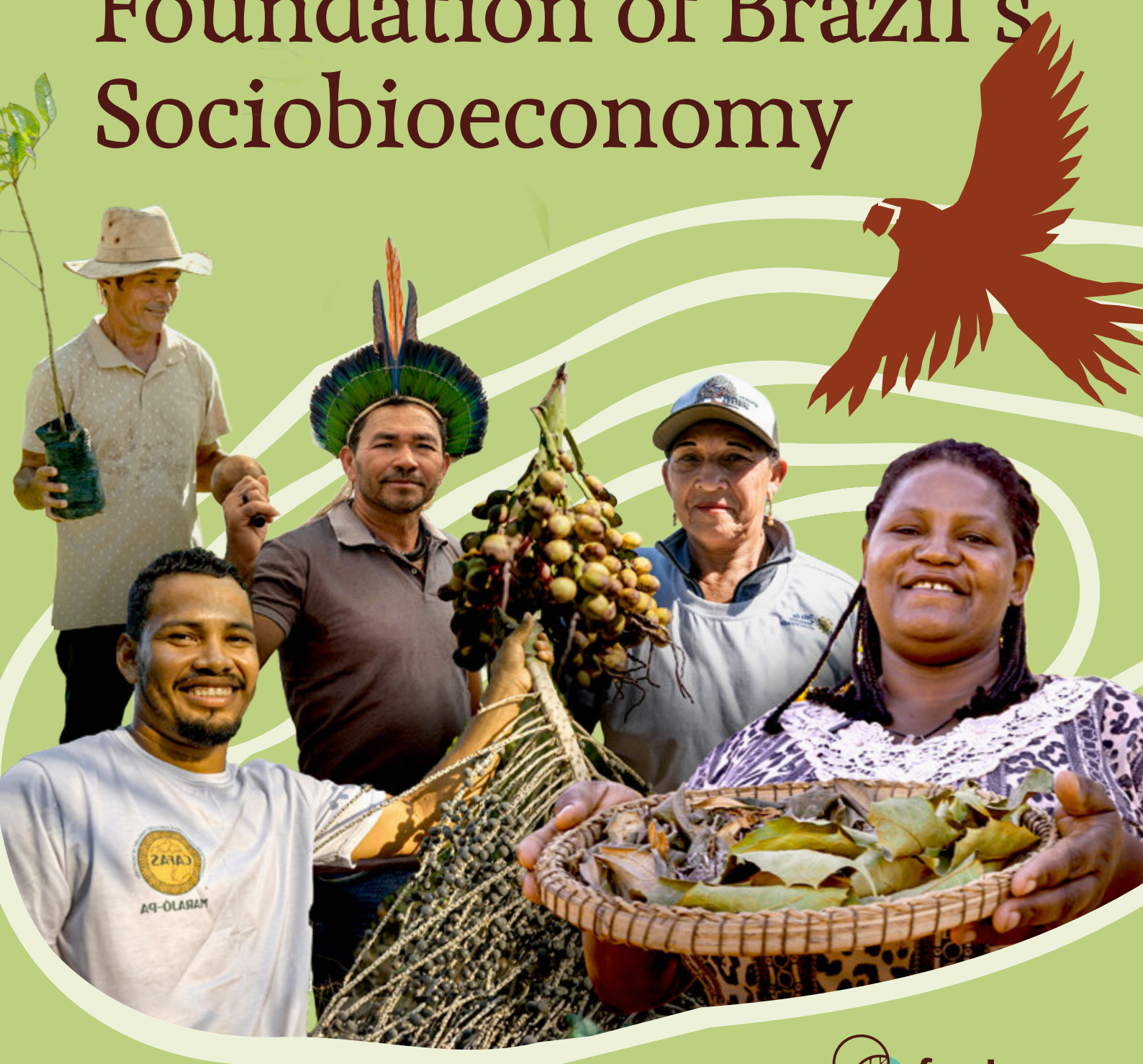
SOCIOBIODIVERSITY WEB

Structural Investments at the Foundation of Brazil's Sociobioeconomy



fundo casa
SOCIOAMBIENTAL
Casa Socio-Environmental Fund

Letter from the Leadership

GETTING RESOURCES TO THOSE WHO MAKE THE SOCIOBIOECONOMY HAPPEN

This study tells a story that, for us at the Casa Socio-Environmental Fund, is both tangible and deeply political: when resources reach organizations in local territories directly, they strengthen economies that already exist, expand autonomy, and create the conditions for communities to transform their own realities.

The Sociobiodiversity Web allowed us to demonstrate this on a scale unprecedented for our organization. Through just two calls for proposals, R$40 million (approximately US$7.82 million) in direct grants was allocated to 405 initiatives across all regions and biomes of Brazil. Hundreds of grants were disbursed and reached, practically at the same time, Indigenous communities, Quilombola communities, family farmers, forest-dwellers, artisanal fisherfolk, and many other traditional communities.

Scale matters. It matters because it demonstrates that large volumes of resources can reach local territories through numerous direct, decentralized, and territorially diverse grants. The Sociobiodiversity Web is a concrete example of what funds that understand local territories, their organizations, and their networks can achieve as mechanisms for democratizing access to funding.

Significant resources are currently being mobilized for climate, biodiversity, and the sociobioeconomy. But one question remains critical: how much of this funding actually reaches the community-based organizations that protect territories, manage biodiversity, and sustain local economies?

The picture presented in this study helps explain why this question is so important. Brazil's sociobioeconomy is not waiting to be created. It already exists. It produces. It conserves. It generates income. It feeds communities. It drives local markets.

These are associations, cooperatives, and collectives that produce agroecological food, manage forest and aquatic products, process native fruits, produce handicrafts, honey, fish, oils, and seeds, restore areas, maintain agroforestry systems, and develop community-based tourism. These economies are deeply connected to biodiversity, culture, traditional knowledge, and the well-being of communities.

Many of these organizations are also already doing business. They already sell at fairs and through local market channels and access institutional markets through the National School Feeding Program (PNAE) and the Food Acquisition Program (PAA). The study shows that 63.2% of the supported projects already access these programs and that, among those that do not yet have access, 90.5% intend to do so. This reveals something fundamental: we are not talking only about economic potential, but about a real, organized, and active socio-productive base.

It is precisely here that direct funding can bring about structural change.

Often, what prevents an association from increasing production, adding value, fulfilling a contract, accessing public procurement opportunities, or reaching new markets is not a lack of knowledge, products, or community organization. What is missing are concrete conditions: an adequate community kitchen, processing equipment, storage, transportation, compliance with sanitary regulations, technical assistance, working capital, management capacity, or productive infrastructure.

These are relatively straightforward investments, but they can unlock entire economic processes.

For this reason, direct support should not be understood as a small amount of funding for a small initiative. It is a structural investment in the foundations of local territorial economies. By strengthening dozens and hundreds of associations simultaneously, we strengthen a community-based economic infrastructure distributed across the country—an infrastructure that generates income, produces food, supports conservation, strengthens autonomy, and enables communities to remain in their territories with dignity.

And demand is far greater than what we are able to support. The Sociobiodiversity Web's two calls for proposals received 3,860 proposals and selected 405. Approximately one in ten was able to receive funding. The thousands of proposals that could not be supported show that the challenge is not finding initiatives or organizations capable of doing the work. They already exist, they are mobilized, and they know what they need. The challenge is ensuring that funding reaches them at the necessary scale.

This is perhaps one of the most important policy messages of this study.

We need to increase the volume of resources directed toward the sociobioeconomy, but we also need to discuss the architecture through which these resources reach local territories. Large financial commitments only translate into concrete change when they are connected to mechanisms capable of decentralizing resources, reaching diverse organizations, respecting their timelines and decision-making processes, and financing what they themselves identify as priorities.

Large financial commitments only translate into concrete change when they are connected to mechanisms capable of decentralizing resources, reaching diverse organizations, respecting their timelines and decision-making processes, and financing what they themselves identify as priorities.

The experience of the Sociobiodiversity Web shows that this is possible. It also shows that directly funding these organizations means recognizing that Indigenous Peoples, Quilombola and traditional communities, family farmers, forest-dwellers, and communities of the waters and forests are not beneficiaries of conservation or development policies. They are economic actors, producers of solutions, and leaders of a Brazilian sociobioeconomy that already exists.

If we want a new economy capable of conserving biodiversity, addressing the climate crisis, producing food, generating income, and keeping value within local territories, we need to fund those who are already doing this work every day.

Resources need to reach where transformation happens: in local territories and in the hands of those who sustain them.



CRISTINA ORPHÊO

Executive Director
Casa Socio-Environmental Fund

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1. Introduction

The Sociobiodiversity Web is an initiative of the Casa Socio-Environmental Fund, in partnership with the CAIXA Socio-Environmental Fund (FSA CAIXA), aimed at supporting projects that combine environmental conservation, biome regeneration, and income generation in local and traditional communities throughout Brazil.

Created in 2024 and inspired by the idea that the future is woven collectively[1], the Sociobiodiversity Web emerged from nearly two decades of accumulated experience in listening, support, and partnership between the Casa Fund and traditional and community leaders and local organizations. The initiative seeks to directly support community-based organizations and local collectives that are already developing initiatives focused on income generation, food security, biodiversity conservation, and territorial strengthening.

The Sociobiodiversity Web brings together two long-standing efforts focused on strengthening community-based socio-environmental initiatives. On one side is the Casa Fund, which, between 2005 and 2025, provided more than 4,800 grants and directed approximately US$45.6 million directly to initiatives led by Indigenous associations, Quilombola communities, artisanal fisherfolk, family farmers, and other civil society organizations in Brazil. On the other side is FSA CAIXA, established in 2010 and a partner of the Casa Fund since 2014. The fund is constituted from up to 2% of the adjusted net profit of Caixa Econômica Federal and supports socio-environmental initiatives that promote citizenship and sustainable development, with priority given to low-income populations.[3]

Structured through two public calls for proposals, the **Sociobiodiversity Web** allocated **R$40 million** between 2024 and 2025 **(approximately US$7.82 million)** in direct grants to 405 projects, with funding of up to **R$100,000 (approximately US$19,550) per initiative**[5], encompassing initiatives in both rural and urban areas, across all of Brazil's biomes and regions. This represents the **largest financial contribution ever made by FSA CAIXA and the largest amount of non-repayable funding ever received in the history of the Casa Fund.**

The Sociobiodiversity Web brings visibility to a community-based sociobioeconomy that is already underway

[1] The name "Sociobiodiversity Web" was inspired by the poem "Tecendo a Manhã" ("Weaving the Morning") by poet João Cabral de Melo Neto. Sociobiodiversity Web, Casa Socio-Environmental Fund, 2024.

[2] Source: Author's own elaboration, based on data presented in the 2025 Annual Report of the Casa Socio-Environmental Fund.

[3] Official Website of the Sociobiodiversity Web, Casa Socio-Environmental Fund, 2026.

[4] All US$ conversions in this document are based on the average PTAX selling exchange rate published by the Central Bank of Brazil between February and July 2026: R$5.1157 per US$1.

[5] Official Website of the Sociobiodiversity Web, Casa Socio-Environmental Fund, 2026.

in local territories but remains underrecognized in discussions on the bioeconomy, climate, biodiversity, and territorial development. This report seeks to strategically analyze the supported portfolio, identifying who leads the initiatives, where they are located, which economies they strengthen, how direct support is used, and the connections they establish between production, conservation, food security, and ways of life.

The following sections develop the analysis in four parts. The first places the Sociobiodiversity Web within the Brazilian sociobioeconomy context, examining how it relates to different frameworks and public policies. The second presents an overview of the supported portfolio—its scale, territorial presence, the profile of the organizations, and their economic practices. The third brings together the key strategic messages, while the final section outlines implications for strengthening the community-based sociobioeconomy in Brazil.



Photo: Elder Miranda Jr.

Elizete Moreira dos Santos Rosa shares knowledge about medicinal plants of the Cerrado. Project: Kalungas in the Sociobiodiversity Web | Organization: Engenho II Kalunga Community Association (AKCE) | Territory: Comunidade Engenho II, Kalunga Historical Site and Cultural Heritage Area, Cavalcante, Goiás

2. The context of sociobioeconomy in Brazil

FROM BIOECONOMY TO SOCIOBIOECONOMY

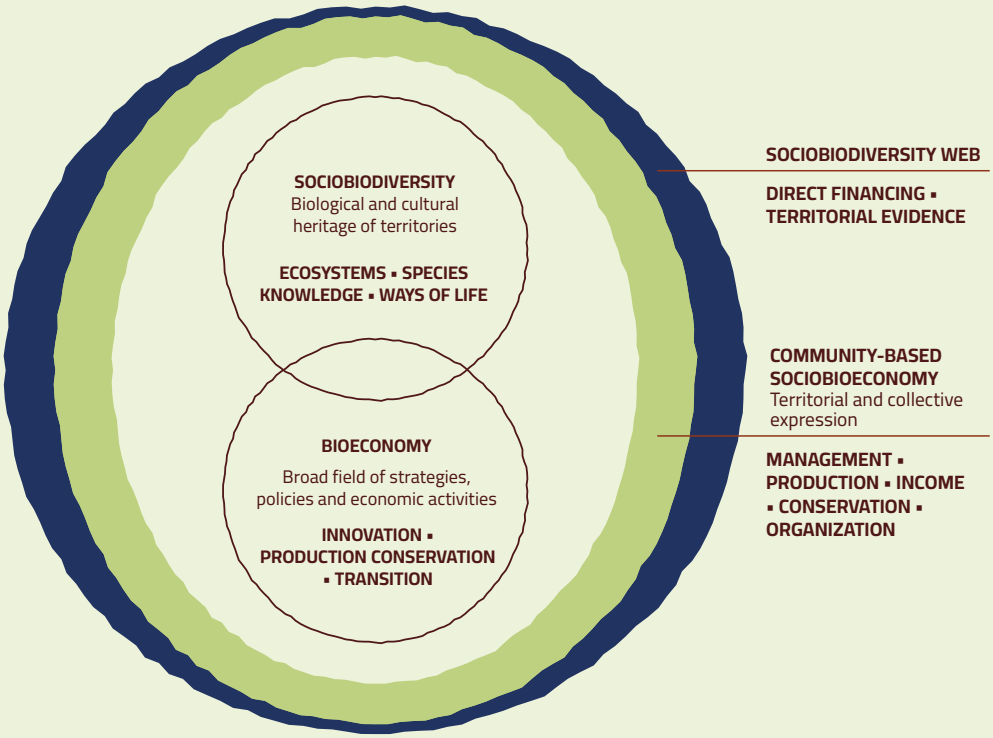
The Sociobiodiversity Web is situated within a period of **growing institutionalization of the bioeconomy agenda** in Brazil. In recent years, the topic has taken on a more central role in federal public policies, funding agendas, and technical debates, **in dialogue with biodiversity conservation, climate adaptation, food security, and income generation.** This movement broadens recognition that some of the responses to the country's economic, climate, and territorial challenges are already being developed within local territories by community-based organizations, Indigenous Peoples, traditional communities, Quilombola communities, and family farmers.

This field encompasses different perspectives[6]. On one hand, there are approaches associated with technological innovation, industry, biomass, and the decarbonization of economic sectors. On the other, perspectives that bring the bioeconomy closer to local territories, ways of life, traditional knowledge, and the distinct forms of social organization of the peoples and communities that have historically conserved and managed biodiversity are gaining ground. **For the Casa Fund, the sociobioeconomy represents a territorial and community-based perspective on the biodiversity economy**.

The Sociobiodiversity Web follows an approach grounded in the **relationship between biodiversity, culture, territory, and the economy**. Although it engages with the broader bioeconomy agenda, its contribution is anchored in **valuing sociobiodiversity and strengthening community-based practices that integrate production, management, conservation, income generation, and territorial organization.** The support aims not only to strengthen productive arrangements within sociobiodiversity value chains, but also to strengthen territorial economies that integrate income generation, food security, biodiversity conservation, community autonomy, and the recognition of local knowledge.

[6] *The bioeconomy is a broad, fluid, and evolving concept, encompassing different perspectives and applications. Studies by the Amazon 2030 initiative adopt a classification based on biotechnology, bioresources, and bioecology perspectives to organize bioeconomy narratives, strategies, regulatory frameworks, and governance structures in Brazil. See: LOPES, Cristina Leme and CHIAVARI, Joana, Bioeconomy in the Amazon: Conceptual, Regulatory, and Institutional Analysis, CPI/PUC-Rio and Amazon 2030, 2022; LOPES, Cristina Leme; COLERTO, Ana Flávia; CHIAVARI, Joana, Bioeconomy under the New Lula Administration: Regulatory and Institutional Advances, CPI/PUC-Rio and Amazon 2030, 2024.*

Figure 1: Areas of Practice of the Sociobiodiversity Web.



The initiatives supported by the Sociobiodiversity Web reflect what can be described as **community-based sociobioeconomies**—a development model based on the sustainable use of biodiversity that promotes social inclusion and income generation for Indigenous Peoples, traditional communities, and family farmers.

These economies cannot be understood merely as a collection of productive or environmental projects, because they are rooted in sociobiodiversity—the recognition that biological diversity and sociocultural diversity are inseparable. These are Indigenous Peoples, traditional communities, family farmers, artisanal fisherfolk, and community-based organizations that conserve and manage biodiversity through knowledge, practices, and ways of life developed over generations.

A GROWING POLICY AGENDA

In recent years, Brazil has developed a more robust institutional framework for the sociobioeconomy. The **National Bioeconomy Strategy** (2024) moved the issue beyond an industrial agenda or the substitution of fossil-based raw materials by incorporating the concepts of **justice, inclusion, traditional knowledge, and biodiversity conservation**[7], and opened its governance—through the **National Bioeconomy Commission** (CNBio)—to the participation of Indigenous Peoples, traditional communities, and family farmers[8].

[7] Established by Decree No. 12,044, of June 5, 2024.

[8] Established by Interministerial Ordinance MMA/MDIC/MF No. 10, of October 23, 2024.

*Around this strategy, the **National Bioeconomy Development Plan** (PNDBio) was launched[9], in 2026, along with a set of instruments that began to treat the sociobioeconomy as a distinct area of public policy—from the **National Sociobioeconomy Program** (Prospera Sociobio)[10] to the **National Program for Strengthening Sociobiodiversity** (Pró-Sociobio)[11] and the **Sociobiodiversity and Extractivism Valorization Program** (Sociobio Mais)[12], aimed at recognizing community ways of life, structuring production chains, and supporting the economic viability of sociobiodiversity products.*

This growing institutional framework builds on a history of policies focused on family farming, extractivism, and food security, and is grounded in a framework of territorial rights reflected in regulatory instruments such as the **National Policy for the Sustainable Development of Traditional Peoples and Communities** (PNPCT)[13], the **National Policy for Territorial and Environmental Management of Indigenous Lands** (PNGATI)[14] and the **National Policy for Territorial and Environmental Management of Quilombola Territories** (PNGTAQ)[15]. Taken together, these instruments point to a common direction: recognizing the need to structure value chains, strengthen markets, and treat biodiversity conservation as an economic foundation for peoples and communities. They therefore reinforce that **a strong community-based economy cannot exist without protected territories, local governance, and recognition of ways of life.**

PUBLIC INSTRUMENTS AND TERRITORIAL ACCESS

The set of laws and policies translates into concrete **instruments that function as economic infrastructure for the community-based sociobioeconomy. Rural credit**, through the **National Program for Strengthening Family Farming** (Pronaf)[16], provides credit lines with special conditions for traditional peoples and communities and for sociobiodiversity products. **Public procurement programs**—the **Food Acquisition Program** (PAA)[17] and the **National School Feeding Program** (PNAE)[18]—ensure stable commercialization channels and connect community-based production with local income, food systems, and circulation within the territories themselves. The increase in the minimum percentage of purchases from family farming under the PNAE, from 30% to 45%[19], reinforces this channel as a means of economic structuring and market access. The minimum price guarantee complements this framework by supporting the economic viability of extractive products.

[9] Launched on April 1, 2026, under the National Bioeconomy Strategy (Decree No. 12,044/2024).

[10] Established by GM/MMA Ordinance No. 1,508, of November 12, 2025.

[11] Established by MDA Ordinance No. 10, of June 2, 2025.

[12] Established by Decree No. 12,539, of June 30, 2025.

[13] Established by Decree No. 6,040, of February 7, 2007.

[14] Established by Decree No. 7,747, of June 5, 2012.

[15] Established by Decree No. 11,786, of November 20, 2023.

[16] Established by Decree No. 1,946, of June 28, 1996.

[17] Created by Law No. 10,696, of July 2, 2003, and reinstated by Law No. 14,628, of July 20, 2023.

[18] Established by Law No. 11,947, of June 16, 2009.

[19] The percentage was established by Law No. 15,226, of September 30, 2025, which amended Law No. 11,947/2009, effective January 1, 2026.

The key point is that **these instruments only fulfill their purpose when they reach organizations that are able to access them**. Access to credit, public procurement, and institutional markets depends on a set of concrete capacities: documentation and regularization, sanitary compliance, logistics and transportation, processing, management, working capital, technical assistance, and scale. Therefore, programs designed to promote inclusion can, in practice, become barriers when they are not adapted to the real conditions faced by associations and communities in local territories. Sanitary requirements designed for urban-industrial contexts can make it difficult to commercialize traditional products when they do not take into account the scale, production methods, and conditions of community-based organizations[20].

[20] On the barriers to accessing credit and the role of locally based technical assistance, see MORETTI, Fernando et al. Access to Rural Credit (Pronaf): Strategies for the Sociobioeconomy in the Amazon. In: BENSUSAN, Nurit (ed.). Flourishing in the Gaps: Traditional Territories and Sociobiodiversity Economies. Brasília: Editora Mil Folhas do IEB, 2025, pp. 119–131.



The gap between an existing policy and the organization that needs to access it is what gives direct funding its purpose.

Direct funding does not replace public policies; rather, it operates in the space between those policies and community-based organizations. In many cases, according to reports from the supported organizations themselves, it reaches territories and addresses needs where these policies are not present, strengthening the capacities that make access possible. In the following sections, the analysis of the Sociobiodiversity Web portfolio illustrates the scale of this gap: territorial demand is extensive, while the available capacity for support remains limited.

Figure 2: Frameworks Underpinning the Sociobioeconomy in Brazil.

