who is FairTSA for?

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Why choose FairTSA?

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Certification process

1. What Is FairTSA?

FairTSA (Fair-Trade Sustainability Alliance)

FairTSA is a global program that helps small farmers by promoting fair trade and sustainability. It connects farmers (producers) with buyers (consumers).

One of the founders of FairTSA is CEO **Winfried Fuchshofen**





FairTSA

©Global Innovations for Fair Trade



Who we are and what we do

FairTSA is an organization dedicated to Fair Trade and Social Responsibility

What we do

- We create Standards,
- Conduct Trainings
- Provide support
- Conduct audits of our participating partners
- To this end, we cooperate with Certification Bodies such as Bioagricert – we do not carry out inspection & certification ourselves.



Our Mission

FairTSA's mission is to facilitate domestic and international trade that is participatory, equitable and sustainable. Our commitment is to run an effective, flexible organization to maximize benefits for all our partners, and especially the small farmers and workers who produce the food we eat.



What Makes FairTSA Unique?

FairTSA has developed a unique Fair Trade Program with strong requirements regarding environmental stewardship and social accountability.

- Project-based Accountability for full transparency of Social Premium fund usage in the supply chain
- Affordable and efficient certification for producers
- Compliance and community development support for all producers independent of size
- High professional Standard, complying with ISO requirements
- Maximizing the Benefit for Producers and their communities

FairTSA: Accepted by Major Organizations

FairTSA certification is accepted by the World Fair Trade Organization as Guarantee program for Ingredients



FairTSA is authorized by the Regenerative Organic Association as fulfilling their Social Responsibility Pillar