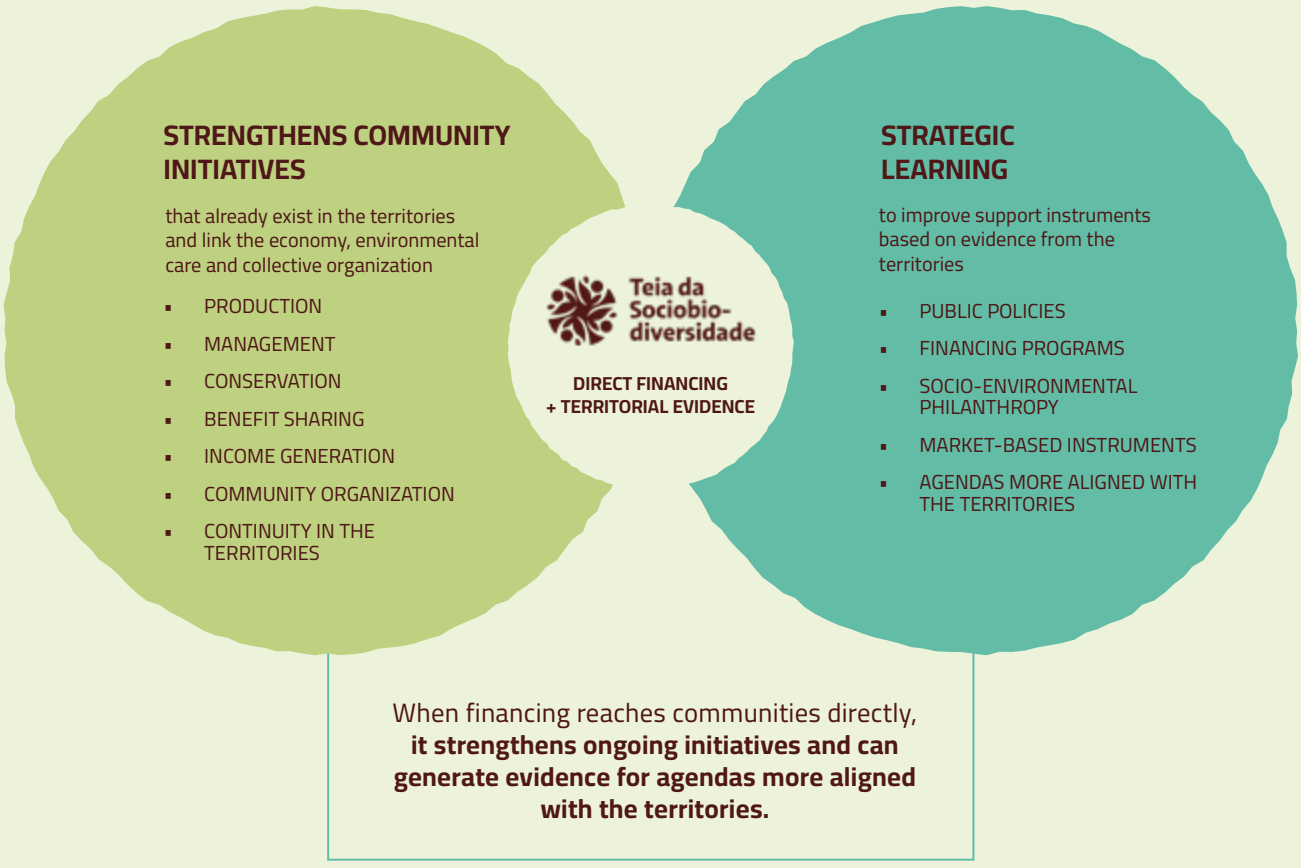
1	**BIOECONOMY STRATEGY AND PLANS**	National Bioeconomy Strategy ▪ 2024 Bioeconomy Development Plan - PNDBio ▪ 2026 National Bioeconomy Commission (CNBio)
2	**SOCIOBIOECONOMY PROGRAMS**	Prospera Sociobio ▪ National Program Pro-Sociobio ▪ Strengthening Sociobiodiversity Sociobio Mais ▪ Extractivism
3	**TERRITORIAL RIGHTS**	PNPCT ▪ Traditional Communities PNGATI ▪ Indigenous Lands PNGTAQ ▪ Quilombola Territories
4	**ECONOMIC INSTRUMENTS**	PRONAF ▪ rural credit PAA AND PNAE ▪ public procurement PGPM-BIO ▪ minimum price guarantee

THE SOCIOBIODIVERSITY WEB AS A TERRITORIAL LEARNING EXPERIENCE

While much of the national debate focuses on the conditions needed to structure the field—infrastructure, logistics, technical assistance, credit, data, and commercialization—the Sociobiodiversity Web provides an opportunity to observe what community-based organizations themselves are already building when they gain direct access to resources and define their own priorities. **Direct, flexible funding adapted to the context of each territory strengthens the capacities that organizations need to access existing policies**: community governance, productive organization, management, processing, commercialization, and network building.

The Sociobiodiversity Web makes a twofold contribution. **On one hand, it strengthens initiatives that produce, manage, conserve, and add value to sociobiodiversity**. On the other hand, based on the priorities identified by the organizations themselves, it helps identify what needs to be strengthened so that this agenda can generate greater benefits for local territories. Beyond providing financial resources, it **generates strategic learning that can help improve public policies, funding programs, philanthropic initiatives, and market-based instruments**, making them better aligned with the needs, timelines, and organizational structures of local territories.

Figure 3: Strategic Contributions of the Sociobiodiversity Web



Based on this context, the portfolio analysis provides insight into how the community-based sociobioeconomy is expressed through the initiatives supported by the Sociobiodiversity Web. The following sections present its scale, the actors involved, the territories where they operate, and the economies strengthened through the two funding streams: Sociobiodiversity Businesses and Nature-based Solutions (NbS).

3. Methodology

This report analyzes the Sociobiodiversity Web portfolio with the aim of understanding who the supported organizations are, where they operate, the practices they develop, and the capacities they seek to strengthen through direct support. The analysis does not assess final outcomes, but rather identifies patterns, trends, gaps, and priorities reported by the supported organizations.

The analytical inputs are based on the consolidated database from the Sociobiodiversity Web's two public calls for proposals (2024 and 2025)[21], comprising 405 supported projects. This database brings together responses provided by the supported organizations themselves through a questionnaire completed at the beginning of each project. Based on this material, qualitative and quantitative analyses were combined, using frequencies, percentages, and cross-tabulations of variables to identify sociobioeconomy practices, value chains and products, structures, bottlenecks, and recurring themes. The typologies, areas of practice, and groupings presented throughout the report should be understood as ways of organizing trends within the portfolio, rather than as exhaustive or mutually exclusive classifications.

Thus, the report presents a structured analysis of the Sociobiodiversity Web portfolio, guided by criteria for systematization, verification, and analytical validation. The findings provide insight into the initiative's territorial presence, the socio-productive profiles involved, the economic practices underway, and the structuring challenges reported by the organizations.

[21] The two calls for proposals took place in separate cycles: the first received proposals between October and December 2024, and the second between November and December 2025. Both had the same focus, with the same two funding streams (Sociobiodiversity Businesses and Nature-based Solutions), the same thematic areas, the same funding ceiling per project, and food security as a cross-cutting dimension. The differences were operational only, such as the timeline and the ineligibility, under the second call, of projects that had already received support through the first, with no changes to the scope. Source: Sociobiodiversity Web Public Call for Proposals documents (Casa Socio-Environmental Fund, 2024 and 2025).

4. Sociobiodiversity Web:

A portrait of the community-based sociobioeconomy in Brazil

The Sociobiodiversity Web projects are organized into two funding streams: **Sociobiodiversity Businesses** (NSB) and **Nature-based Solutions** (NbS)[22]. The definitions, transformative potential, and selected examples of initiatives associated with each funding stream are presented below.

Sociobiodiversity Businesses encompass **economic activities that value the biological and cultural diversity** of specific regions, promoting the **sustainable use of natural resources** and the **well-being of local communities**. Their transformative potential can be observed through aspects such as:

- Combining traditional knowledge with innovative practices;
- Creating alternative sources of income for populations living in biomes rich in natural resources;
- Strengthening local production chains;
- Environmental conservation;
- Promoting economic, social, and environmental sustainability;
- Respecting and preserving the cultural identities of communities.

Within the portfolio, this funding stream is associated with **productive practices, local value chains, processing, commercialization, and market access**. Examples include community-based tourism initiatives, bio-jewelry and handicraft production, forest product management, community-based businesses, agroecology, and artisanal fishing.

[22] Definitions of the funding streams adapted from the official Sociobiodiversity Web website (Casa Socio-Environmental Fund, 2026).

Figures 4 and 5: Examples of Sociobiodiversity Businesses.[23]



Photo: Thiago Foresti
Figure: Fruit production and processing



Photo: Araquém Alcântara
Figure: Artisanal fisheries

Nature-based Solutions encompass solutions that provide **social, economic, and environmental benefits through nature itself**. Their transformative potential can be observed in initiatives related to:

- Protecting and sustainably managing biodiversity;
- Restoring natural and modified ecosystems;
- Developing effective and adaptive solutions to climate challenges;
- Promoting human well-being and benefits for biomes.

[23] Source of the images in this section: Casa Socio-Environmental Fund archives, available on the official Sociobiodiversity Web website (2026).

Within the portfolio, this funding stream is primarily associated with initiatives focused on **management, restoration, conservation, ecosystem recovery, food security, and territorial stewardship.** Examples of supported activities include ecosystem restoration and conservation, wastewater treatment using natural systems, rain gardens and urban parks, sustainable beekeeping, solid waste management, and community gardens.

Figures 6 and 7: Examples of Nature-based Solutions.



Photo: Ruslan Sikunov
Figure: Apiculture and meliponiculture



Photo: Adobe Stock
Figure: Rain gardens for water management

The following sections present an analytical overview of the portfolio, highlighting the scale of support provided by the Sociobiodiversity Web, who the supported organizations are, where they operate, which economies they seek to strengthen, and how direct support is mobilized. As many projects are still underway, the analysis does not measure consolidated impacts. Instead, it identifies characteristics, trends, and approaches that help illustrate how the community-based sociobioeconomy is expressed in local territories.

4.1 Scale, Demand, and Territorial Reach of the Portfolio

SCALE OF THE CALLS FOR PROPOSALS AND DEMAND FOR DIRECT FUNDING

The Sociobiodiversity Web was structured through two public calls for proposals[24] that, together, constitute the largest portfolio of direct support for the community-based sociobioeconomy ever implemented by the Casa Socio-Environmental Fund. The figure below details the number of grants and the amounts invested.

Figure 8: Consolidated Overview of the Sociobiodiversity Web's Two Calls for Proposals.

3,860
PROPOSALS RECEIVED IN THE TWO CALLS

U$ 20K
PER PROJECT, IN DIRECT FINANCING

27
FEDERATIVE UNITS COVERED

U$ 8 MI
IN DIRECT GRANTS TO COMMUNITIES

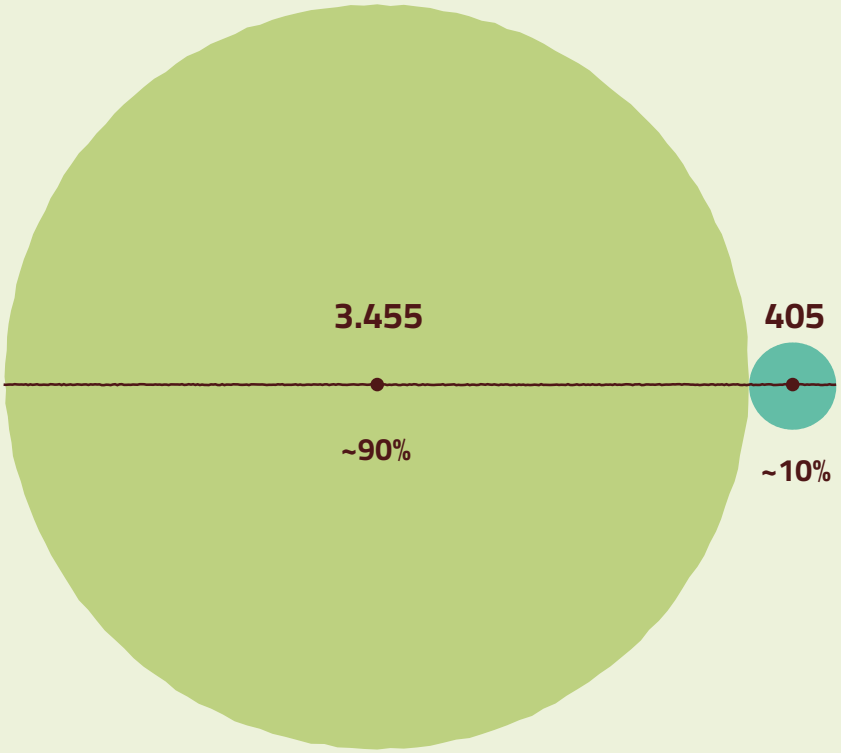
405
PROJECTS SUPPORTED ACROSS BRAZIL

316
MUNICIPALITIES WITH SUPPORTED PROJECTS

[24] The structure of two public calls for proposals was already part of the original design of the Sociobiodiversity Web, which was selected through a CAIXA call aimed at supporting projects based on bioeconomy businesses. The calls maintained the Sociobiodiversity Businesses and Nature-based Solutions funding streams, organized around thematic areas focused on productive structuring, agroecology, processing, commercialization, biodiversity conservation, climate adaptation, restoration, and sustainable management. Sources: Casa Socio-Environmental Fund, Sociobiodiversity Web – Call 1, 2024; Sociobiodiversity Web – Call 2, 2025.

The first public call for proposals, launched in 2024 during the 16th Conference of the Parties to the Convention on Biological Diversity (COP16), received 2,048 proposals and selected 202 projects. The second, launched in 2025 during the 30th Conference of the Parties (COP30), received 1,812 proposals and selected 203 initiatives. Together, the two calls received 3,860 proposals. **This means that approximately one in every ten proposals could be supported.**

Figure 9: Territorial Demand for Funding Exceeds Available Support Capacity.



The gap between the volume of support requested and the actual funding capacity reveals a strategic finding: **the Casa Fund is able to directly reach community-based organizations and initiatives that are already mobilized in local territories, but the resources available remain insufficient relative to the scale of existing demand.** The more than 3,400 proposals that could not be supported indicate a much broader landscape of initiatives with developed project proposals, mobilization capacity, and a concrete need for direct funding. This suggests that increased funding would make it possible to reach an even greater number of community-based organizations across local territories.

PORTFOLIO COMPOSITION BY FUNDING STREAM

The classification under each funding stream—Sociobiodiversity Businesses (NSB) and Nature-based Solutions (NbS)—was reported by the organizations themselves when submitting their proposals. NSB accounts for the majority of initiatives: 323 projects (79.8% of the total). NbS accounts for the remaining 82 projects (20.2% of the portfolio). This proportion confirms the significant role of sociobiodiversity businesses and value chains among the organizations accessing support through the Sociobiodiversity Web.

In practice, many projects classified as Sociobiodiversity Businesses are also Nature-based Solutions—and vice versa. The business depends on a functioning ecosystem, and each sustains the other. Rather than being rigid categories, the two funding streams describe different areas of emphasis within the same economy, combining production and commercialization with management, restoration, conservation, food security, and collective stewardship of ecosystems. The funding streams therefore serve as a way of organizing proposals at the time of submission, rather than as a rigid definition of what each project is or does.

Chart 1: Projects by Funding Stream (%)



TERRITORIAL REACH AND MUNICIPAL COVERAGE

The Sociobiodiversity Web's territorial reach extends across **all 27 federative units of Brazil**, comprising the 26 states and the Federal District. The regional distribution shows a **greater concentration in the Northeast**, which accounts for 40.5% of the portfolio (164 projects), **and in the North**, with 26.2% (106 projects), followed by the Southeast with 15.8% (64 projects), the South with 9.1% (37 projects), and the Central-West with 8.4% (34 projects). Through this distribution, the Sociobiodiversity Web reaches regions characterized by a diversity of traditional peoples and communities, family farming, and territorial initiatives. The map highlights the greater concentration of projects in the Northeast and North, which together account for 66.7% of the portfolio, while also demonstrating the initiative's presence throughout the country.

Map 1: Distribution of Sociobiodiversity Web Projects by Region

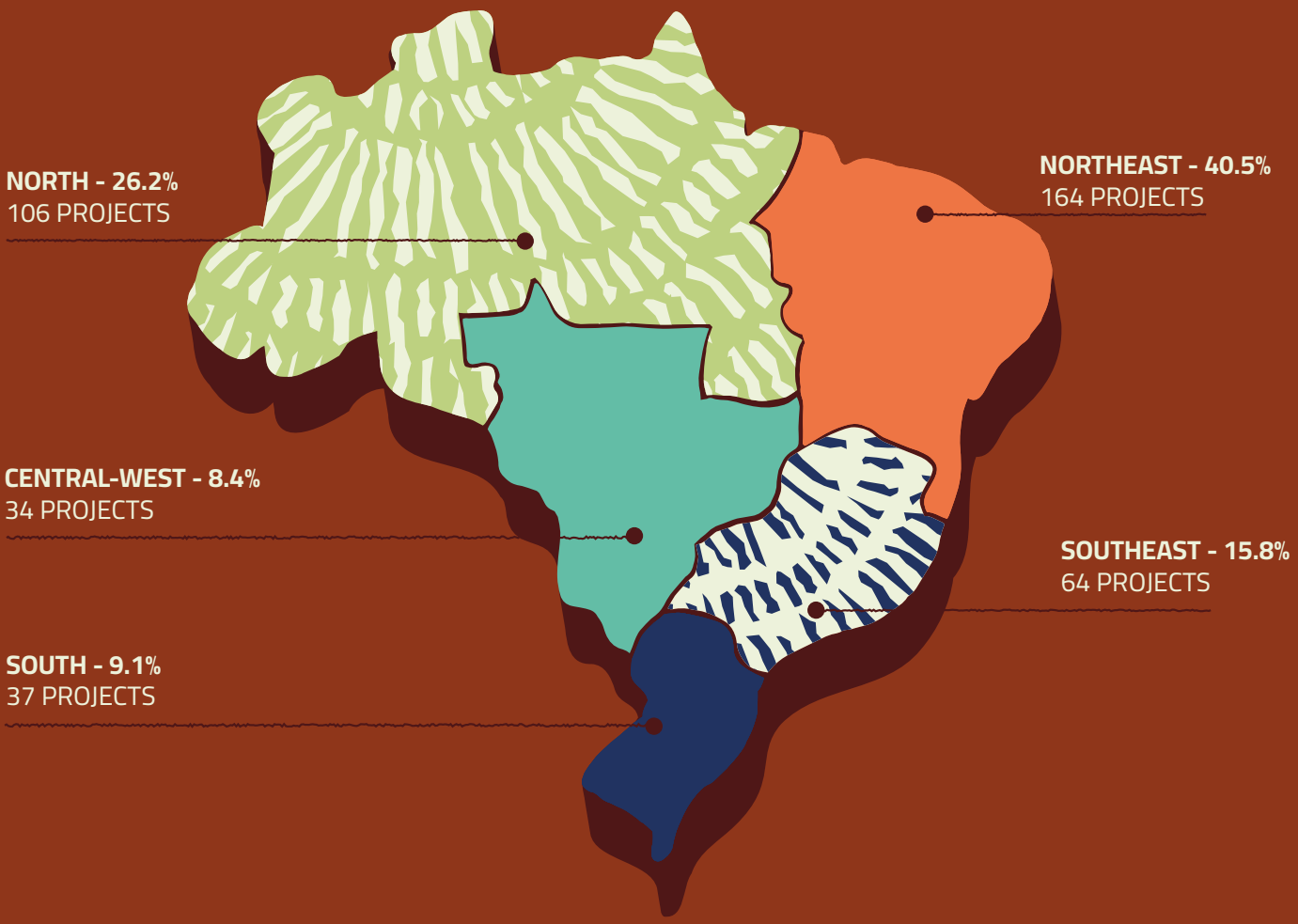




Photo: Elder Miranda Jr.

Project: Marajoara Agroforestry: Sustainability and Agroforestry Innovation in Salvaterra | Organization: Salvaterra Family Farmers' Cooperative (CAFAS) | Territory: Comunidade de Condeixa, Salvaterra, Marajó Island, Pará

At the state level, **Bahia, Pará, and Maranhão** emerge as the main areas of concentration within the portfolio. Together, the three states account for 127 projects, equivalent to 31.3% of the total. Although they account for a significant share of the supported projects, these three states have distinct socio-territorial profiles.

- **Bahia** has the largest number of Sociobiodiversity Web initiatives, accounting for 14.1% of the national portfolio (57 projects), distributed across 46 municipalities. Eight municipalities have more than one project: Campo Formoso has the highest concentration, with 4 projects, followed by Prado, with 3. By biome, Bahia's portfolio is concentrated primarily in the **Caatinga, with 49.1% of the projects in the state** (28 projects), and the **Atlantic Forest, with 36.8%** (21 projects). The organizations' self-identification shows a **balanced presence of family farmers and Quilombola/Afro-descendant community organizations**, both accounting for 33.3% (19 projects each).

- **Pará** accounts for 9.6% of the Sociobiodiversity Web's national portfolio (39 projects), reaching 24 municipalities. Projects are most concentrated in Gurupá, with 5 projects, followed by Portel and Santarém, with 4 projects each, and Belém, with 3. Overall, 7 municipalities have more than one supported initiative. In terms of the organizations' self-identification, **family farmers account for the largest share, at 43.6%** (17 projects), followed by **forest-dwellers, at 15.4%** (6 projects).

CASE STUDY 1

FROM AGROFORESTRY TO FOOD: VALUE THAT REMAINS IN THE TERRITORY

Project: Agrofloresta Marajoara: sustentabilidade e inovação agroflorestal em Salvaterra (Marajó Agroforestry: Sustainability and Agroforestry Innovation in Salvaterra)

Supported Organization: Cooperativa dos Agricultores e Agricultoras Familiares de Salvaterra (CAFAS)

Territory: Condeixa Community (Pará)

Biome: Amazon

On Marajó Island, family farming faces soil degradation, biodiversity loss, infrastructure limitations, and the growing effects of climate change, including prolonged droughts and changes in rainfall patterns. In a landscape characterized by the predominance of pineapple monoculture, CAFAS sought to strengthen a more diversified production model capable of combining environmental restoration, income generation, and the supply of raw materials for its own agro-processing facility.

> *With support from the Sociobiodiversity Web, the cooperative established three hectares of agroforestry systems (AFS) in previously degraded areas, planting 1,800 seedlings of fruit-bearing, native forest, and pioneer species.*

The project also supported the acquisition of equipment—including a walk-behind tractor with attachments and brush cutters—the installation of a well for irrigation, and training and management activities. The area became a demonstration site, allowing cooperative member families to see firsthand the viability of AFS and incorporate these solutions into their own production areas. A total of **26 family farmers, including 15 women, received direct training**. The established area also became a space for practical learning, with workshops, courses, discussion circles, and collective management activities.



Photo: Elder Miranda Jr.

Isabel da Silva Janaú, a leader of CAFAS.



Photo: Elder Miranda Jr.

> *"The support from the Casa Fund was essential to launch and structure the Marajó Agroforestry System (...). The support also strengthened water security through the installation of a well in the project area, reducing losses and ensuring irrigation during periods of drought—an increasing challenge in the region due to climate change. (...) In a territory characterized by social vulnerability, limited infrastructure, and significant climate impacts, the support was decisive." — Cooperativa dos Agricultores e Agricultoras Familiares de Salvaterra (CAFAS).*

The project's distinctive feature is its **integration of production within the territory.** The AFS was established alongside the community agro-processing facility already operated by CAFAS, allowing fruits such as açaí, taperebá, muruci, acerola, guava, cacao, bacuri, and cupuaçu to be processed locally into fruit pulp. The system also incorporates shorter-cycle crops, such as beans, squash, corn, and cassava, helping diversify production and generate food and income at different times of the year.

This integration strengthens a cycle connecting **production, processing, and commercialization**. The local supply of raw materials reduces dependence on external suppliers and periods of inactivity at the agro-processing facility, while the AFS contributes to soil restoration, greater moisture retention, and the return of biodiversity. An increased presence of pollinating insects and birds was observed, along with the natural regeneration of native species, improved soil fertility, and lower soil temperatures. The experience also strengthened recognition of AFS as an economic strategy, in addition to an environmental one.

The productive structure is also connected to **public food procurement policies**. CAFAS already accesses the **Food Acquisition Program (PAA)** and has experience supplying food for school meals, creating a bridge between sociobiodiversity production, institutional markets, and food security.

The case demonstrates how the Sociobiodiversity Web can strengthen capacities and structures that already exist within the territory, connecting them more effectively. By bringing together agroforestry, family farming, community-based agro-processing, and public food policies, the project helps **retain a greater share of the value generated within the territory itself**, integrating conservation, production, and income generation.

Maranhão accounts for 7.7% of the supported initiatives (31 projects), distributed across 23 municipalities. Itapecuru Mirim has the largest concentration in the state, with 6 projects, followed by Cururupu, Montes Altos, and São Mateus, with 2 projects each. Analysis by biome reveals a configuration characterized by **transition zones**: 41.9% of the projects in the state (13 initiatives) are associated with both the Amazon and Cerrado, while 29.0% (9 projects) are located exclusively in the Amazon and 25.8% (8 projects) exclusively in the Cerrado. A further 3.2% (1 project) is located in a transition zone between the Cerrado and Caatinga. Among the supported organizations, **Quilombola/Afro-descendant community organizations** account for the largest share, at 45.2% (14 projects), followed by **family farmers**, at 29.0% (9 projects).

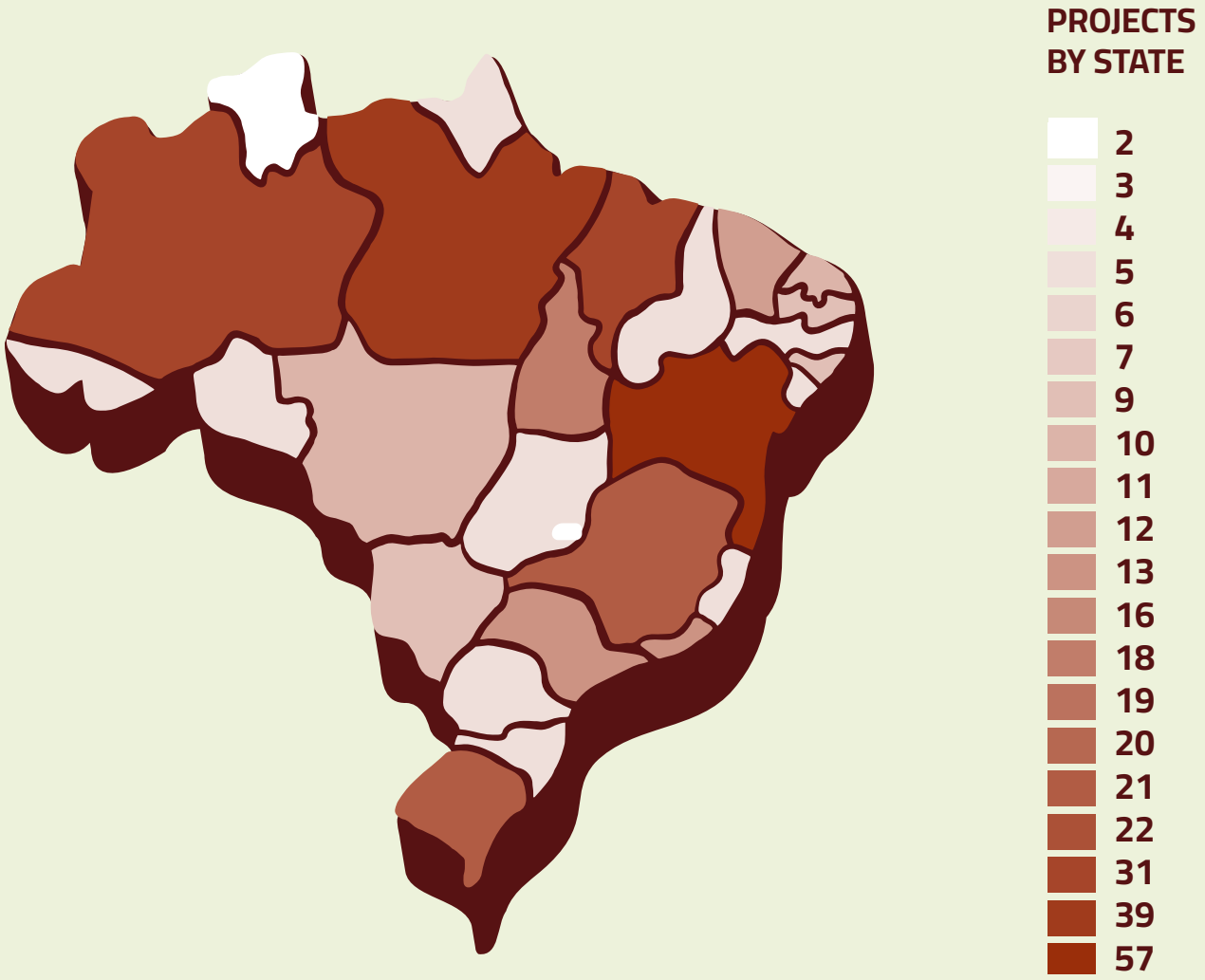
This distribution shows that the portfolio's concentration at the state level is not homogeneous. Bahia, Pará, and Maranhão account for significant numbers of projects but reflect distinct configurations of biomes and organizational profiles, reinforcing that the Sociobiodiversity Web's territorial reach takes different forms across territories.



Photo: Elder Miranda Jr.

Cassiel Conceição is a CAFAS cooperative member and an agroforestry farmer.

Map 2: Distribution of Projects by Federative Unit



Coordinate system: SIRGAS 2000 | Source: IBGE
Author: Marina Leimig (CLIMÁTICA) | Date: July 21, 2026

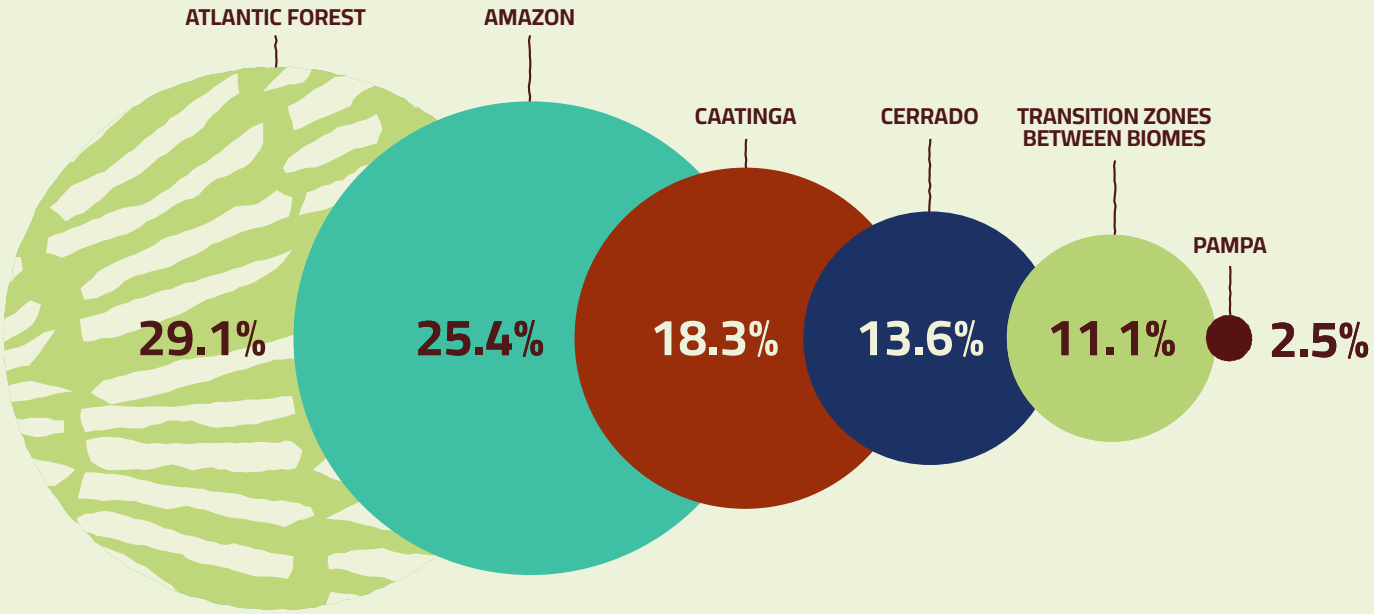
Overall, the supported projects are distributed across **316 municipalities—approximately 6% of all Brazilian municipalities.**

This distribution reflects broad territorial reach: even the municipalities with the largest number of initiatives have no more than 6 projects, as is the case in Manicoré (Amazonas) and Itapecuru Mirim (Maranhão). The portfolio therefore combines nationwide presence with small local concentrations, without significant concentration in any single municipality.

DIVERSITY OF BIOMES

The presence across all biomes underscores the ecological and territorial diversity of the portfolio. The **Atlantic Forest, with 29.1%** (118 projects), the **Amazon, with 25.4%** (103 projects), and the **Cerrado, with 13.6%** (55 projects) together account for 68.1% of the portfolio (276 projects), indicating a significant presence of the Sociobiodiversity Web in biomes that are strategic for **biodiversity conservation and water security**. This group includes two global biodiversity hotspots[25]—the **Atlantic Forest and the Cerrado**—as well as the Amazon, a biome that plays a central role in the country's **ecological connectivity and climate regulation.**

Chart 2: Projects by Biome[26]



The portfolio also reaches the **Caatinga**, which accounts for **18.3%** (74 projects), and the **Pampa**, with **2.5%** (10 projects). Transition zones between biomes[27] appear as an aggregated category in the chart, accounting for 11.1% (45 projects). This category includes the portfolio's presence in the Pantanal, represented by 6 projects located in Cerrado – Pantanal transition zones. These transition areas are particularly relevant because they face overlapping territorial pressures, requiring responses adapted to contexts that do not fall within a single biome.

[25] Biodiversity hotspots are priority areas for conservation because they combine a high concentration of endemic species with a high degree of habitat loss. In the article that consolidated the concept, Myers et al. identify Brazil's Atlantic Forest and Cerrado among the world's biodiversity hotspots. See: MYERS, Norman; MITTERMEIER, Russell A.; MITTERMEIER, Cristina G.; DA FONSECA, Gustavo A. B.; KENT, Jennifer. Biodiversity hotspots for conservation priorities. Nature, vol. 403, p. 853–858, 2000.

[26] The category "transition zones between biomes" includes projects located in areas where biomes overlap, including the Cerrado–Pantanal, Cerrado–Amazon, Cerrado – Caatinga, Cerrado – Atlantic Forest, Atlantic Forest–Caatinga, and Atlantic Forest–Pampa transition zones.

[27] Ecotones are transition zones between ecological communities, associated with environmental gradients and occurring at different scales, from local transitions to boundaries between biomes. These areas may combine characteristics of distinct ecological formations and are relevant to ecology, evolution, and conservation. In Brazil, studies on the Cerrado–Amazon ecotone reinforce the importance of transition zones for maintaining biological diversity and for regional conservation strategies. See: KARK, Salit; VAN RENSBURG, Berndt J. Ecotones: Marginal or central areas of transition? Israel Journal of Ecology & Evolution, vol. 52, pp. 29–53, 2006; MACIEL, Everton A.; OLIVEIRA-FILHO, Ary T.; EISENLOHR, Pedro V. Prioritizing rare tree species of the Cerrado-Amazon ecotone: warnings and insights emerging from a comprehensive transitional zone of South America. Natureza & Conservação, vol. 14, no. 2, pp. 74–82, 2016.

4.2 Community-Based Organizations and Territorial Rootedness

The Sociobiodiversity Web supports a diverse social base that is deeply rooted in local territories. This section presents who makes up the supported organizations, the groups the projects intend to engage with, and how these initiatives are connected to the territories where they take place.

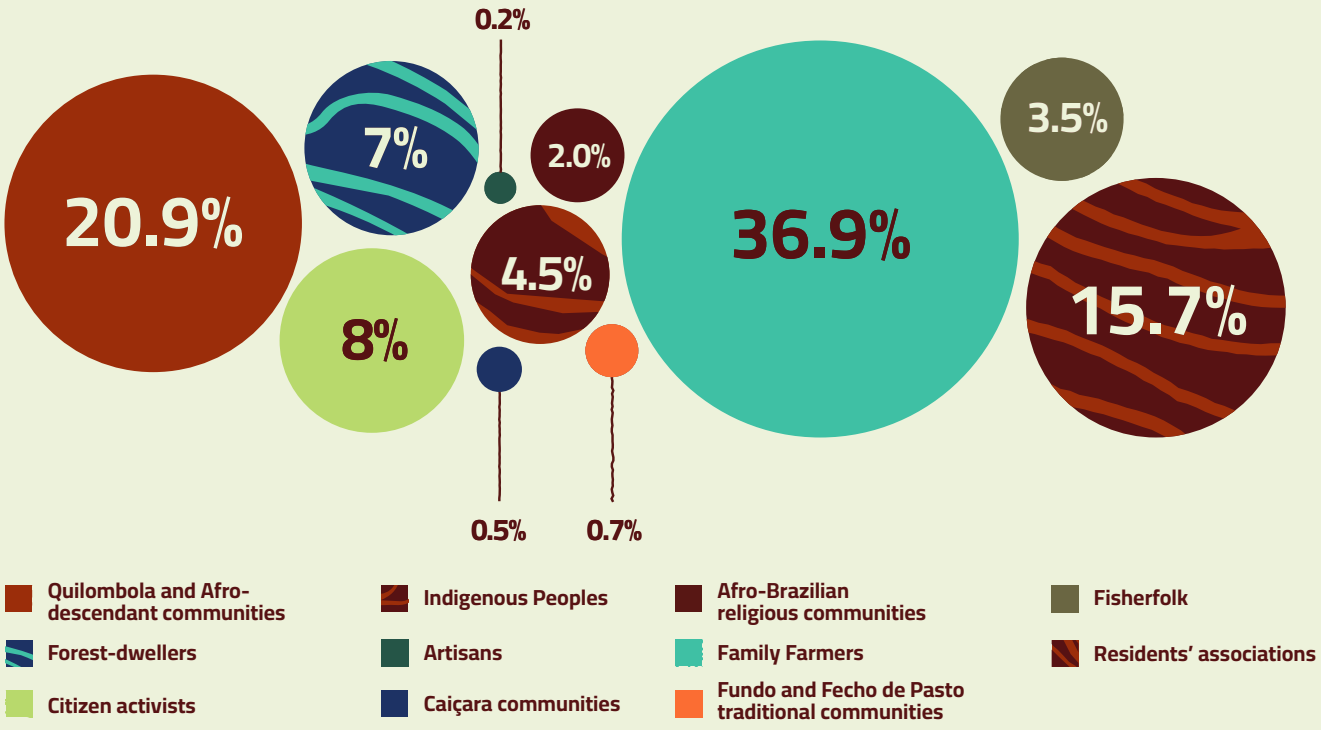
SOCIAL BASE OF THE SUPPORTED ORGANIZATIONS

The self-identification of organization members shows the predominance of family farmers and traditional peoples and communities within the portfolio. **Family farmers are the most frequently represented group**, accounting for 36.9% (148 projects), followed by **Quilombola and Afro-descendant communities**, with 20.9% (84 projects), and **Indigenous Peoples**, with 15.7% (63 projects).

In addition, **citizen activists** account for 8% (32 projects); **forest-dwellers**, 7% (28 projects); **residents' associations**, 4.5% (18 projects); **fisherfolk**, 3.5% (14 projects); and **Afro-Brazilian religious communities**, 2% (8 projects). **Fundos and Fechos de Pasto traditional communities**[28] account for 0.7% (3 projects); **Caiçara communities**, 0.5% (2 projects); and **artisans**, 0.2% (1 project).

[28] **Fundos and Fechos de Pasto** are traditional communities characterized by the communal use of land, which may coexist with areas used by individual families, as well as by livestock raising, subsistence farming, or low-impact extractive activities and the traditional management of natural resources, particularly in the Caatinga, Cerrado, and transition zones. In Bahia, where these communities are concentrated, they are recognized and regulated under State Law No. 12,910/2013.

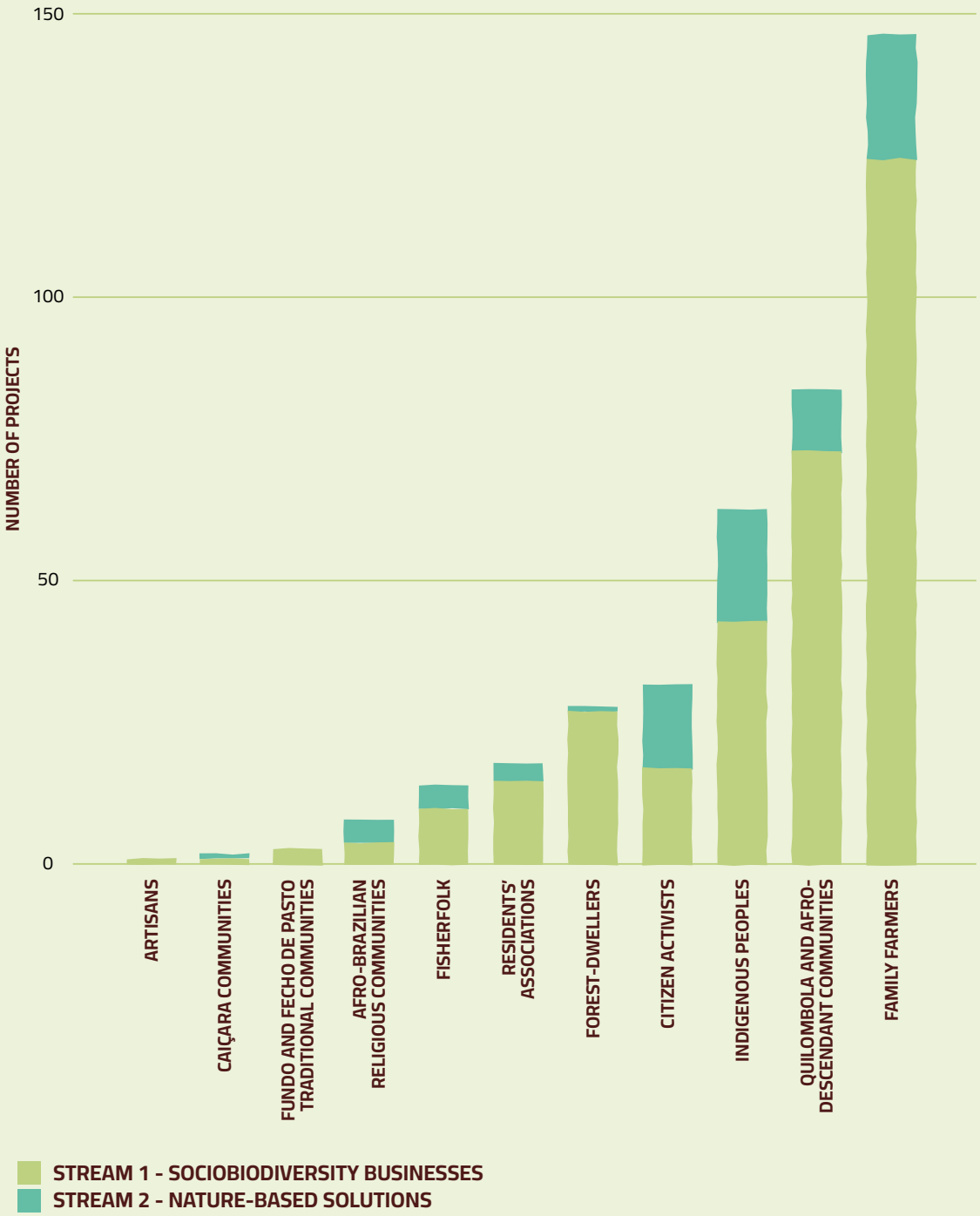
Chart 3: Projects by Organization Members' Self-Identification



Cross-referencing the self-identification of organization members with the funding streams reveals distinct trends. Indigenous organizations show a stronger association with Nature-based Solutions (Stream 2): while this stream accounts for 20.2% of all supported projects, the proportion rises to 31.7% among Indigenous organizations.

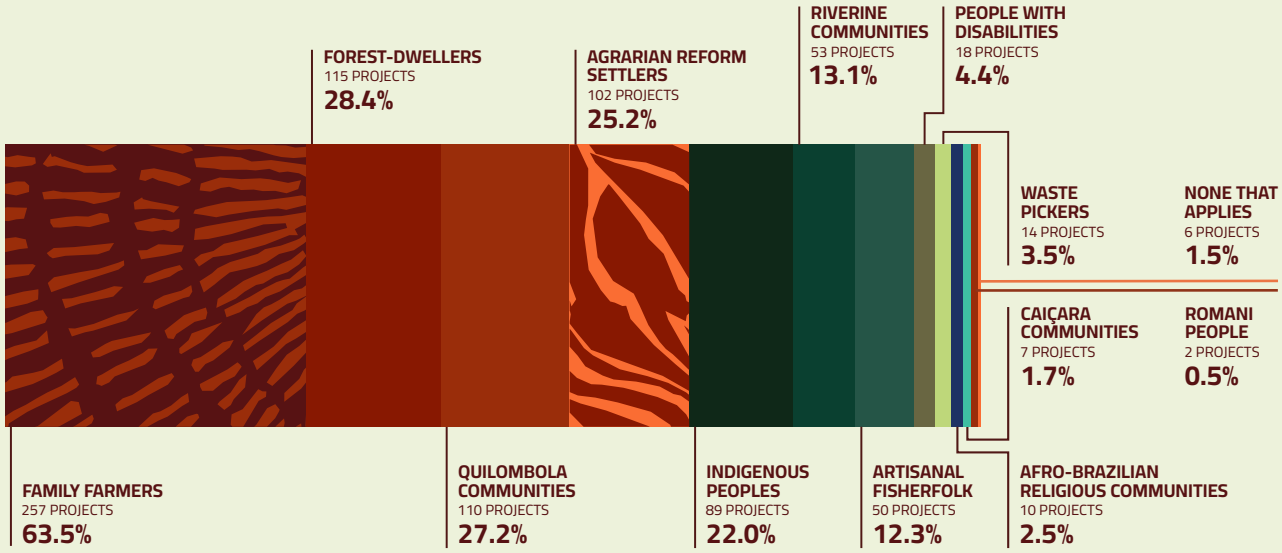
By contrast, forest-dweller organizations are concentrated almost entirely in Sociobiodiversity Businesses (Stream 1), with 27 of the 28 projects. Thus, although Stream 1 accounts for the majority of the portfolio, Stream 2 has a greater relative share among Indigenous organizations.

Chart 4: Organization Members' Self-Identification vs. Funding Streams



Regarding the target population, 63.5% of the projects (257 initiatives) target family farmers, followed by forest-dwellers at 28.4% (115 projects); Quilombola communities at 27.2% (110 projects); agrarian reform settlers at 25.2% (102 projects); and Indigenous Peoples at 22.0% (89 projects). The predominance of family farmers both among the target population (63.5%) and in the self-identification of the organizations (36.9%) indicates a correspondence between those who develop the projects and those they seek to reach, suggesting that, in a significant share of the portfolio, the applicant organizations themselves are part of the groups benefiting from the initiatives, without intermediaries.