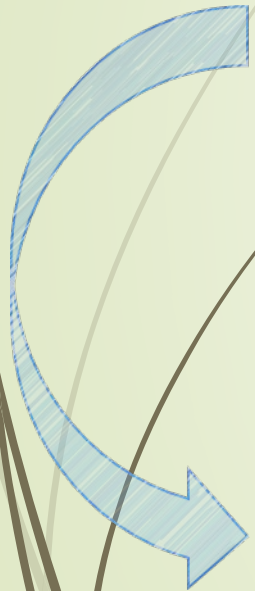


Streamlined Certification: Affordable Fair Trade

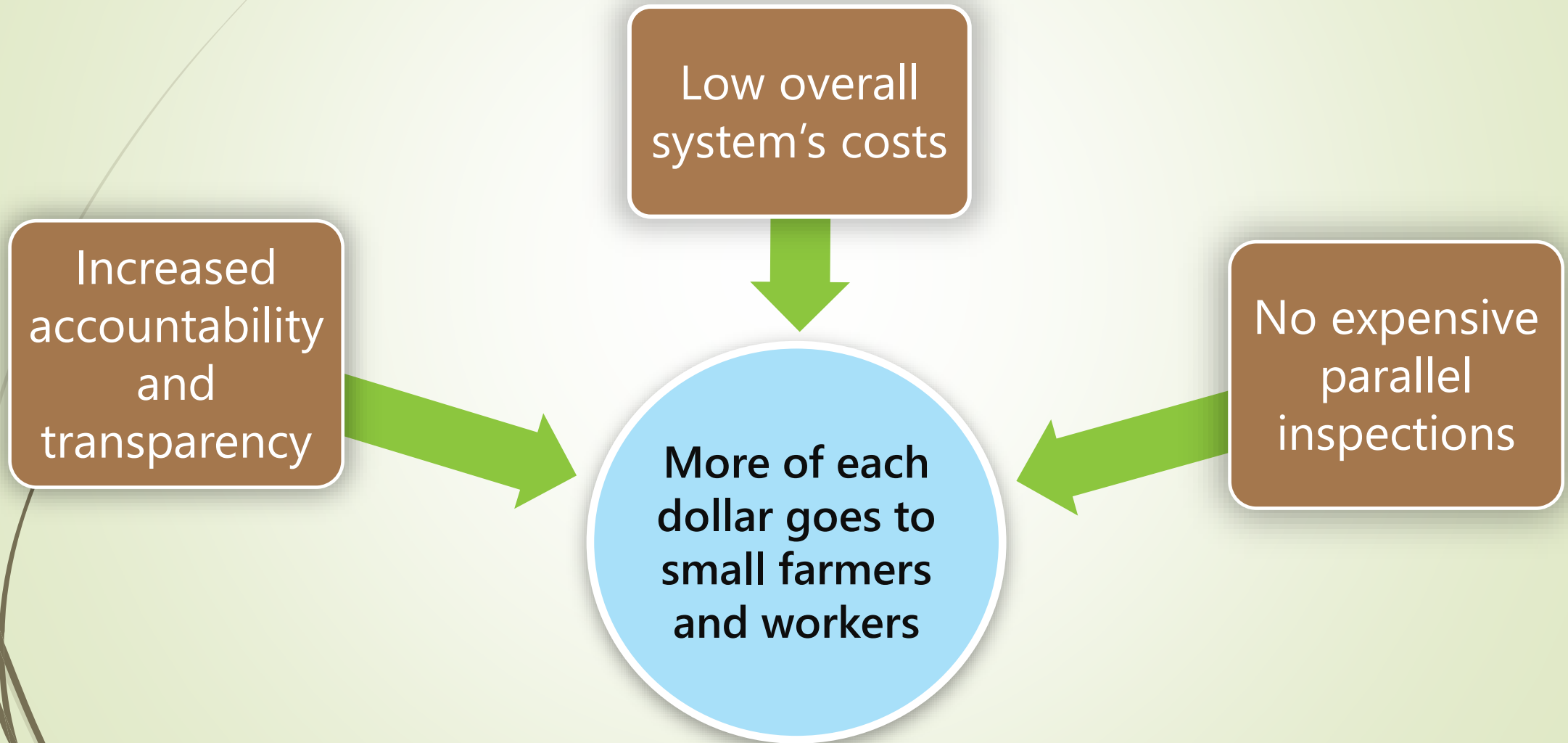
Use of established ISO
17065 accredited
organic certification
agencies

Accepting organic and
other food quality
certification systems as
part of FairTSA
requirements

No parallel inspections
whenever possible



Advantages for Consumers



FairTSA Fair Trade Means....

Compliance with all relevant ILO Conventions



Appropriate Wages (toward a living wage) and Equal Pay
All work must be voluntary

Freedom of Assembly and Collective Bargaining



Work Time Regulations and contracts for all workers

Prohibition of Child Labor



FairTSA Fair Trade Means....

Social Benefits

No discrimination based on gender, race, or class

Full-Time Work Whenever Possible

Occupational Health and Safety

Labor Rights Management System for larger operations



Ensuring Fair Pricing and Social Premium



- Prices for our certified products must cover production cost plus reasonable margin (25%) for small farmers.
- Mandatory Community Development Project + additional Social Premium 10% of the Farm Gate Price for the small farmers is due for capital investment in producer communities.
- Minimum Price can be instituted by FairTSA if necessary.

Ensuring Sound Environmental and Stewardship Practices

Most of our producers are certified under organic regulations.

In addition, we have requirements for:

- Treatment of protected species
- Improving or maintaining biodiversity
- Preservation of valuable ecosystems
- Sustainable waste management techniques
- Energy efficiency and minimizing of carbon emissions
- Water use and efficiency (“doing more with less”)