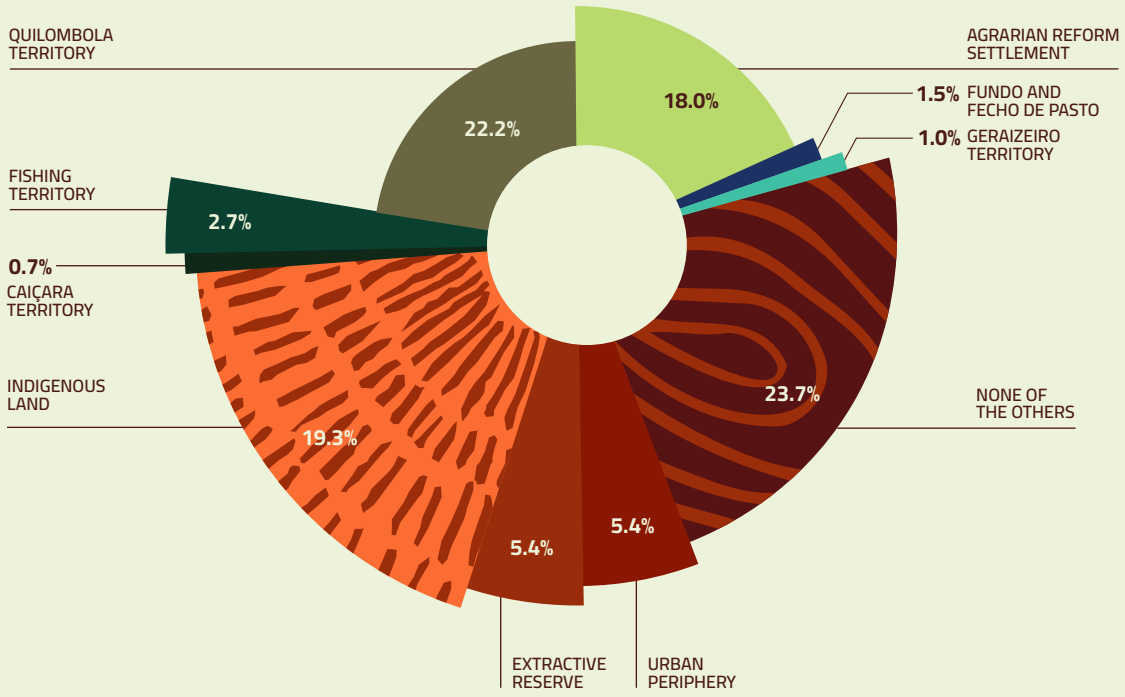
Chart 5: Target Population of the Projects



TERRITORIAL CONTEXT

Among the reported territory types, **Quilombola territories** account for 22.2% (90 projects); **Indigenous Lands**, 19.3% (78 projects); and **agrarian reform settlements**, 18% (73 projects). These are followed by **extractive reserves** and **urban peripheries**, both at 5.4% (22 projects each). Traditional communities in fishing territories account for 2.7% (11 projects); **Fundos and Fechos de Pasto traditional communities**, 1.5% (6 projects); **Geraizeiro territories**, 1.0% (4 projects); and **Caiçara territories**, 0.7% (3 projects). The category "none of the above" accounts for 23.7% of the projects.

Chart 6: Projects by Territory Type



CASE STUDY 2

FLAVORS OF THE CERRADO: PRODUCTION AND PROCESSING IN THE KALUNGA TERRITORY

Project: Kalungas na Teia da Sociobiodiversidade (Kalungas in the Sociobiodiversity Web)

Supported Organization: Associação Kalunga Comunitária do Engenho II (AKCE)

Territory: Engenho II Community, Kalunga Historical and Cultural Heritage Site, Cavalcante (Goiás)

Biome: Cerrado

> *In the Engenho II community, food products, sweets, jams, dried fruits, oils, and other products from the Cerrado were already part of the local economy. Many women produced these goods in their own homes and sold them within the community, including through the small shop linked to community-based tourism. The challenge, therefore, was not to create a new economic activity, but to* ***provide better conditions for productive practices that already existed within the territory.***

The community had a small agro-processing facility built in 2005, but it was no longer operational. With support from the Sociobiodiversity Web, AKCE renovated and reactivated the facility, adding two new rooms and a veranda, and acquired equipment for processing and preserving native fruits, products from home gardens, and medicinal plants. The new infrastructure improves processing conditions, reduces losses, and adds value to products already grown and collected by Kalunga families.

An important feature of the project was the way it was implemented. Decisions regarding improvements, equipment, and the operating rules for the agro-processing facility were made collectively. When a piece of equipment initially planned for the project no longer met the group's needs, for example, the community itself decided to replace it with another considered more useful. Training was also provided on good handling and dehydration practices, internal operating rules were established, and a women's committee was formed to organize the use and management of the facility. Through a participatory process, the project also produced the first document containing guidelines for the sustainable extraction of native plants.

A total of 45 people participated directly in the project, including 35 women, representing 40 families. Four participatory workshops were held, along with a 16-hour course on good handling and dehydration practices, attended by 21 participants on the first day and 25 on the second.

As Evânia Moreira dos Santos, the project coordinator, summarizes: "*When a project is implemented by people from the community, they know what is needed; everyone understands the community's aspirations. (...) There should be more projects managed by the organization, by the community itself, because that would better address its needs.*"

In practice, the new equipment expanded the possibilities for making use of local production. Drying fruits and plants, which previously could take around a week in the sun, can now be completed in approximately four hours, improving preservation and allowing stocks to be built up for periods of increased tourist activity.

Photo: Priscila Lima



Cirilo dos Santos Rosa is a leader of the Quilombo Kalunga.



Photo: Attilio Zolin

Certificate ceremony for the course on good handling and dehydration practices for medicinal plants and foods, held in the new community kitchen, expanded and renovated with funding from the Sociobiodiversity Web.

> *More than simply modernizing infrastructure, the project strengthens a* ***community-based value chain that connects production, processing, and commercialization within the territory****. Local family farmers supply raw materials, women add value to products at the agro-processing facility, and these activities are connected to commercialization channels already established by the community, particularly those linked to community-based tourism.*

The project therefore demonstrates how support from the Sociobiodiversity Web can **strengthen existing economies based on the priorities and organizational structures of the territory itself**. By reactivating community infrastructure and expanding the capacity to process Cerrado products, the project helps generate and retain more value within the Kalunga territory, combining sociobiodiversity, productive autonomy, and income generation.

The majority of supported initiatives operate at the local or territorial level: 80.5% of projects (326 initiatives) work directly within specific communities, municipalities, or territories. This rootedness is also reflected in the relationship between the organizations and their territories: **in 90.1% of projects (365 initiatives), the applicant organization is based in the territory where the activities will be carried out**. In addition, 89.6% of projects (363 initiatives) take place in rural areas, reinforcing the **Sociobiodiversity Web's strong connection to ways of life, productive landscapes, and community dynamics associated with rural areas, waters, and forests**.

INTERGENERATIONAL AND GENDER PROFILE

The Sociobiodiversity Web portfolio has an intergenerational composition. Young people aged 13 to 29 are included in the target population of 84.9% of projects (344 initiatives); people over the age of 55 in 75.1% (304 projects); adults aged 30 to 55 in 35.6% (144 projects); and children up to the age of 12 in 6.9% (28 projects). Because the age groups may overlap, these percentages indicate the presence of each group among the populations served rather than an exclusive distribution. This composition suggests that the sociobioeconomy supported by the Sociobiodiversity Web spans family and community dynamics, connecting production, the transmission of knowledge, and the continuity of practices across generations.

In a predominantly rural portfolio, the significant presence of young people also relates to the discussion around remaining in their territories and renewing community-based economies, particularly by creating conditions for income generation, a sense of belonging, and continuity of local productive practices.

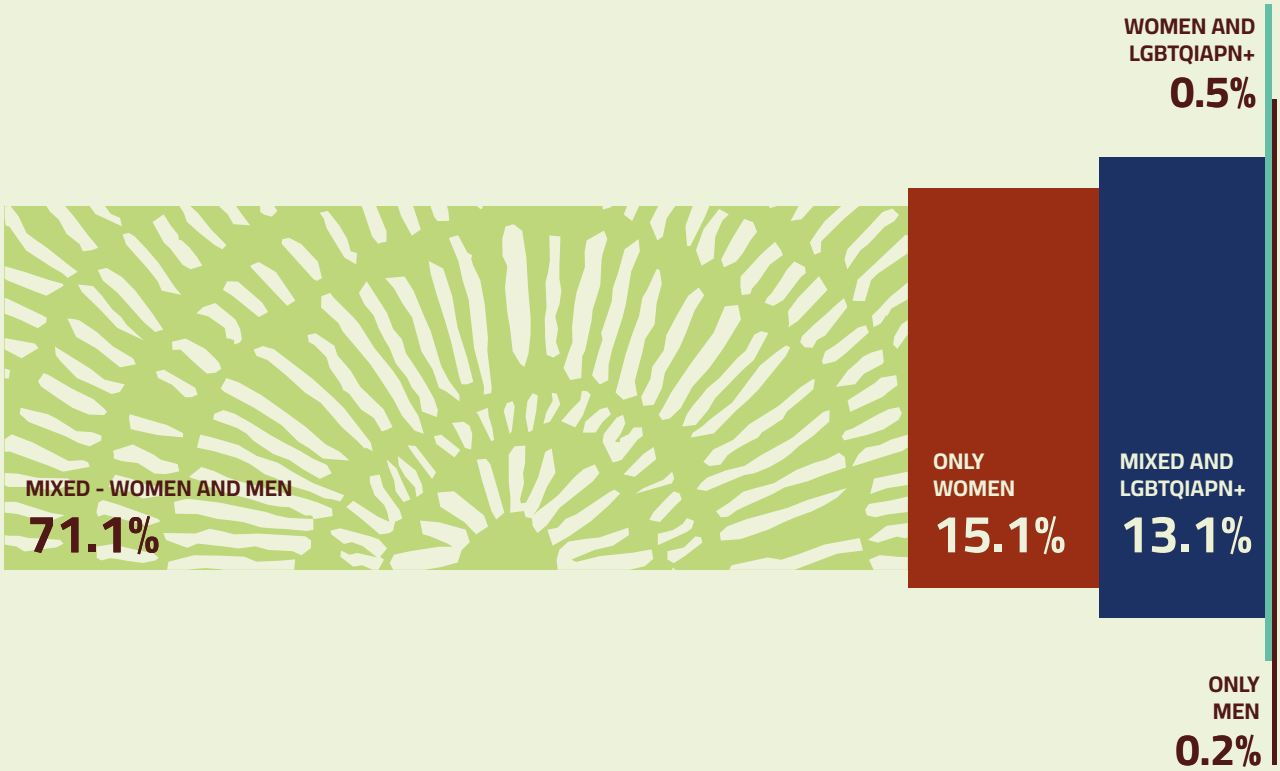
When projects create conditions for young people to remain in their territories, innovate, and take on roles within organizations, they can strengthen generational succession, the transmission of knowledge, and the continuity of local productive practices.[29]

In terms of gender, projects targeting both women and men predominate, accounting for 71.1% (288 projects). **Initiatives targeting only women represent 15.1%** (61 projects). Some projects also include LGBTQIAPN+ people[30]: 13.1% (53 projects) target both women and men as well as LGBTQIAPN+ people, while 0.5% (2 projects) target women and LGBTQIAPN+ people. Only 0.2% (1 project) reports a target population composed exclusively of men.

[29] On rural youth, remaining in rural areas, and agroecology, see: CASTRO, Elisa Guaraná de et al. "Youth and Agroecology: Building a Political Agenda and the Experience of Planapo." In: The National Policy for Agroecology and Organic Production in Brazil. Brasília: Ipea, 2017.

[30] LGBTQIAPN+: An acronym encompassing lesbian, gay, bisexual, travesti and transgender, queer, intersex, asexual, pansexual, and non-binary people. The "+" includes other sexual orientations and gender identities not specifically listed.

Chart 7: Projects by Gender Composition of the Target Population



Cross-referencing this profile with the funding streams reveals relevant differences within the portfolio. **Projects targeting only women have a stronger presence in Stream 1—Sociobiodiversity Businesses, at 88.9%, as well as a greater concentration in rural areas and at the local/territorial level.** By contrast, projects that include LGBTQIAPN+ people are proportionally more associated with Stream 2—Nature-based Solutions, at 46.3%, and have a greater relative presence in urban contexts and at the regional level.



Photo: Priscila Lima

Divina Francisca prepares herbal teas and herbal baths with plants from her home garden, in the Quilombo Kalunga. The community now has a new dehydrator acquired with funding from the supported project.

CASE STUDY 3

KAMBIWÁ WOMEN: KNOWLEDGE, PRODUCTION, AND ACCESS TO RESOURCES

Project: Saberes e Sabores com Frutos da Caatinga no Sertão Pernambucano (Knowledge and Flavors from Caatinga Fruits in the Pernambuco Sertão)

Supported Organization: Canto Bonito Associação de Mulheres Indígenas da Aldeia Nazário (CABOAMAN), Kambiwá People

Territory: Kambiwá Indigenous Land (Pernambuco)

Biome: Caatinga

In Nazário Village, Kambiwá Indigenous women have drawn on knowledge of Caatinga fruits, plants, and productive practices for generations. Species such as ouricuri, murici, umbu, and wild passion fruit are part of the families' diets, handicrafts, and management practices.

> *The challenge was not to create this knowledge or initiate a productive activity, but to establish the conditions for existing capacities to develop into a more stable structure for production and income generation.*

Founded in 2013 and composed exclusively of women, CABOAMAN works to strengthen Indigenous women, value ancestral knowledge, and promote the sustainability of the territory. Despite this track record, the organization faced a significant barrier to accessing funding: before the Sociobiodiversity Web, the last funding it had received was in 2021. The association had previously sought support to build a community kitchen, but without success.



Photo: Thiago Foresti | Participants in the Saberes e Sabores com Frutos da Caatinga no Sertão Pernambucano project, in the Kambiwá Indigenous Land, Ibimirim, Pernambuco.



Liqueurs and jams produced in the new community kitchen built with funding from the project.

With support from the Sociobiodiversity Web, this need could finally be addressed. The project established a community kitchen equipped for processing Caatinga fruits, providing the women with a collective space and more suitable conditions for production. Previously, some of these activities took place in homes or improvised spaces within the community. The project also began expanding the reach of these initiatives beyond the village, with women participating in fairs and showcasing their products, including at Fenearte in Olinda, although some productive activities remain under development. Licuri coconut candy, for example, was still undergoing recipe testing in July 2026, indicating that the support should be understood as part of a structuring process rather than as an already fully consolidated production chain.

A CABOAMAN leader summarizes:

> *"The women have always known how to produce. They have always had the raw materials available to them. But when we have a properly equipped space, we can provide these women with the tools they need to work."*

The initiative also combines mapping of native species and their seasonality with training in food processing, management, cooperativism, and agroecological practices, as well as the development of products such as fruit pulps, jams, sweets, preserves, juices, and coconut candies. In this way, it connects biodiversity, traditional knowledge, and opportunities for income generation while preserving the relationship between productive activities and the territory.

The most significant changes lie precisely in creating the material conditions that enable women to build on what they already know how to do. The processing facility was established, expanding access to equipment, packaging techniques, and good production practices. The products also began reaching new venues and fairs, although some initiatives are still in the development and experimentation stage.

The case highlights a central dimension of the Sociobiodiversity Web: direct funding can reach organizations with established capacities, knowledge, and concrete projects that have historically had limited access to funding flows. In CABOAMAN's case, the support does not mark the beginning of its journey; rather, it strengthens an initiative conceived by the Kambiwá women themselves and provides the means for their existing knowledge, priorities, and capacities to translate into greater productive and economic autonomy.



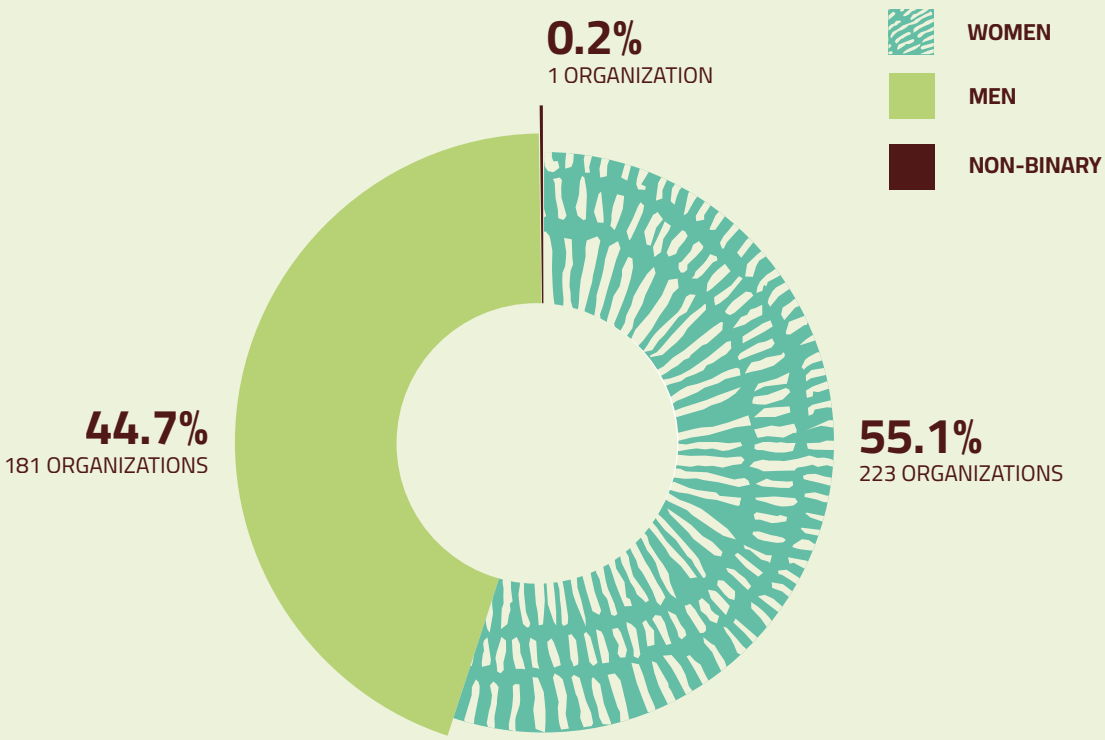
Cleide, a member of the association, holds the fruit of the licuri, a palm native to the Caatinga.

These data indicate that gender is not reflected only in the composition of the target population. It is also associated with different forms of territorial engagement, with a **more local and rural profile among projects targeting only women, and a more urban and regional profile, with a stronger association with NbS, among projects that include LGBTQIAPN+ people.**

LEADERSHIP OF THE ORGANIZATIONS

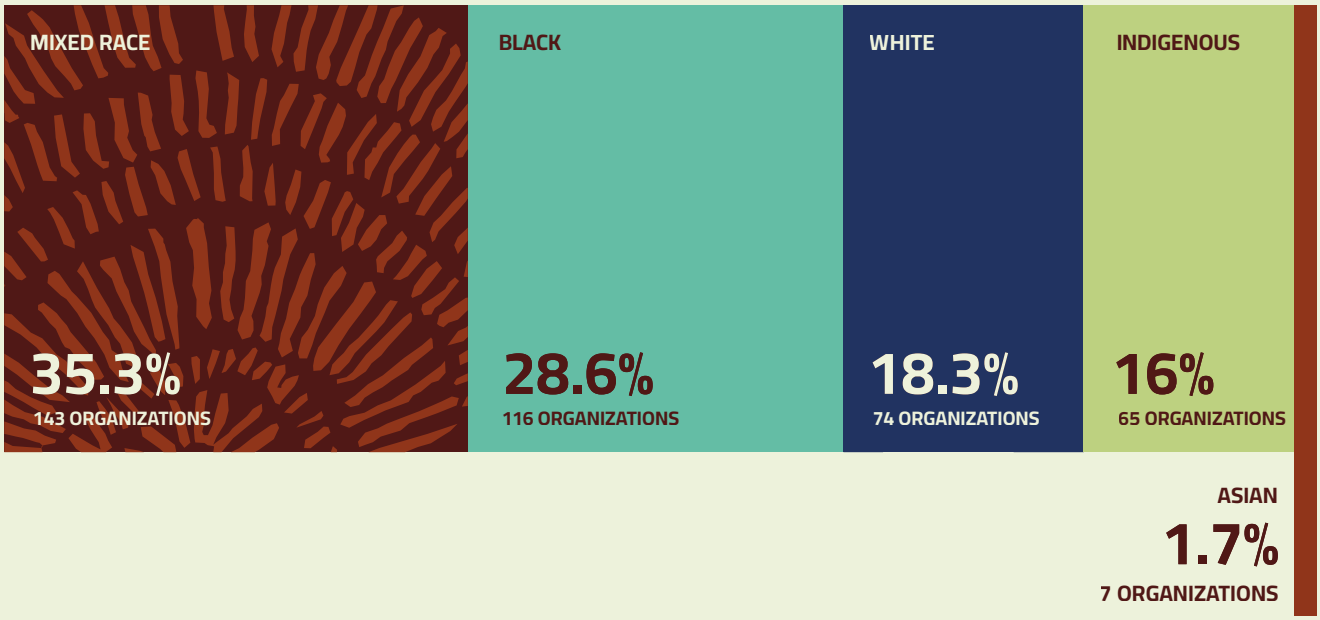
Using the person identified as the legal representative in the project registration as the reference, **women predominate in leadership roles among the supported organizations**. Of the 405 organizations analyzed, 223 (55.1%) are led by women, 181 (44.7%) by men, and one organization is led by a non-binary person. Overall, the portfolio is composed primarily of initiatives led by women.

Chart 8: Gender of Organization Leaders



Regarding the racial profile of organization leaders, **non-white people predominate**. In total, 143 organizations (35.3%) are led by Brown (parda) people, 116 (28.6%) by Black (preta) people, 65 (16.0%) by Indigenous people, and 7 (1.7%) by Asian (amarela) people. White people lead 74 organizations (18.3%). Combined, **non-white leaders account for 331 organizations, or 81.7% of the total**.

Chart 9: Race/Color of Organization Leaders



Taken together, these data show that the Sociobiodiversity Web strengthens organizations led predominantly by women and by Brown (parda) and Black (preta) people, highlighting the leadership of groups that have historically played a central role in biodiversity conservation and in building the community-based sociobioeconomy within local territories.

SOCIOBIOECONOMY IN TERRITORIES UNDER PRESSURE

Most projects report operating in territories affected by economic, environmental, and infrastructure-related pressures. **Agribusiness is the most frequently reported pressure**, mentioned by 47.7% of projects (193 initiatives). Other reported pressures include **infrastructure projects**, such as roads, bridges, and ports, in 24.7% (100 projects); **energy projects**, in 24% (97 projects); and **mining**, in 18.3% (74 projects). Other pressures are reported less frequently, including **hydrocarbon extraction**, at 6.9% (28 projects); **railways**, at 4.9% (20 projects); and **waterways**, at 3.5% (14 projects). At the same time, 23.5% of projects (95 initiatives) reported that their territories are not affected by these pressures. Because the question allowed multiple responses, a single project may have reported more than one type of pressure.

Cross-referencing these data with biomes, territories, and states shows how these pressures are distributed. By territory type, agribusiness appears across all the categories analyzed. Pressures associated with transportation infrastructure are particularly significant among projects located in Indigenous Lands and Quilombola territories: these two territory types account for more than half of the reported instances of major infrastructure projects, while railways are particularly prominent in Quilombola territories and waterways in Indigenous Land.

By biome, agribusiness is the predominant pressure in the Amazon, Cerrado, Atlantic Forest, Pampa, and transition zones between biomes.

In the Cerrado, it is reported by 32 of the 50 projects; in transition zones, by 29 of the 56. The Caatinga is the exception: there, the main reported pressure is not agribusiness but energy projects—including wind farms, hydroelectric plants, and transmission lines—reported by 31 of the 78 projects, compared with 26 that cite agribusiness.

At the state level, Bahia has the highest number of reported pressures, followed by Maranhão and Pará, which are tied. The Sociobiodiversity Web's presence in these states indicates that a significant share of the portfolio operates in contexts where these pressures are more frequently reported.

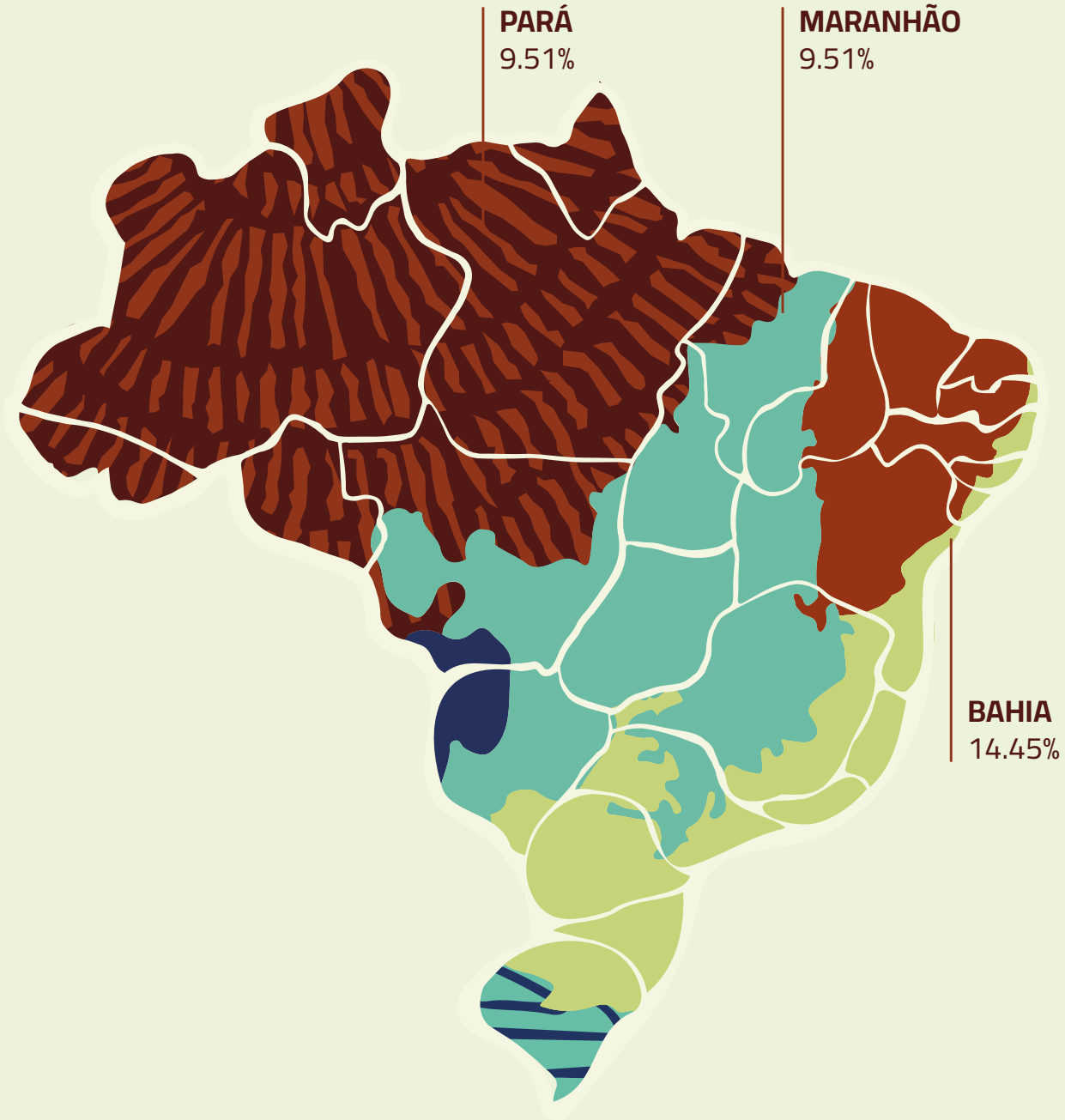


Photo: Elder Miranda Jr.

Project: Kalungas in the Sociobiodiversity Web | Organization: Engenho II Kalunga Community Association (AKCE) | Territory: Comunidade Engenho II, Kalunga Historical Site and Cultural Heritage Area, Cavalcante, Goiás.

Map 3: Territorial Pressures Reported by Projects, by State and Biome

LARGEST TERRITORIAL PRESSURE BY STATE



TERRITORIAL PRESSURES

AMAZON 103
AGRIBUSINESS - 42
ENERGY - 24

CERRADO - 50
AGRIBUSINESS - 32
ENERGY - 11

ATLANTIC FOREST - 125
AGRIBUSINESS - 57
ENERGY - 22

CAATINGA - 78
AGRIBUSINESS - 26
ENERGY - 31

PAMPA - 14
AGRIBUSINESS - 7
MINING - 4

TRANSITION ZONES - 56
AGRIBUSINESS - 29
MINING - 8

PRESSURES IN THE TERRITORIES

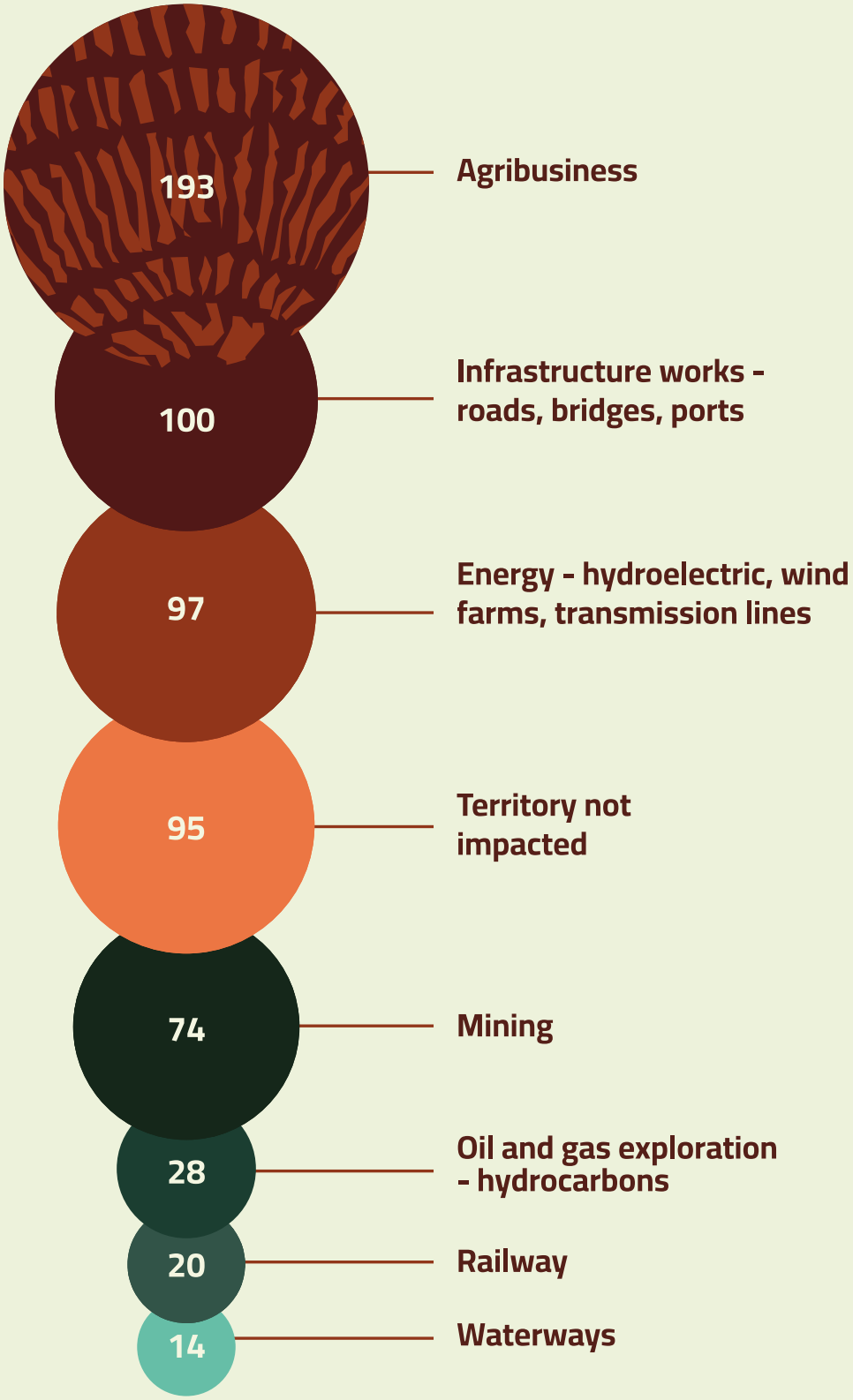


Chart 10: Projects Reporting Territorial Pressures, by Territory Type

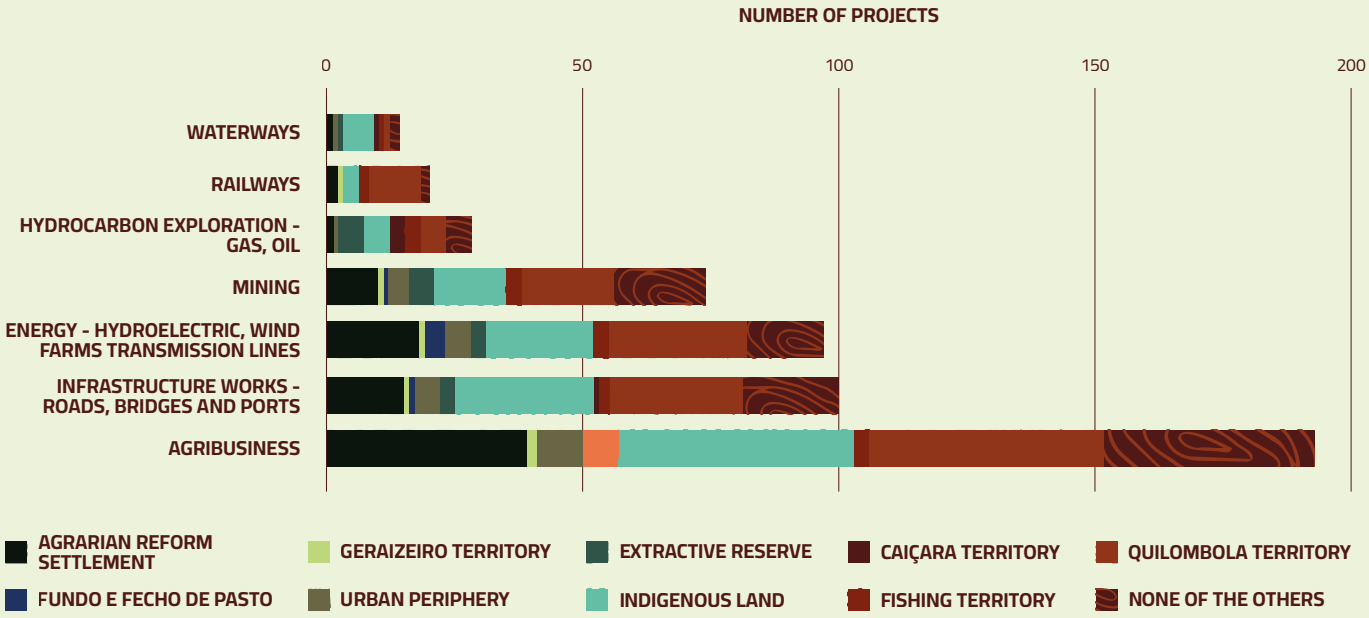




Photo: Attilio Zolin

Ellen Aparecida de Oliveira is a researcher developing natural dyes from marine algae.

These data do not constitute a comprehensive assessment of territorial conflicts, but rather provide context on the conditions reported by the organizations at the time of proposal submission. They show that **a significant share of the supported initiatives operate in areas affected by pressures on land, infrastructure, and natural resources**. This analysis helps further characterize the Sociobiodiversity Web's territorial rootedness, indicating that support also reaches organizations operating in contexts of territorial disputes and vulnerability.

4.3 Economies Strengthened by the Sociobiodiversity Web: Sociobiodiversity Practices

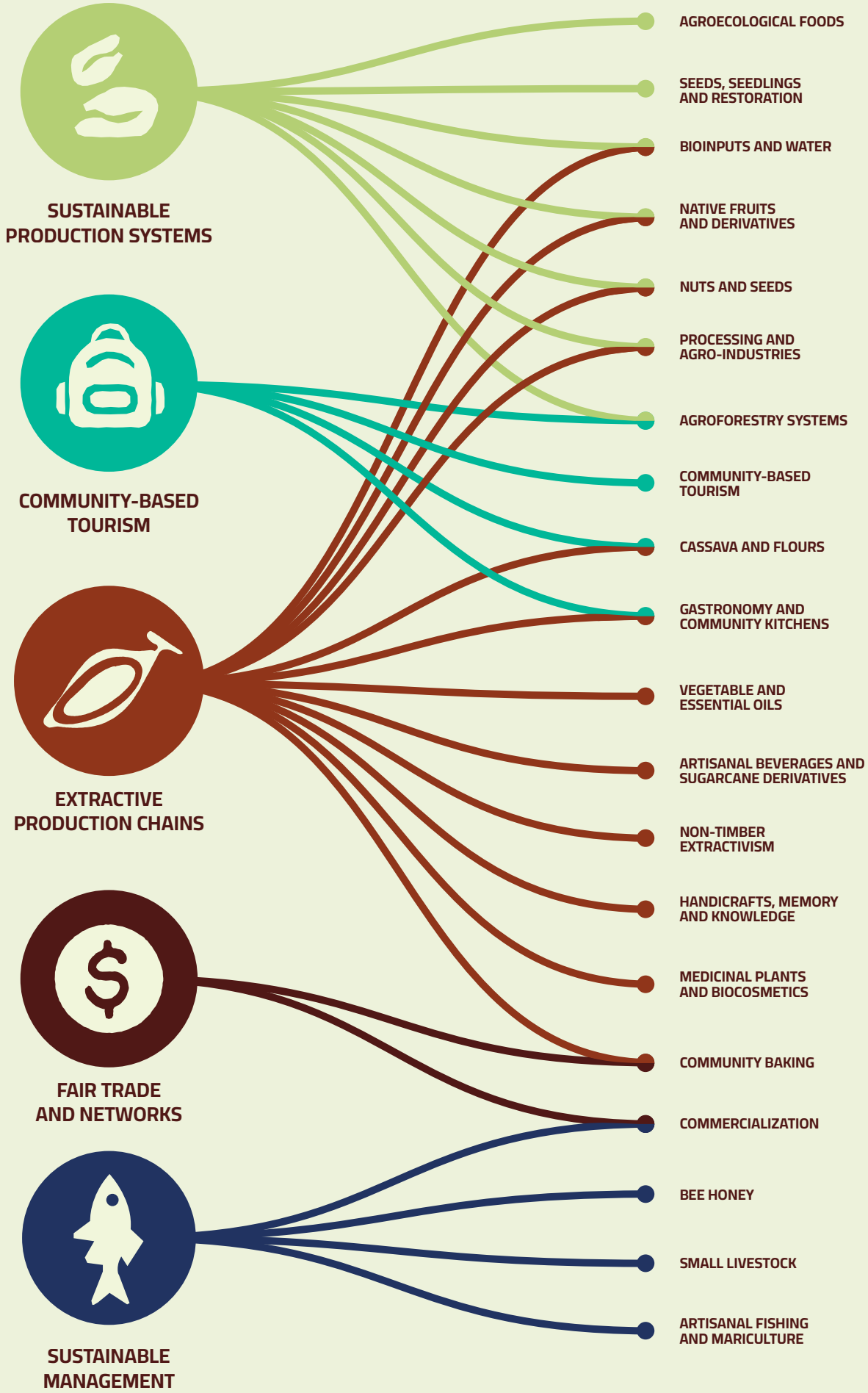
AREAS OF PRACTICE WITHIN THE COMMUNITY-BASED SOCIOBIOECONOMY SUPPORTED BY THE SOCIOBIODIVERSITY WEB

The areas below bring together productive, cultural, and territorial practices mapped by the supported organizations. Because many initiatives work across more than one area at the same time, these categories should not be interpreted as a *ranking* or as rigid divisions, but rather as trends and forms of engagement that help illustrate the diversity of the community-based sociobioeconomy supported by the Sociobiodiversity Web.



With a grant from the Sociobiodiversity Web, the Engenho II Kalunga Community Association (AKCE) renovated and expanded the community kitchen and acquired new equipment for it. | Photo: Elder Miranda Jr.

Figure 10: Areas of Practice within the Community-Based Sociobioeconomy Supported by the Sociobiodiversity Web



SUSTAINABLE PRODUCTION SYSTEMS

These encompass agroecological production and agroforestry systems (AFS), nurseries, and productive restoration. They strengthen food production, household consumption, food security, and local supply chains while bringing together production, environmental restoration, and community strengthening. Vegetable gardens, productive home gardens, crop fields, and native and traditional seeds coexist with the establishment and management of AFS, seedling production, collective nurseries, and the restoration of degraded areas with native species—combining income generation, agrobiodiversity conservation, the valuing of local knowledge, and stewardship of soil, water, and ways of life.

- **Products:** Agroecological foods; vegetables, fruits, greens, legumes, and tubers; fruit pulps and preserves; baru nuts, pequi, and jatobá; sustainable cotton; seeds and seedlings of native species; humus and organic fertilizers.

- **Practices:** Community composting and vermicomposting; agroforestry, establishment and management of AFS; organic farming and integrated pest management; biological pest control; crop rotation and intercropping; production of bioinputs and organic fertilizers; restoration of degraded areas; participatory mapping of Brazil nut groves; water harvesting and storage.

- **Community Structures and Spaces:** Community gardens (including urban gardens) and agroecological productive home gardens; community-based agro-processing facilities; collective nurseries; demonstration units for productive restoration; fruit processing and pulp production units/facilities (mini-factories); Evapotranspiration Basins (BET) and banana circles.

CASE STUDY 4

YOUTH STRENGTHENING AGROECOLOGICAL SUPPLY CHAINS

Project: *Feira Jovem:* protagonismo juvenil na promoção da agroecologia e produtos da sociobiodiversidade (Youth Fair: Youth Leadership in Promoting Agroecology and Sociobiodiversity Products)

Supported Organization: São Domingos Rural Condominium Farmers' Association, working in coordination with cooperatives, organizations, and groups of the Rede Ecovida de Agroecologia

Territory: Tapejara, Erechim, and the Alto Uruguai Region (Rio Grande do Sul)

Biome: Atlantic Forest

In the Alto Uruguai region, agroecological family farming has been organized for decades through associations, cooperatives, fairs, and commercialization networks.

> *This structure existed before the Sociobiodiversity Web: families were already producing and selling agroecological foods and sociobiodiversity products, and the Spring Festival was already part of the regional calendar. The challenge was to strengthen these networks and create conditions for a* ***new generation of family farmers to participate in their organization and continuity****.*



Evaldo Gaiardo and his family grow organic strawberries that become jams and sweets sold at the Feira Jovem. | Photo: Attilio Zolin



Photo: Elder Miranda Jr.

Kariane Vanessa Gaiardo is a young leader and the originator of the Feira Jovem project.

Rural succession is particularly relevant in a territory marked by the expansion of monocultures and the impacts of droughts, heavy rainfall, and floods. Remaining in family farming depends not only on production, but also on access to markets, cooperation networks, training, and economic opportunities. In this sense, strengthening sociobiodiversity also means creating opportunities for young people to build their future in agroecology.

With support from the **Sociobiodiversity Web**, the project strengthened the Feira Jovem as a space for commercialization, training, and coordination of agroecological production. The initiative combined fairs and the Spring Festival with meetings of young managers and workshops on agroecology, public policies for youth, AFS, bioinputs, agro-processing, conscious consumption, and other topics related to sustainable production. In total, ten meetings of the young managers' group and eight thematic workshops were held.

Throughout the project, **10 fair events** were held, along with exchanges, training activities, and new editions of the Feira Jovem incorporated into regional events. At the fourth edition of the Spring Festival, **35 stalls** were organized featuring food, family farming products, handicrafts, and other initiatives. Women and young people had a significant presence: **75% of the vendors were women and 60% were aged 30 or younger**, demonstrating how these networks can create concrete opportunities for new leaders and economic initiatives.

During the period, families recorded R$117,351 (approximately US$22,940) in sales of vegetables, greens, and fruits in 2025 and R$66,087.69 (approximately US$12,920) between January and June 2026. These figures cover different periods and should not be presented as a comparison of growth.

> *The sale of more than 150 agroecological boxes and bags also stands out. Most of these—more than 120 units—were purchased by two local cooperatives, while the target of monthly deliveries to individual consumers was not achieved.*

This result highlights a commercialization bottleneck and the adaptations made by the group to expand market outlets for their products.

The results went beyond commercialization. A community-based agro-processing facility was revitalized, new sociobiodiversity products were developed—such as pine nut and araçá sweets and yerba mate cake—and the activities expanded connections among young people, family farmers, cooperatives, universities, and organizations in the region.

> *The case shows that support from the Sociobiodiversity Web produces effects **beyond financial resources**: it strengthens relationships, increases recognition of youth-led initiatives, and creates spaces for a new generation to take on responsibilities within agroecological networks built over decades.*

As Kariane Vanessa Gaiardo, the project coordinator, summarizes: "*For us, funding is very important. But when we received the recognition of having a project approved at the national level in Brazil, it changed the conversation.*"

By connecting **youth, agroecological production, and local commercialization networks**, the Feira Jovem helps make remaining in rural areas and the continuity of family farming a tangible prospect for future generations.



The Gaiardo family. | Photo: Thiago Foresti



EXTRACTIVE PRODUCTION CHAINS

These sustain economies based on the sustainable management of biodiversity and the valuing of standing forests, connecting the collection and use of local resources with value addition, material culture, and care. They encompass the collection and use of nuts, vegetable oils, native fruits, fibers, and seeds; community-based processing that transforms local production into food, income, and circulation within territories; the production of handicrafts, bio-jewelry, and material culture linked to identity and knowledge; and medicinal plants, cosmetics, and herbal medicines that connect traditional knowledge, care, and income generation. More than productive activities, they represent a territorial practice associated with traditional knowledge, environmental conservation, income generation, and communities remaining in their territories.

Products: Native fruits and their derivatives (açaí, cupuaçu, bacaba, umbu, and fruit pulps); nuts and seeds (Brazil nuts, baru, cumaru; seeds for handicrafts); babassu and its derivatives; vegetable and essential oils (copaíba, andiroba, buriti, pracaxi); pequi oil and flour; natural fibers; sustainable natural rubber; cultivated mushrooms; tapioca; animal feed and organic fertilizers derived from pequi; cassava flour, artisanal cassava starch, and fresh cassava; cakes, cookies, traditional biscuits (*sequilhos* and *peta*), savory snacks, and breads; jams, sweets, and sauces made from native fruits; fruit pulps, juices, and vinegars; artisanal wines, cachaça, rapadura, and preserves; bio-jewelry made from seeds and natural materials; fiber handicrafts and basketry; traditional ceramics; wooden artifacts; textiles and embroidery; marquetry pieces; audiovisual records of local memory and culture; artisanal soaps and natural ointments; essential oils and plant extracts; teas, tinctures, and syrups; biocosmetics.