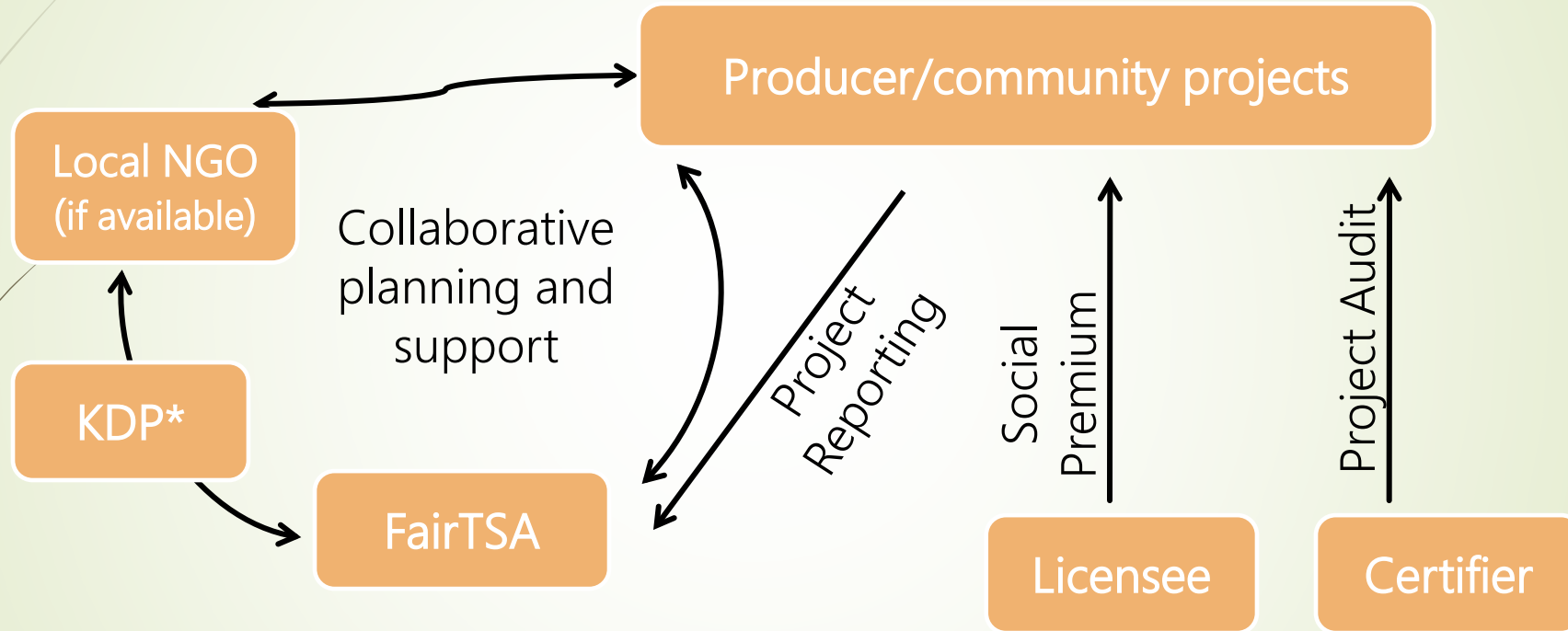
FairTSA Community Development

At FairTSA, Community Development means...

- Full transparency of premiums for all members of the supply chain.
- All projects chosen through communal decision making.
- Yearly planning and evaluation.
- Increased sustainability of rural and small farming communities.



Community Development



* KDP=Key Development Partner, usually a processing facility with highly committed management

FairTSA & Project-Based Accountability

In this system, 100 % of Social Premium funds are invested in producer communities in the form of infrastructure and other development projects. Inspection and documentation of these projects and the use of the social premium provides a way for FairTSA and producers organizations to ensure that Fair Trade resources are being used transparently for sustainable benefits of producer communities.



Examples of Past Community Development Projects:

- Community improvement and health care projects such as well drilling, restroom facility construction, and healthcare copay funding.
- School construction and scholarship programs including trade-craft, computer literacy training, and language classes.
- Improvement of equipment or harvesting techniques to increase product quality and market competitiveness.
- Emergency funds to safeguard against natural disasters or other unexpected events



Measurable Local Impact



Constructing of houses for workers in Columbia

Building the foundation for a school in Eastern Turkey



Creating jobs for small farmers on the Solomon Islands

Support for Producer Compliance and Engagement with Producer Communities

- ▶ We conduct free producer webinars on a regular basis
- ▶ We continue to develop resource materials for producers, which can be downloaded from our web site at www.fairtsa.org/producer-resources.html

Types of Certified Products:

FairTSA has no product-specific standards. Therefore, we certify a wide range of agricultural products and textiles. Some are pictured here.