Practices: Sustainable non-timber forest product management and traditional harvesting that respects natural cycles; processing of fruits, seeds, and mushrooms; community-based food processing; artisanal production of beverages and sugarcane derivatives; fermentation and processing of fruits; value addition to local products; artisanal production and management of local raw materials; cultivation, management, and preparation of medicinal plants and herbal medicines; intergenerational transmission of knowledge and documentation of cultural practices; healthcare practices and traditional uses.

Community Structures and Spaces: Community-based processing units and family/community agro-processing facilities; cassava flour houses and coconut-breaking facilities; community kitchens; collection points and storage facilities for production; processing and packaging rooms; handicraft studios and workshops; cultural and knowledge centers; production and exhibition spaces; living pharmacies/community pharmacies; community preparation laboratories; productive home gardens and medicinal plant gardens; herbal medicine processing facilities.

FAIR TRADE AND NETWORKS

These encompass collective commercialization channels and networks that connect community-based production to markets. Fairs for the commercialization of family farming and extractive products, local supply chains, and community bakeries organize the distribution of production, bring producers and consumers closer together, and strengthen the territorial economy.

Practices: Commercialization through fairs and local supply chains; direct sales and short supply chains; solidarity-based trade; collective organization of product distribution; community-based and artisanal baking.

Community Structures and Spaces: Fairs and commercialization spaces; community bakeries; commercialization centers and sales outlets.

COMMUNITY-BASED TOURISM

This practice is linked to valuing local territories, local culture, and community ways of life. These experiences can bring together **visitation, gastronomy, memory, productive landscapes, trails, cultural experiences, and knowledge exchange**. As a complementary income-generation strategy, community-based tourism strengthens territorial identity and brings together biodiversity conservation, culture, and the local economy.

Products and Services: Visits to agroforestry farms; immersive experience itineraries; local and traditional cuisine; flours made from tubers and native fruits; rural restaurants; community-based gastronomic experiences.

Practices: Community-based and regenerative tourism; training in local gastronomy; cultivation and harvesting experiences; coordination through tourism networks.

Community Structures and Spaces: Community kitchens; cassava flour houses; main squares/public spaces; agroforestry farms; rural restaurants; community food spaces.



SUSTAINABLE MANAGEMENT

This encompasses initiatives for managing animals and aquatic resources that integrate production, food security, and the sustainable use of ecosystems. This area includes beekeeping and stingless beekeeping, small livestock raising, artisanal fishing, shellfish gathering, and the management of aquatic resources, as well as the processing and commercialization of honey, fish, and shellfish. These activities strengthen local income generation and community organization while valuing ways of life associated with aquatic environments, bees, and small-scale livestock raising.

Products: Native bee honey and its derivatives; eggs and poultry; milk, cheeses, and dairy products; meat from small livestock (pigs and poultry); fish; shellfish; sardines; oysters; native mollusks.

Practices: Beekeeping and stingless beekeeping, including the production of honey and its derivatives; small livestock raising; community-based dairy production, including refrigeration and quality improvement; use of native pastures; artisanal fishing; shellfish gathering; production and commercialization of fish and shellfish; oyster farming; cultivation of native mollusks; management of community-based aquaculture ponds.

Community Structures and Spaces: Apiaries and stingless bee apiaries; facilities for small livestock raising; fishing territories; native mollusk nurseries; oyster farming areas; fish sales outlets; family farming commercialization centers.

TERRITORIAL DISTRIBUTION OF AREAS OF PRACTICE WITHIN THE COMMUNITY-BASED SOCIOBIOECONOMY SUPPORTED BY THE SOCIOBIODIVERSITY WEB

When viewed in terms of their territorial distribution, the five areas presented in this section show that the economies supported by the Sociobiodiversity Web have nationwide reach and take on distinct combinations in each ecological and social context. Infographic 1 presents this distribution by biome and shows that all five areas are present across the different territorial contexts considered, including the Pampa and transition zones. The difference lies less in the presence or absence of a particular practice and more in the prominence it assumes and the way it interacts with other practices in each biome.

Because a single project may be associated with more than one area, the figures represent incidences—that is, the number of projects reporting each practice within each territorial context—and should not be added together as though they represented separate initiatives.

The "Other" category brings together responses that, although they do not fall directly within the five main areas, represent complementary dimensions of the community-based sociobioeconomy. These include production and commercialization practices, such as the production of seasonings and access to the Food Acquisition Program (PAA) and the National School Feeding Program (PNAE), as well as rural education, technical assistance, water management, coordination of producer groups, and conservation and research activities in forest areas. The "transition zones between biomes" follow the criteria presented in Section 4.1 and include different territorial combinations, including the Cerrado–Pantanal transition zone.

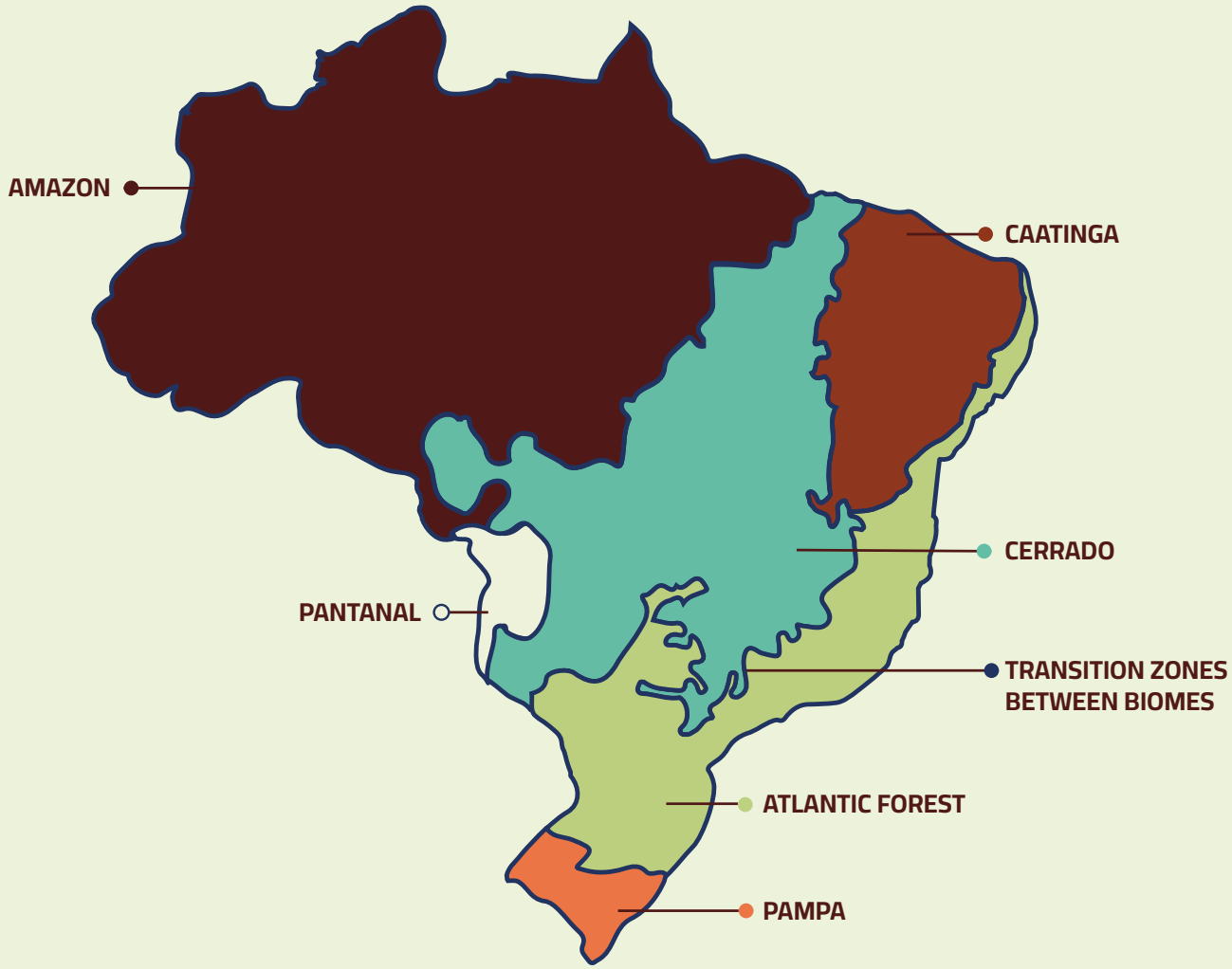
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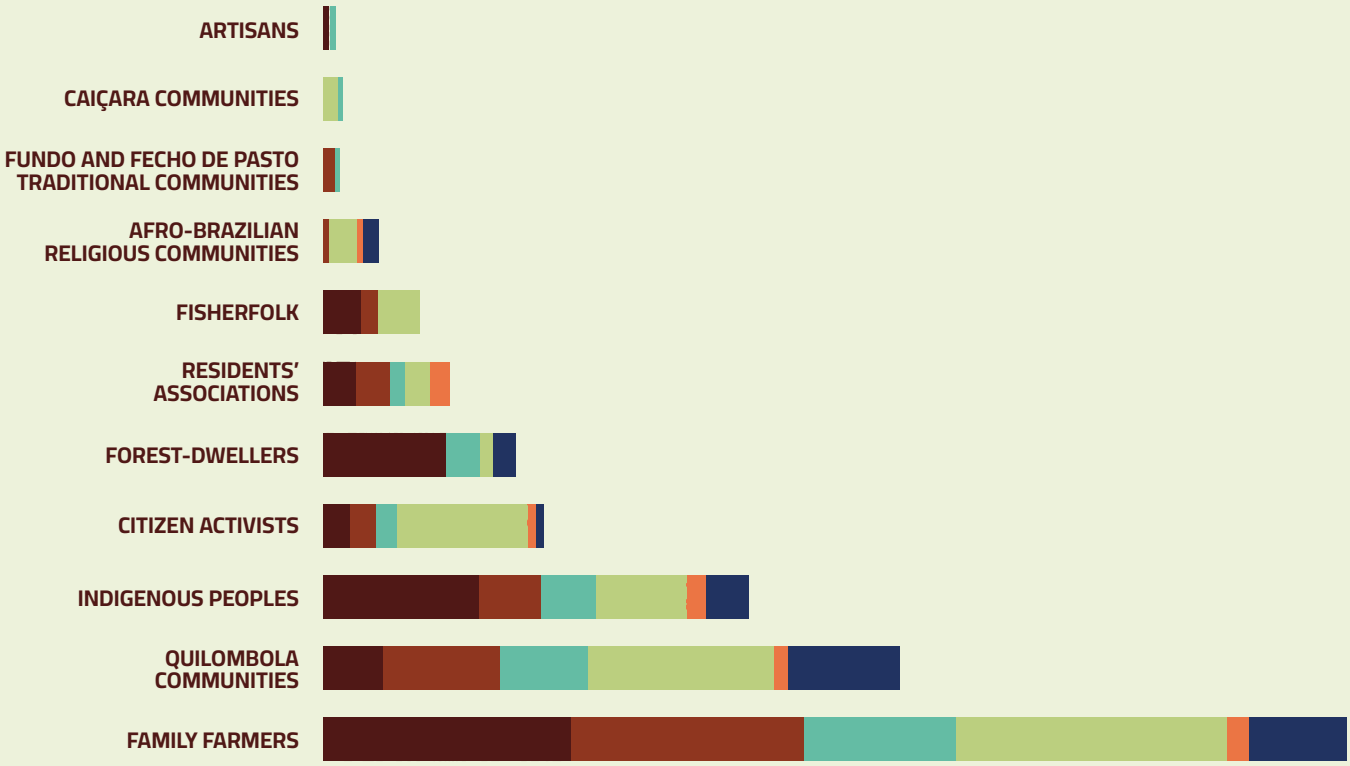


Photo: Thiago Foresti

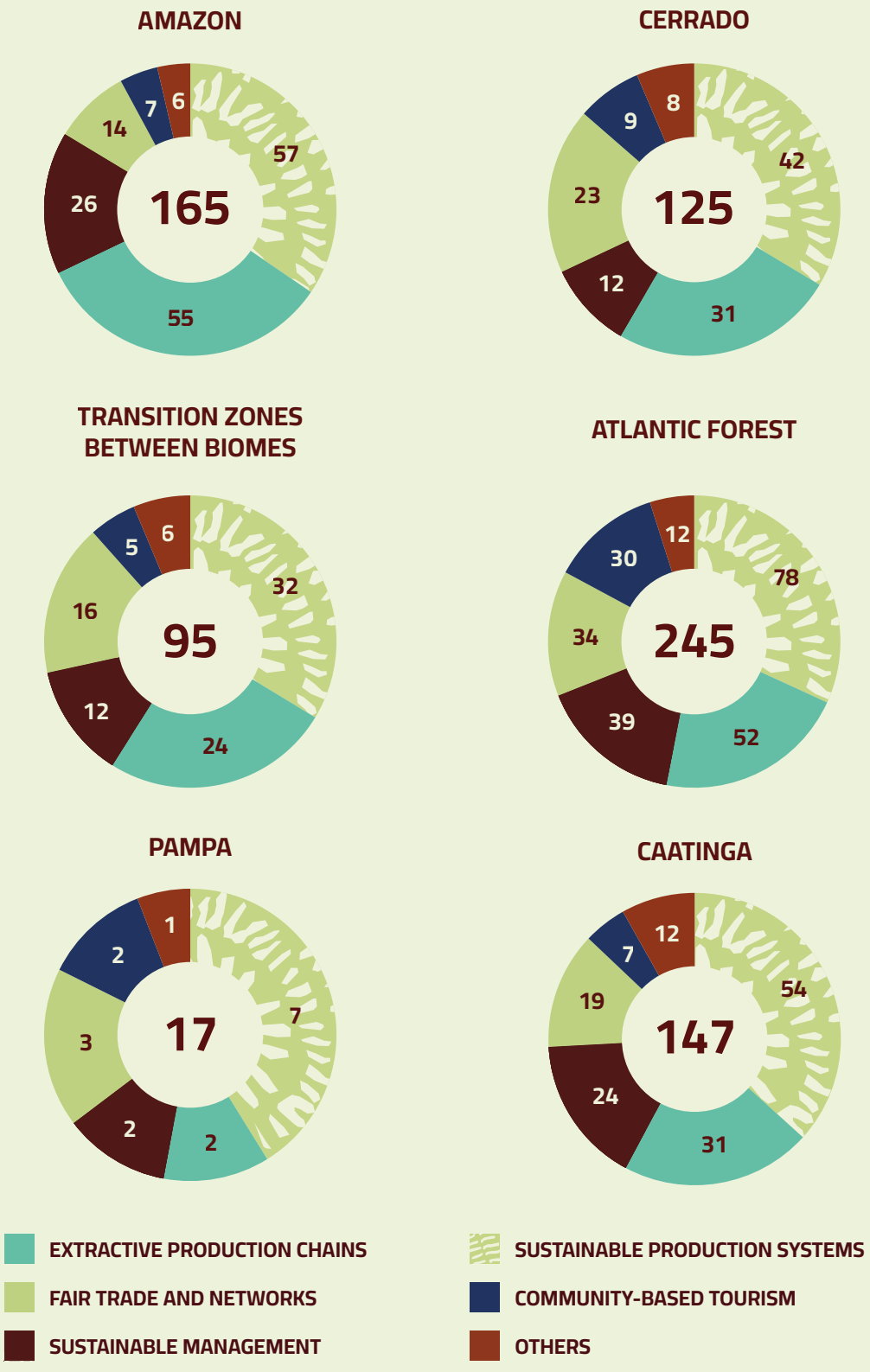
With a grant from the Sociobiodiversity Web, the CAFAS cooperative planted 1,800 seedlings of fruit, native forest, and pioneer species.

Infographic 1: Distribution of Areas of Practice and Organization Members' Self-Identification by Biome





Infographic 1: Distribution of Areas of Practice and Organization Members' Self-Identification by Biome



The most consistent pattern is the presence of **sustainable production systems** across all territorial contexts, making this the most frequently reported area of practice: 78 projects in the Atlantic Forest, 57 in the Amazon, 54 in the Caatinga, 42 in the Cerrado, 32 in transition zones, and 7 in the Pampa. This distribution shows that agroecological production, AFS, nurseries, and productive restoration constitute a common foundation of the sociobioeconomy supported by the Sociobiodiversity Web, although they take different forms in each territory.

The other areas reveal important differences. In the Amazon, **extractive production chains** are present in 55 projects, nearly on par with sustainable production systems, highlighting the central role of the management and processing of forest products. In the Caatinga, sustainable production systems are followed by extractive production chains, with 31 reported instances, and sustainable management, with 24. In the Cerrado, extractive production chains stand out, with 31 reported instances, followed by fair trade and networks, with 23.

The Atlantic Forest has the highest absolute numbers in four of the five areas; the exception is extractive production chains, where the Amazon leads. This result should also be understood in light of the Atlantic Forest's greater representation within the portfolio. Even so, the concentration of community-based tourism in this biome is particularly significant: it accounts for 30 of the 60 reported instances presented in Infographic 1.

In the Pampa, the numbers are lower in absolute terms: there are 7 reported instances of sustainable production systems, 3 of fair trade and networks, and 2 in each of the other areas—extractive production chains, sustainable management, and community-based tourism—as well as 1 in the "Other" category. This volume reflects the smaller number of projects supported in the biome rather than the absence of these practices. Transition zones also show a diverse composition, with a significant presence of sustainable production systems, extractive production chains, fair trade, and sustainable management.



Photo: Thiago Foresti

Project: Knowledge and Flavors from Caatinga Fruits in the Pernambuco Sertão | Organization: Canto Bonito Association of Indigenous Women of Aldeia Nazário (CABOAMAN), Kambiwá people | Territory: Kambiwá Indigenous Land, Ibimirim, Pernambuco.



The Seben family grows and sells pesticide-free vegetables in Tapejara, Rio Grande do Sul.
Photo: Thiago Foresti

The self-identification chart located at the bottom of Infographic 1 adds a social dimension to this geography. Family farmers are broadly represented across all biomes. Forest-dwellers and Indigenous Peoples have a stronger presence in the Amazon, while Quilombola and Afro-descendant community members are distributed primarily across the Caatinga, Cerrado, Atlantic Forest, and transition zones.

Self-identifications directly linked to specific territorial contexts, such as Caiçara communities and Fundos and Fechos de Pasto traditional communities, further reinforce the relationship among people, economic practices, and ecosystems.

Taken together, Infographic 1 shows that there is no single form of community-based sociobioeconomy. The areas of practice extend across biomes, but their combinations and the actors involved vary according to the ecological base, ways of life, and forms of organization present in each territory.

CASE STUDY 5

SEAWEED, MARICULTURE, AND INNOVATION IN THE OCEAN ECONOMY

Project: Desenvolvimento de tecnologia e fortalecimento da cadeia produtiva da maricultura na comunidade tradicional da RESEX-Mar de Arraial do Cabo (Technology Development and Strengthening of the Mariculture Value Chain in the Traditional Community of the Arraial do Cabo Marine Extractive Reserve)

Supported Organization: Lagos em Ação NGO, in partnership with Devolverde and Alma Colorida

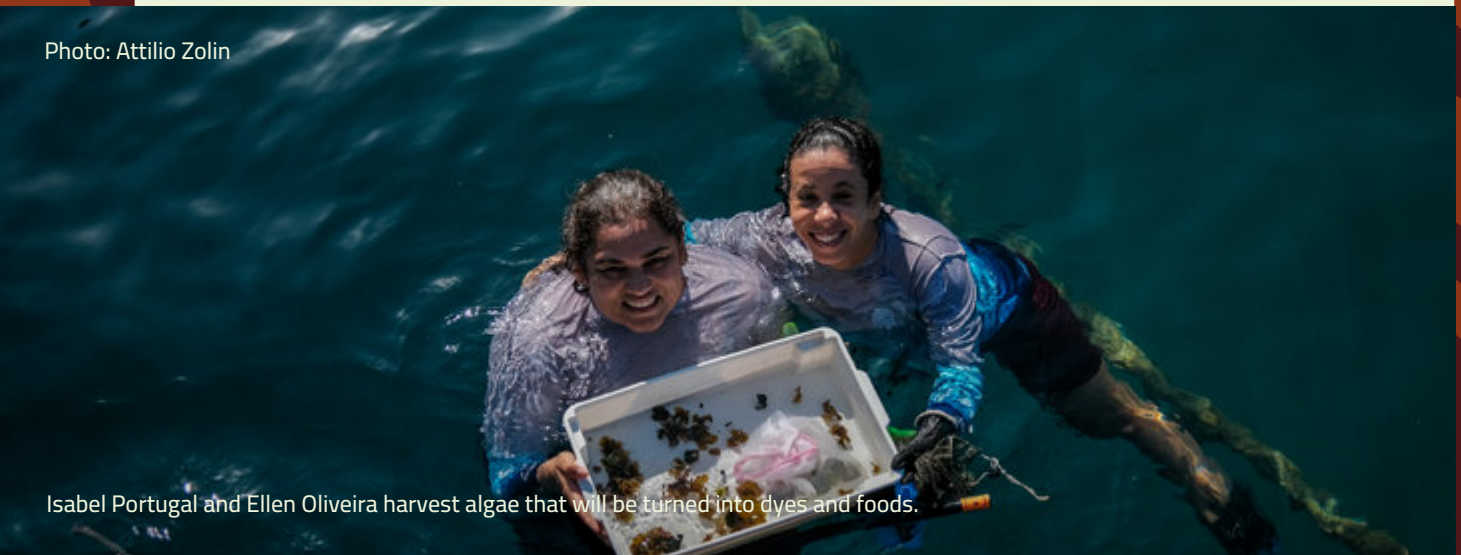
Territory: Arraial do Cabo Marine Extractive Reserve, Arraial do Cabo (Rio de Janeiro)

Ecosystem: Coastal and Marine Zone

In the Arraial do Cabo Marine Extractive Reserve, artisanal fishing and mariculture are directly linked to marine biodiversity and the upwelling phenomenon, which sustains highly productive ecosystems. At the same time, the territory faces pressures from tourism, urbanization, industrial fishing, and climate change, which have been altering water temperatures and the patterns on which these activities depend.

> ***Lagos em Ação*** *already operated a marine farm at Praia do Forno, cultivating oysters, mussels, scallops, and fish, while also maintaining partnerships with universities, public institutions, fisherfolk, and women's groups involved in fishing, aquaculture, and handicrafts. Building on this foundation, the project supported by the* ***Sociobiodiversity Web*** *sought to explore a new link in the value chain: the potential of native seaweed associated with mariculture.*

Photo: Attilio Zolin



Isabel Portugal and Ellen Oliveira harvest algae that will be turned into dyes and foods.

The initial proposal aimed to identify species, test macroalgae cultivation systems, and develop new applications and products. During implementation, however, attempts to cultivate specific species encountered technical and financial limitations. Rather than continuing with a model that proved difficult to sustain, the project was reoriented based on lessons learned in the field: seaweed already growing spontaneously on shellfish cultivation structures began to be used as biomass for research and experimentation.