Social Responsibility

We have also created a Social Responsibility Program, which includes most of the requirements of the Fair Trade program.

Excluded are:

- Fair Price
- Payment of the Social Premium

Summary of Benefits of Engaging in FairTSA Fair Trade

For Producers

- Receive fair price
 - Community Development funds
 - Long-term relationship
 - Improved marketing
-

For Certifiers

- Cost-effective for existing clients
 - New clients
 - Expansion of audit business
-

For Licensees

- Visible Support for company mission
- Improved Marketing
- Low licensing fees
- Documentation of premium use



Why & How?

4. Why Choose FairTSA?



Why have a Social Standard?

Transparency:

- FairTSA-certified products offer consumers visibility into the origin and production conditions of goods. This is highly sought after by retailers globally.

Why FairTSA?

Social Impact:

- Supporting FairTSA means improving the standard of living for smallholder producers and workers. But also surrounding communities.

Network Expansion:

- FairTSA supports partnerships, capacity-building initiatives, and offers assistance for producers to scale sustainably.

Global Reach:

- FairTSA is recognised by global sustainability certifications, such as **Regenerative Organic Certified**.
- It is also a **streamlined, ISO aligned** standard that accepts other certification systems

5. Certification Process with BioAgricert

Participate in Free Producer Webinar

1

A webinar for potential applicants to understand the FairTSA certification process, benefits, and requirements.

Complete the Application Form

2

Application form based on their type of operation: individual farm, group, wild collectors, or processing operation.

Approval and fee payment FairTSA. Specify BAC.

- **Application Form**

Contract with BioAgricert

3

Fee based on the producer's scale, location, and operational complexity. This is assessed on a case-by-case basis to ensure fairness and accessibility.

Producers or groups sign a contract with BioAgricert.

5. Certification Process with BioAgricert

FairTSA System Plan

4

The FairTSA System Plan (FSP) is a self-assessment tool where applicants evaluate their operations against FairTSA standards.

- System Plan

Audits and Inspections

5

Annual inspections and verification of the FairTSA System Plan and on-site audits.

- Inspection Report

Certification Letter

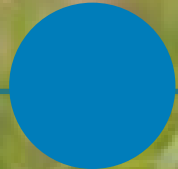
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Upon successful inspection, verification and review, a **Certification Letter** is issued to the producer or operation.

Certified entities are listed in the FairTSA database.

Once FairTSA Fair Trade Certified

Labeling



FairTSA Fair Trade Certified operations may now use the logo on **certified products**, and the **operator's website**



Final Thoughts & Contact Information

FairTSA is more than just a certification—it's a movement towards fairer, more sustainable trade that benefits both producers and consumers. By supporting FairTSA-certified products, you are helping create a more equitable global economy.

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FairTSA Contact Info:

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FAQs

Fair Trade Certification vs. FairTSA:

- Fair Trade: Generally, focuses on improving social and economic conditions for producers and workers. It addresses basic human rights and establishes minimum standards for fair trade practices.
- FairTSA: Expands on Fair Trade by also incorporating sustainability standards in agriculture, processing, and production, with an emphasis on transparent, environmentally responsible practices throughout the supply chain. In addition, FairTSA focuses on community development, outreach, and partnerships.

Community Development Plans (CDPs):

- Purpose: CDPs are mandatory for producers receiving social premium amounts of \$1,000 or more annually. They facilitate community development initiatives, focusing on projects such as healthcare, education, and food security, but also environmental protection.
- Applicability: Not all FairTSA-certified operations are required to implement CDPs—only those receiving higher social premiums.

Social Responsibility Programme (SRP):

- The Social Responsibility Programme, addresses *only labor requirements* for food and non-food operators. This includes wages, labor rights and rights to association, but excludes e.g., CDPs, and environmental requirements. *For ROC, full FairTSA certification is required.*