As Ellen Oliveira, field coordinator and environmental educator, explains:

> *"Being able to make use of this resource that already grows on these structures, which initially had no defined purpose, is a way for us to create new products."*

This shift brought together different areas of expertise. Lagos em Ação's experience in mariculture was combined with Devolverde's technical knowledge of seaweed and Alma Colorida's research on botanical colors. The project identified **more than ten species of native seaweed** and tested applications in **botanical paints, textile dyeing, stationery, sustainable labels, eco-bags, and decorative items**, as well as culinary uses associated with mariculture. Sustainable packaging reached the testing stage but was not yet being commercialized. The project also strengthened connections among mariculture producers, artisans, researchers, and scientific institutions. The initiative included an educational and creative immersion with women artisans and a botanical paint workshop attended by 30 participants.



Photo: Elder Miranda Jr.

Dyes made from algae and other natural extracts.



Photo: Attilio Zolin

Painting workshop using natural dyes made from marine algae.

During the implementation period, the organization also recorded R$45,000 (approximately US$8,800) in direct sales of mariculture products, R$15,000 (approximately US$2,930) from visits to the marine farm, R$8,000 (approximately US$1,560) from products made using inputs from the farm, and R$1,000 (approximately US$200) from culinary products. These figures represent the organization's own revenues recorded during the period and are not attributed exclusively to support from the Sociobiodiversity Web.

The main result, therefore, lies not only in the products developed but also in the ability to **transform an unforeseen outcome into an opportunity for innovation**. Biomass that had previously grown spontaneously on cultivation structures without a defined purpose began to connect mariculture, research, handicrafts, and new opportunities for value creation.

> *The project highlights an important dimension of the Sociobiodiversity Web: supporting territorial initiatives also means creating conditions to* ***experiment, learn, and adapt projects during implementation****.*

In Arraial do Cabo, this flexibility made it possible to expand the mariculture value chain itself and uncover new uses for marine biodiversity based on knowledge and opportunities identified within the territory.

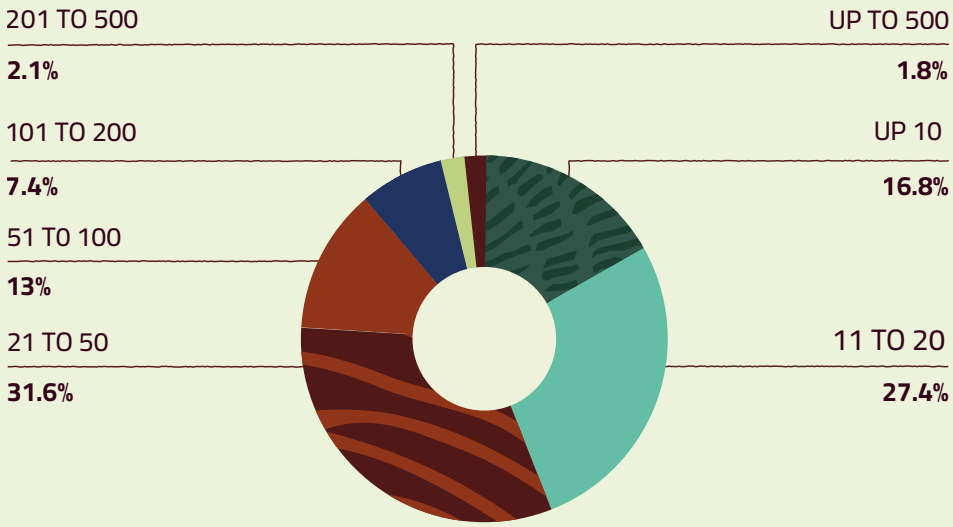
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*These areas show that the Sociobiodiversity Web supports a **diverse and territorially grounded sociobioeconomy**, composed of practices that combine **production, conservation, income generation, food security, culture, and communities remaining in their territories.***

This diversity is reflected both in the different ways of producing, caring for resources, circulating goods, and generating income from sociobiodiversity, and in the scales at which community-based businesses operate.

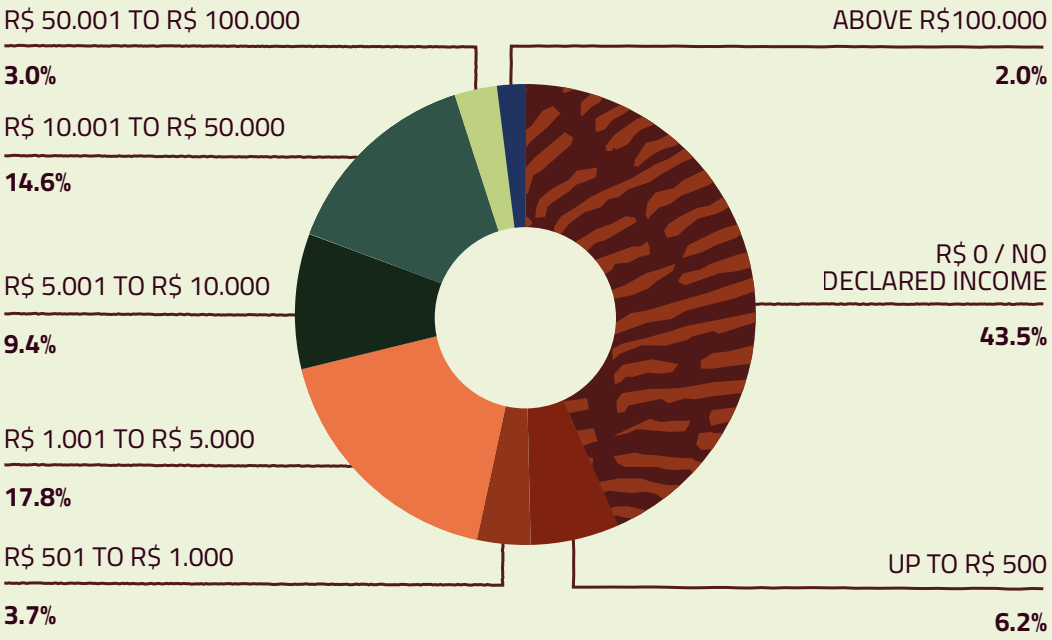
Sociobiodiversity businesses operate primarily at the community level: 75.8% (216 projects) involve up to 50 participants. The most common range is 21 to 50 people, accounting for 31.6% (90 projects), followed by 11 to 20 participants, at 27.4% (78 projects), and businesses involving up to 10 people, which represent 16.8% (48 projects). Among larger-scale initiatives, 13.0% (37 projects) involve 51 to 100 participants; 7.4% (21 projects), 101 to 200; 2.1% (6 projects), 201 to 500; and 1.8% (5 projects) involve more than 500 people. The chart below considers the 285 projects that reported the number of participants involved in the business.

Chart 11: Participants per Sociobiodiversity Business



The reported monthly revenue is concentrated in the lower ranges: 43.5% (176 projects) report **R$0 in revenue or did not report any revenue**; 6.2% (25 projects) report revenue of up to R$500 (approximately US$100) per month; 3.7% (15 projects), between R$501 and R$1,000 (US$100–200); 17.8% (72 projects), between R$1,001 and R$5,000 (US$200–980); 9.4% (38 projects), between R$5,001 and R$10,000 (US$980–1,950); 14.6% (59 projects), between R$10,001 and R$50,000 (US$1,950–9,770); 3.0% (12 projects), between R$50,001 and R$100,000 (US$9,770–19,550); and 2.0% (8 projects) report monthly revenue above R$100,000 (US$19,550).

Chart 12: Reported Monthly Revenue of Sociobiodiversity Businesses



The data therefore reveal initiatives at different stages of economic structuring, with a strong presence of smaller-scale community-based businesses and a more limited group already operating at higher revenue levels.



Photo: Attilio Zolin

Project: Youth Market: Youth Leadership in Promoting Agroecology and Sociobiodiversity Products | Organization: São Domingos Rural Condominium Farmers' Association, working in coordination with cooperatives, organizations, and groups of the Rede Ecovida de Agroecologia | Territory: Tapejara, Erechim, and the Alto Uruguai region, Rio Grande do Sul.

4.4 How Direct Support Seeks to Structure Existing Economies

FROM THE USE OF FUNDING TO CAPACITY BUILDING

The distribution of projects shows that local groups sought funding primarily to strengthen their productive base and create the conditions needed to structure and commercialize their businesses[31]. Most initiatives focus on structuring socio-biodiversity businesses—including agroecological production and AFS, which account for 45.2% (183 projects); business infrastructure, at 19.5% (79 projects); and the commercialization of community-based products, at 15.6% (63 projects). The remaining initiatives focus on Nature-based Solutions, distributed across bio-diversity conservation and ways of life, at 6.9% (28 projects); socio-environmental sustainability of communities, at 6.7% (27 projects); restoration and sustainable management, at 4.2% (17 projects); climate adaptation and resilience, at 1.2% (5 projects); and water and sanitation in local territories, at 0.7% (3 projects).

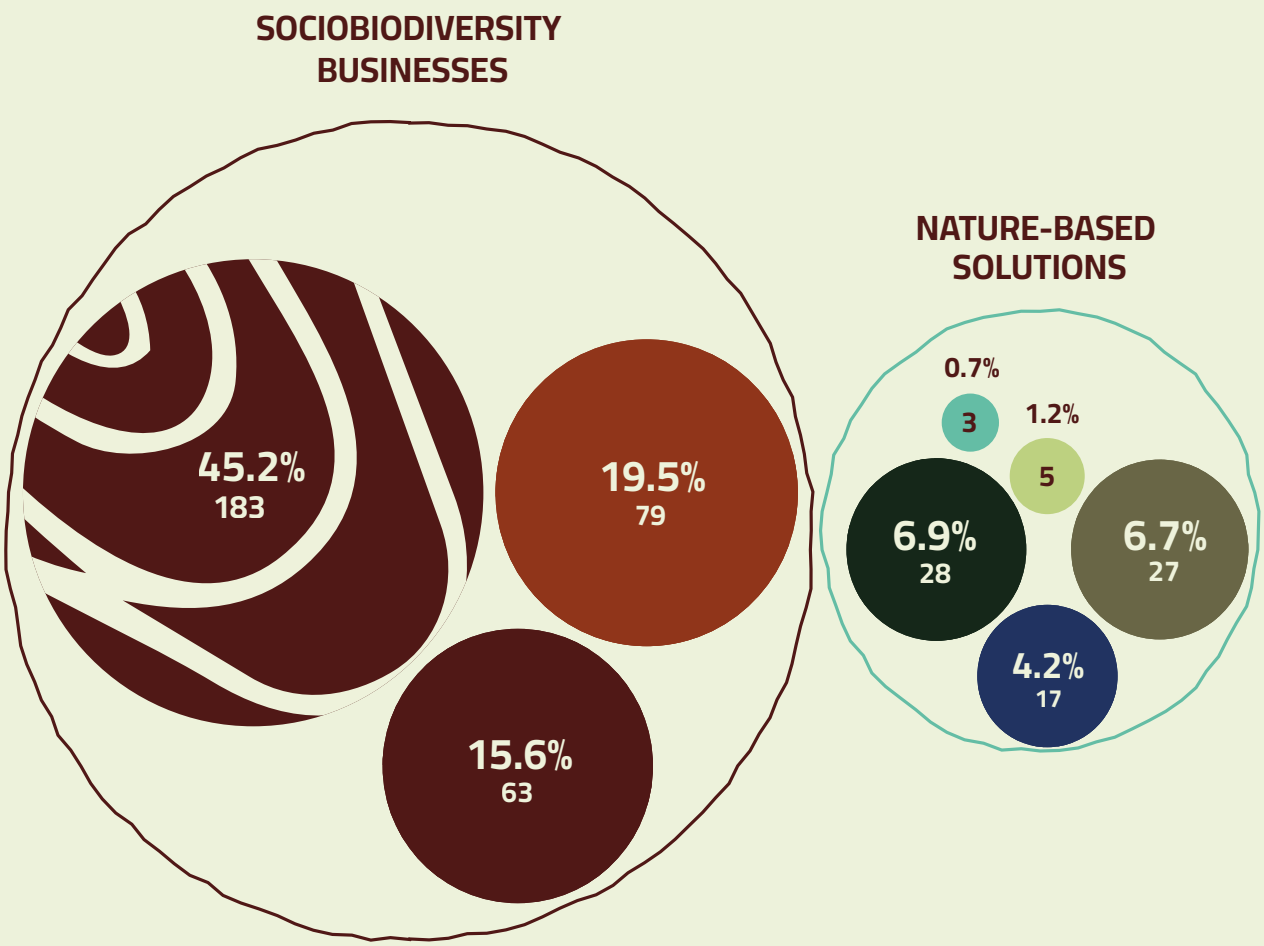
Taken together, these areas reveal the overall orientation of the portfolio: 80.2% of projects (325) focus on structuring sociobiodiversity businesses—from agroecological production to commercialization—while 19.8% (80) focus on Nature-based Solutions related to conservation, restoration, and territorial stewardship. Demand for funding is therefore concentrated on creating the conditions needed for community-based businesses to become more structured and reach markets, while also supporting initiatives focused on the ecological foundation that sustains these economies.

Chart 13: Distribution of Projects by Thematic Area



[31] At the time of application, each organization could select only one of the thematic categories specified in the respective call for proposals. The options varied between the two calls: some categories were retained, while others were specific to each edition. The chart brings together these selections for the 405 projects in the portfolio, counting each project only once. Thus, the data represent the classification reported by the organizations, although their activities may also relate to other areas.

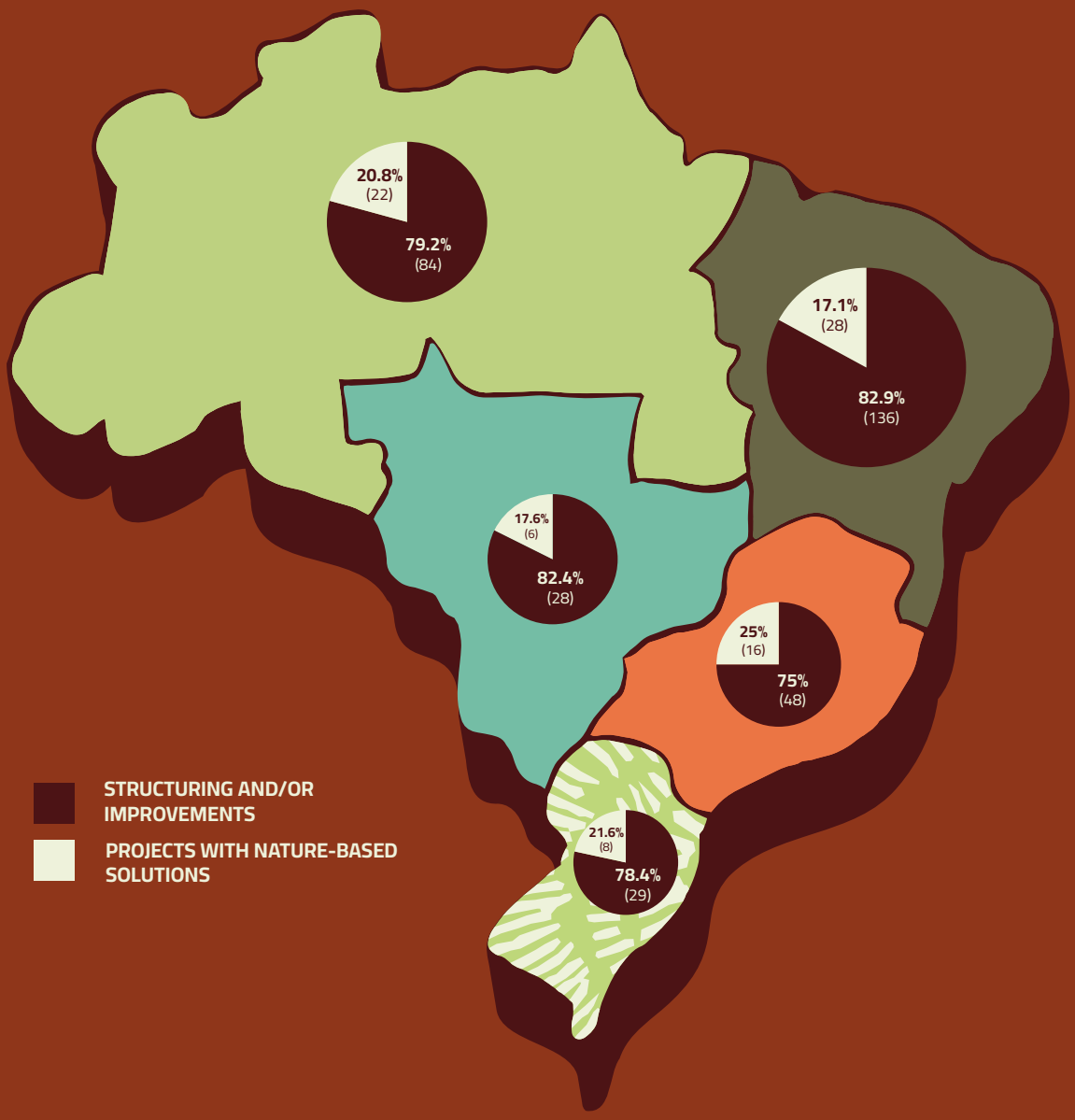
Chart 14 and 15: Projects by Thematic Area — Structuring Sociobiodiversity Businesses and Projects by Thematic Area — Nature-based Solutions.



- AGROECOLOGICAL STRUCTURES AND PRODUCTION SYSTEMS (AFS)
- INFRASTRUCTURE OF SOCIOBIO-DIVERSITY BUSINESSES
- COMMERCIALIZATION OF COMMU-NITY-BASED BUSINESS PRODUCTS
- ADAPTATION AND RESILIENCE TO THE IMPACTS OF CLIMATE CHANGE
- CONSERVATION OF BIODIVERSITY AND THE PRESERVATION OF WAYS OF LIFE
- SOCIO-ENVIRONMENTAL SUSTAINABILITY OF COMMUNITIES
- RESTORATION AND CONSERVATION OF ECOSYST
- WATER AND SANITATION IN TERRITORIES

This focus is also distributed differently across the country. The map below presents the funding streams by region, highlighting the relative weight of structuring sociobiodiversity businesses compared with Nature-based Solutions in each region.

Map 4: Projects by Funding Stream and Region



Across all regions, structuring sociobiodiversity businesses is the predominant area of support, consistently accounting for more than three-quarters of projects. Although Nature-based Solutions represent a smaller share, their proportion is relatively similar across regions—ranging from 17.1% in the Northeast to 25% in the Southeast. This territorial pattern further demonstrates that demand for productive structuring is widespread across the country, with a consistent presence in every region.

PUBLIC PROCUREMENT AS A STRUCTURING POLICY

Access to public procurement opportunities helps illustrate the conditions needed to strengthen these economies. Within the Sociobiodiversity Web portfolio, 63.2% of projects (256) reported already accessing the National School Feeding Program (PNAE) or the Food Acquisition Program (PAA), while 36.8% (149 projects) reported that they do not yet access these programs. **Among those that do not, 90.5% (134 projects) indicated an intention to access these programs.**

Chart 16: Projects by Access to PNAE and/or PAA (%)

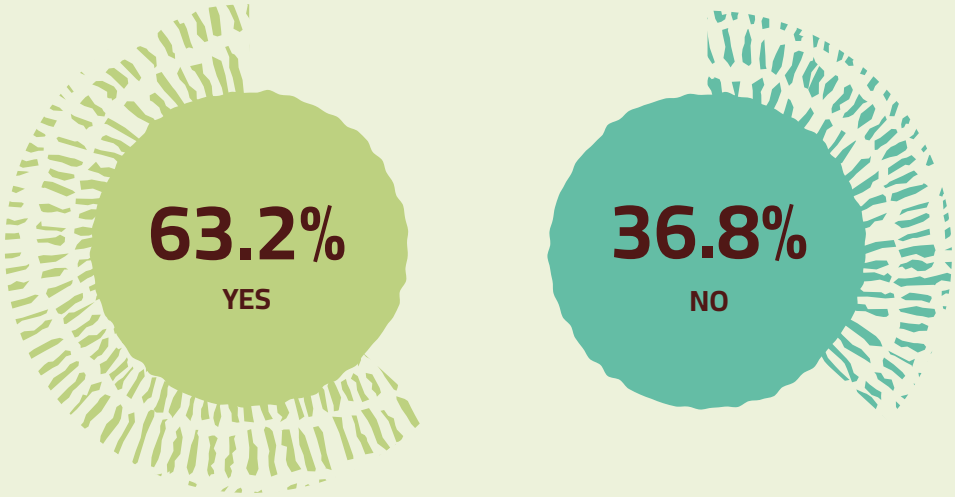
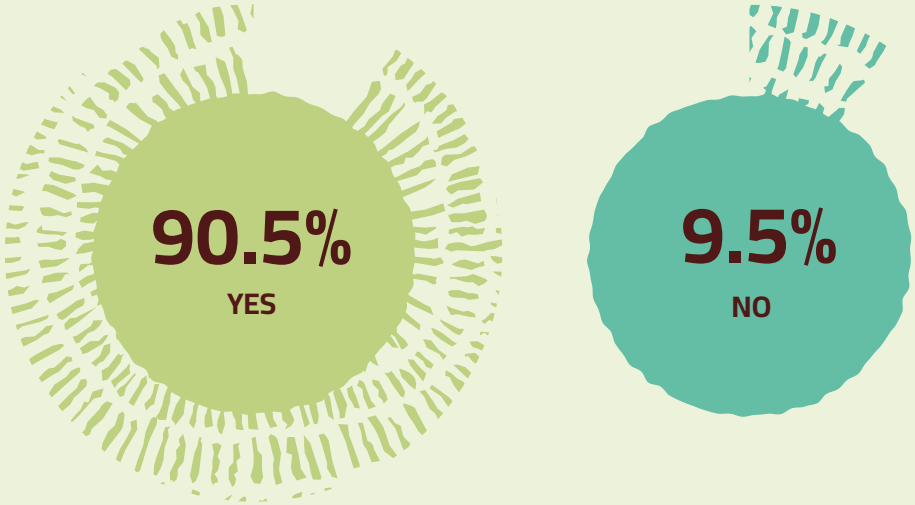


Chart 17: Intention to Access PNAE and/or PAA Among Projects That Do Not Yet Access These Programs (%)

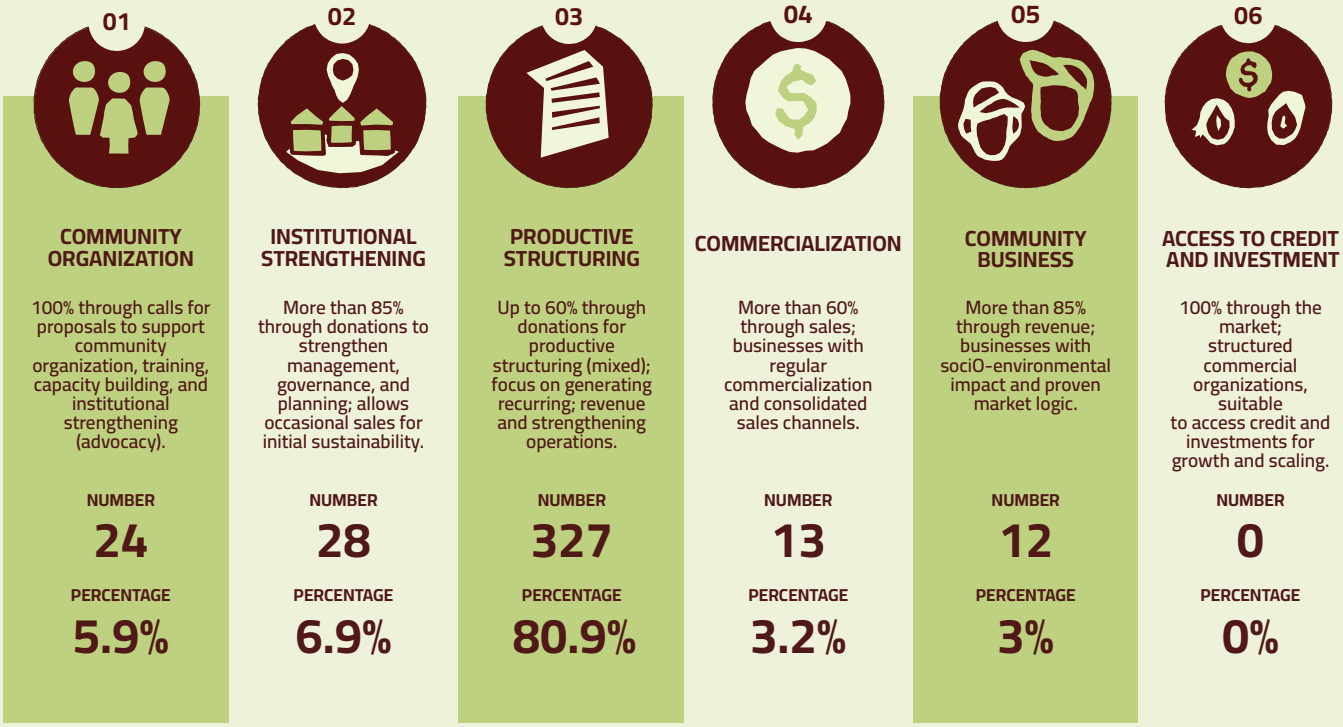


More than simply sales channels, PNAE and PAA are structuring public policies: they connect community-based production with income generation and food security within the territories themselves, supplying schools and local food systems. **The data indicate that these programs are already part of the strategies of many supported initiatives, and that accessing them requires capacities such as documentation, regulatory compliance, management, logistics, and eligibility requirements**. The challenge, therefore, is not only to produce, but also to establish the practical conditions needed to access these policies. Direct funding can help address these conditions—documentation, regulatory compliance, management, logistics, and eligibility requirements—as detailed in the final section.

A COMPLEMENTARY ANALYSIS OF THE ECONOMIC STRUCTURING PATHWAYS OF SUPPORTED INITIATIVES

A complementary study[32] organized the initiatives into six levels of economic development: community organization, institutional strengthening, productive structuring, commercialization, community-based business, and access to credit and investment.

Figure 11: Distribution of the Economic Development Levels of Initiatives Supported by the Sociobiodiversity Web



According to this analysis, 5.9% of projects were classified at the community organization level; 6.9% at the institutional strengthening level; 80.9% at the productive structuring level; 3.2% at the commercialization level; and 3.0% at the community-based business level. No projects were identified as being at the access to credit and investment level.

The most significant finding is the concentration of 80.9% of initiatives at the productive structuring level. The study suggests that most organizations have already moved beyond the earliest stages of community organization and institutional strengthening and are now at the stage of structuring their productive activities and transforming organizational capacity into recurring revenue generation.

[32] MELLO & SILVA CONSULTORIA EM MEIO AMBIENTE LTDA (Fabio Deboni da Silva). *The Sociobiodiversity Web as a Pathway for the Economic Development of Territories.* Study prepared for the Casa Socio-Environmental Fund, 2026.

This analysis should be considered alongside the initiatives' existing access to institutional markets, presented earlier. The study emphasizes that economic development does not necessarily occur in a linear manner: an organization may still be structuring its management, production, logistics, or financial capacity while simultaneously commercializing its products. In this sense, accessing markets does not automatically mean having a consolidated business.

The difference between the significant share of initiatives at the productive structuring level and the smaller proportion of projects classified at the commercialization and community-based business levels indicates that the strategic challenge lies in the middle of the pathway. The main opportunity would therefore not simply be to increase the number of organizations beginning productive activities, but to create the conditions needed to accelerate the transition from productive structuring to recurring commercialization and the consolidation of community-based businesses.

It is within this transition that the study identifies challenges related to administrative and financial management, production planning, processing, compliance with sanitary regulations, certifications, logistics, pricing, commercialization, working capital, technical assistance, and access to credit and investment. These elements help provide a clearer understanding of the bottlenecks and the pathways proposed by the organizations themselves, as presented below.

REPORTED BOTTLENECKS AND PATHWAYS PROPOSED BY THE ORGANIZATIONS

The challenges reported by the organizations help explain why **the use of direct support is concentrated on practical structuring needs**. Many initiatives report productive practices, participation in fairs, commercialization strategies, processing, collective organization, or territorial management, while also identifying material, institutional, technical, commercial, and organizational constraints that limit their ability to become more consolidated.

The table below organizes bottlenecks and possible pathways as a qualitative analysis of the capacities that the organizations themselves seek to strengthen. The classification was developed based on the challenges presented in the proposals and the measures planned by the organizations themselves, bringing together operational bottlenecks—such as infrastructure, logistics, management, regulatory compliance, training, and commercialization—as well as broader territorial and environmental pressures[33].

[33] The bottlenecks and pathways presented were systematized based on the organizations' open-ended responses regarding the challenges they faced and the measures planned in their projects. The analysis identifies recurring themes and explicitly reported relationships, without assessing implementation, adequacy, or results. Where there was no clear correspondence between a bottleneck and a proposed measure, no relationship was inferred.



Photo: Thiago Foresti

Project: Youth Market: Youth Leadership in Promoting Agroecology and Sociobiodiversity Products | Organization: São Domingos Rural Condominium Farmers' Association, working in coordination with cooperatives, organizations, and groups of the Rede Ecovida de Agroecologia | Territory: Tapejara, Erechim, and the Alto Uruguai region, Rio Grande do Sul.

Table 1: Summary of Reported Bottlenecks and Pathways Proposed by the Organizations in Projects Submitted to the *Sociobiodiversity Web*

AREA	BOTTLENECKS REPORTED BY THE ORGANIZATIONS	PATHWAYS PROPOSED BY THE ORGANIZATIONS
Commercialization, Markets, Communication, and Value Creation	Difficulty accessing stable sales channels, dependence on intermediaries, limited promotion, low product visibility, and constraints in setting prices and reaching new markets.	Organizing fairs and direct sales; developing communication and marketing plans; using social media, catalogs, and visual identity; building connections with buyers, cooperatives, institutional markets, and sales outlets.
Productive Infrastructure, Equipment, and Processing	Inadequate or incomplete production facilities, insufficient or outdated equipment, and limited capacity to process, preserve, store, and standardize products.	Purchasing and upgrading equipment; constructing, renovating, or structuring kitchens, agro-industrial facilities, cassava flour houses, and processing units; installing storage, irrigation, and energy infrastructure.
Technical Assistance, Training, and Knowledge	Lack or discontinuity of technical support and the need for capacity building in production, management, commercialization, sanitary compliance, and environmental management.	Workshops, courses, and practical training; technical support; hiring specialists; exchanges and partnerships with universities, technical assistance services, public agencies, and specialized organizations.
Territory, Climate, and Environmental Pressures	Droughts, heavy rainfall, water scarcity, wildfires, environmental degradation, loss of natural resources, conflicts, and pressures on territories and ways of life.	Water management and storage; installation of cisterns and irrigation systems; production diversification; agroecological systems; environmental restoration; fire prevention; adjustment of production calendars and coordination for territorial protection.
Logistics, Transportation, Storage, and Connectivity	Long distances, poor road and river routes, lack of own transportation, high freight costs, difficulties in moving products to market, and limited connectivity.	Planning routes and schedules; community-based or shared transportation; acquiring or arranging access to vehicles and boats; improving storage; logistics partnerships; and combining in-person and digital communication strategies.
Financing, Working Capital, and Access to Inputs	Lack of resources for investment and operating costs, difficulty accessing credit, rising costs, and constraints in acquiring inputs, equipment, and services.	Water management and storage; installation of cisterns and irrigation systems; production diversification; agroecological systems; environmental restoration; fire prevention; adjustment of production calendars and coordination for territorial protection.
Management, Collective Organization, and Participation	Difficulties in administrative and financial management, production planning, division of responsibilities, community mobilization, and the participation of women and young people.	Mobilizing resources; negotiating with suppliers; collective purchasing; seeking partnerships and new sources of financing; revolving funds; and adjustments to financial planning.
Regulatory Compliance, Bureaucracy, and Public Policies	Difficulties with licensing, certification, and sanitary, environmental, or land-tenure regularization, as well as documentation requirements, bureaucracy, and discontinuity of public policies and services.	Coordination with public agencies and technical organizations; legal and documentation support; obtaining registrations, licenses, seals, and certifications; bringing facilities into compliance with regulations; and seeking access to public programs and policies.

The responses show that the challenges are not limited to production. **For products to circulate and generate income, organizations need to combine infrastructure, technical knowledge, management, transportation, communication, regulatory compliance, and access to markets**. This reinforces the fact that the community-based sociobioeconomy depends on a set of interconnected conditions. The proposed pathways show that organizations not only identify problems but also put forward concrete actions, such as acquiring equipment, organizing fairs, improving management, seeking technical assistance, strengthening partnerships, and coordinating with public policies.

At the same time, some bottlenecks extend beyond the scope of an individual project. Issues such as inadequate public infrastructure, territorial conflicts, climate change, land-tenure regularization, and discontinuity of public policies require more coordinated responses involving different actors. In these cases, direct support can strengthen capacities and address specific aspects of the problem.

TERRITORIAL PRESSURES, CONFLICTS, AND ENVIRONMENTAL VULNERABILITIES AS A CROSS-CUTTING DIMENSION

In addition to productive, commercial, institutional, and organizational bottlenecks, the responses reveal a **cross-cutting dimension of territorial pressures, conflicts, and socio-environmental vulnerabilities**. Reports of land conflicts, invasions, the expansion of agribusiness, illegal mining, pesticide contamination, threats against leaders, and internal tensions indicate that **many sociobiodiversity initiatives operate in contexts marked by disputes over territory, natural resources, and the conditions that enable communities to remain in their territorie**s.

These pressures pose a direct threat to communities because they affect the material, social, and political foundations that sustain their ways of life. When there is land-tenure insecurity, invasions, or environmental degradation, communities lose access to areas used for farming, gathering, fishing, management, movement, and traditional practices. When there is pesticide contamination, deforestation, illegal mining, or pressure on water resources and forests, the issue is not only environmental damage: it is the **loss of the conditions that make it possible to produce food, manage resources, transmit knowledge, and maintain economic practices rooted in the territory**.

For this reason, these factors should not be understood as operational bottlenecks equivalent to the others. Rather, they function as **territorial and political conditions that limit the ability of sociobiodiversity economies to become consolidated.** Equipment, training, management, and access to markets are important, but their impact is limited when communities face threats to their ability to remain in their territories, to the integrity of ecosystems, and to the safety of their leaders.

Community-based economic structuring also depends on minimum conditions of territorial security, environmental protection, and stronger collective organization. The economy that emerges from these territories is not separate from the defense of land, water, forests, and ways of life. On the contrary, its continuity depends on communities being able to remain in their territories, safely access their resources, and exercise autonomy over how they produce, manage, conserve, and live.

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Photo: Thiago Foresti

Cacique Josué Kambiwá, known as Zuca, a leading figure among his people.

COMPLEMENTARY SUPPORT TO PUBLIC POLICIES

The bottlenecks identified do not occur in isolation. Without infrastructure and equipment, processing tends to remain limited. Without processing, some production may lose value, shelf life, or the ability to access better sales channels. Without logistics, participation in fairs, local markets, and institutional channels becomes more unstable. Without documentation, eligibility, and regulatory compliance, access to certain markets or public policies may remain beyond the reach of organizations that already produce or seek to commercialize their products.

This analysis reinforces the specific role of direct funding. **The Sociobiodiversity Web does not replace public policies, credit, technical assistance, territorial regularization, or institutional markets**. It operates in the **space between the existence of these instruments and the practical conditions that enable community-based organizations to access them**. By supporting equipment, processing, training, management, communication, distribution, and commercialization, direct funding can address the practical links that shape the structuring of community-based economies.

The central point is to strengthen the material, technical, organizational, and institutional conditions that enable these economies to produce, process, store, distribute, comply with regulations, communicate, sell, and organize under better conditions. This is the link that connects **direct support to the broader agenda of strengthening the community-based sociobioeconomy**.

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5. Key Messages the Sociobiodiversity Web Reveals About the Community-Based Sociobioeconomy

The portfolio analysis brings into view a territorially grounded, community-based sociobioeconomy, led by local organizations and structured around productive practices, biodiversity conservation, food security, income generation, and communities remaining in their territories. From this analysis, **seven key messages** emerge from the experience of the Sociobiodiversity Web.

1. **Demand from local territories for direct support exceeds current funding capacity.** The Sociobiodiversity Web's two calls for proposals received 3,860 proposals and supported 405 projects—about one in every ten. The thousands that were not selected do not reflect a lack of initiative, but rather a lack of resources: these are mobilized organizations with proposals already developed and practices already underway, awaiting funding. The demand exists and is organized within the territories; what is needed is to expand direct support to the scale that this demand has already demonstrated.

2. **Support from the Sociobiodiversity Web reaches those who are directly rooted in the territories.** In 90.1% of projects, the organization receiving the funding is based in the territory where it operates, and the vast majority of projects take place in rural areas, connected to ways of life associated with the land, waters, and forests. Local associations, cooperatives, and collectives themselves develop the proposals, implement the projects, and are accountable for them. This rootedness is what distinguishes direct support: funding reaches those who know the territory from within and remain there long after the project ends. This is what separates investing directly in territorial economies from financing them at a distance through structures that do not always reach communities or respect their autonomy.

3. **The community-based sociobioeconomy is already underway throughout Brazil.** The community-based sociobioeconomy is neither a promise nor merely a concept: it is already being practiced. It takes many forms, from agroecological production to extractivism, from processing to agroforestry systems (AFS), from handicrafts to beekeeping, and from community-based tourism to fishing and medicinal plants, led by community-based organizations across all of the country's biomes. Its circulation extends beyond the market: it includes household consumption, fairs, community networks, and public procurement, organized according to the logic of the territories themselves. The portfolio reveals a real economy with an already established productive, social, and territorial base. It is from this foundation that any investment in the territories can advance.

4. **The challenge is to strengthen capacities and improve conditions for existing community-based sociobioeconomies.** The organizations supported by the Sociobiodiversity Web already produce, manage resources, and sell, but they face constraints in the conditions needed to sustain and expand these activities: infrastructure, processing, logistics, regulatory compliance, management, and access to markets. It is at this transition—between existing production and the markets it could reach—that these economies encounter barriers to further development. This is a stage that conventional financing instruments do not always reach. Direct support addresses precisely this gap: rather than financing a single activity, it strengthens the capacities that enable organizations to add value, sell, and access markets under better conditions.

5. **The priorities of the community-based sociobioeconomy are already known by the territories themselves.** When community-based organizations access resources and define their own priorities, they make explicit what matters in each territory: what needs support, where, and why. These answers vary according to the biome, community group, and form of local organization. This is information that is difficult to capture from a distance and that direct support brings to the surface. Defined at the source, it becomes a strategic asset: it brings funders closer to the actual priorities of the territories and reduces the risk of designing instruments that are misaligned with the needs of those intended to access them. For impact investment, it provides a map of priorities validated by the territories themselves.

6. **Those who sustain the community-based sociobioeconomy also conserve biodiversity.** The economies supported by the Sociobiodiversity Web depend on functioning ecosystems, and community-based management helps keep them functioning. Extractivism, agroforestry systems (AFS), restoration, and the sustainable use of resources are simultaneously ways of producing and conserving. This management is carried out by the organizations themselves, which conserve biodiversity by caring for the territories on which their economies depend. In this context, producing means conserving. More than two-thirds of the portfolio (68.1%) is concentrated in the Amazon, Atlantic Forest, and Cerrado—biomes that are critical for biodiversity and the climate, with the latter two recognized as global biodiversity ***hotspots***. Another 11.1% of projects operate in transition zones between biomes, where territorial pressures overlap. Directly supporting the community-based sociobioeconomy means sustaining those who conserve biodiversity while producing.

7. **Strengthening the sociobioeconomy expands access to structuring public policies and paves the way for new markets.** Access to public procurement through PNAE and PAA connects community-based production with institutional markets and territorial food security agendas. The portfolio shows that this channel is already being used: 63.2% of projects access these programs, and among those that do not yet access them, 90.5% intend to do so. Access requires capacities related to regulatory compliance, documentation, management, and logistics. This access can serve as a preparatory step toward new markets. Catalytic support addresses precisely this structuring stage, bringing organizations closer to food-related public policies and strengthening their capacity to access different markets.

Taken together, these messages describe a community-based sociobioeconomy that can be strengthened not only by increasing investment, but by ensuring that it flows through direct funding to the communities that sustain the economies already underway in their territories.

6. Implications for Financing the Community-Based Sociobioeconomy

The portfolio analysis shows that the community-based sociobioeconomy is already present and active within local territories, but it still lacks, at the necessary scale, the financial, institutional, and commercial conditions needed to become consolidated. The main challenge is to strengthen its foundation: ensure continuity for community-based organizations, expand their processing and commercialization capacity, facilitate access to public policies and markets, and increase the income generated within the territories—without breaking the connection with the ways of life, community relationships, and management systems that sustain sociobiodiversity.

The Sociobiodiversity Web's distinguishing feature lies in the way resources reach local territories. In 90.1% of projects, the supported organization is based in the territory where it operates. At the same time, the initiative combines nationwide reach with local proximity. This broad territorial reach makes it possible to directly fund those who build the sociobioeconomy in their daily lives, including collectives and organizations that are not yet able to access credit, public procurement opportunities, or conventional markets because of limited formalization, lack of collateral, limited administrative capacity, or distance from decision-making centers. **For other funders, this territorial infrastructure can serve as a strategic and well-qualified entry point.** Through it, funders can identify organizations, direct resources toward specific value chains and regions, reach historically underfunded territories, and reduce the costs and risks associated with decentralized implementation. **Expanding direct support through the Sociobiodiversity Web therefore means not only increasing the volume of resources, but also strengthening a financing architecture capable of reaching organizations that remain outside traditional financing instruments**.

Expanding this model should prioritize **flexible, multi-year funding that is accessible to organizations with different levels of formalization**. Financing needs to cover both productive activities and the costs that make those activities possible. It should also respect production cycles, collective decision-making processes, and the timelines of local territories. Training and technical assistance should accompany funding, but they cannot be treated as substitutes for direct investment. When provided on an ongoing basis, this combination creates the conditions for organizations to access public policies, negotiate on better terms, and gradually reduce their dependence on one-off grants.

The recommendations below indicate how different financing actors can contribute in complementary ways, mobilizing the instruments best suited to their respective roles and to the different stages of development of community-based organizations.

PHILANTHROPY AND INTERNATIONAL COOPERATION

Their main contribution lies in financing stages, organizations, and costs that public and commercial instruments do not normally reach. These resources are particularly well suited to the stage at which many community-based organizations currently find themselves: still with limited formalization and in the process of building the capacities needed to access public policies, credit, and markets.

It is recommended that these actors:

- **Finance the structuring of organizations** through direct, flexible, and multi-year support, with simplified selection and accountability and reporting processes, and coverage of management, governance, staffing, communication, and infrastructure costs;
- **Support legal, tax, environmental, and sanitary compliance**, taking into account the requirements for accessing PNAE, PAA, other public programs, and private markets;
- **Finance continuous, territorially grounded technical assistance**, defined together with the supported organizations and available throughout the entire production and commercialization cycle, from project development to accountability and reporting and commercialization;
- **Test new models and assume initial risks**, supporting organizations with limited formalization, innovative solutions, and institutional strengthening processes that do not yet attract public or commercial funding;
- **Prioritize historically underfunded territories, peoples, and value chains**, using the Sociobiodiversity Web's territorial reach and knowledge to identify gaps and guide the allocation of resources.

The expected result is to expand the funding base for community-based organizations that are prepared to access public policies, credit, and markets, while preserving their autonomy and their own organizational models.



DEVELOPMENT BANKS AND PUBLIC FINANCIAL INSTITUTIONS

Their main contribution lies in bringing resources at scale to sociobioeconomy value chains. Because their instruments are rarely designed around the conditions of community-based organizations, their efforts should prioritize adapting existing financing lines and building partnerships that bring public financing closer to local territories.

It is recommended that these actors:

- **Adapt existing financing lines to the conditions of community-based organizations**, simplifying documentation, reducing counterpart funding requirements, and adjusting amounts, collateral requirements, grace periods, and repayment schedules to production cycles;
- **Link credit to policies that structure the sociobioeconomy**, such as Pronaf, PNAE, PAA, and the Minimum Price Guarantee Policy for Sociobiodiversity Products, increasing the predictability of demand and protection against price fluctuations;
- **Establish service and support channels within local territories**, in partnership with the Sociobiodiversity Web, local organizations, community networks, and technical assistance providers, providing support from proposal preparation through the implementation of funding;
- **Finance different links in the value chains**, covering not only production but also processing, sanitary compliance, storage, transportation, packaging, traceability, and commercialization;
- **Establish access targets and transparency mechanisms**, monitoring the resources effectively disbursed to community-based organizations, Indigenous Peoples, traditional communities, women, and young people, and publishing data on unmet demand, rejected applications, and operational bottlenecks.

The Sociobiodiversity Web can contribute to identifying organizations, preparing financing operations, providing territorial monitoring, implementing direct support mechanisms, and generating evidence to improve financing lines. This partnership, however, does not replace the responsibility of public institutions to adapt their procedures and ensure effective access to resources.



Photo: Thiago Foresti

Domingas Natália Moreira dos Santos Rosa is a leader of the Quilombo Kalunga.



Photo: Thiago Foresti | Project: Technology Development and Strengthening of the Mariculture Value Chain in the Traditional Community of the Arraial do Cabo Marine Extractive Reserve, RESEX-Mar | Organization: Lagos em Ação, in partnership with Devolverde and Alma Colorida | Territory: Arraial do Cabo Marine Extractive Reserve, Arraial do Cabo, Rio de Janeiro

IMPACT INVESTORS

Their main contribution lies in providing patient capital and supporting the productive and commercial consolidation of organizations that already have some capacity to generate revenue but still face bottlenecks in expanding their operations, achieving greater financial predictability, and negotiating on better terms.

It is recommended that these actors:

- **Provide patient capital and long-term instruments**, with grace periods, returns, and exit strategies compatible with production cycles, value-chain margins, and the ecological capacity of local territories;
- **Finance working capital to enable organizations to fulfill contracts**, including the purchase of raw materials from producers, inventory building, and fulfillment of orders, using purchase agreements, receivables, and demonstrated demand as risk-reduction mechanisms;
- **Invest in overcoming productive and commercial bottlenecks**, supporting processing, quality control, packaging, logistics, market intelligence, and access to markets;
- **Connect organizations with buyers committed to fair and lasting commercial relationships**, based on predictable volumes, appropriate prices, and payment terms compatible with the realities of communities;
- **Link investment to organizational strengthening and impact targets**, providing specialized support defined together with communities and linking capital conditions to outcomes such as community income, value added within the territory, food security, organizational strengthening, and sociobiodiversity conservation.

A high-potential mechanism consists of financing organizations that already have identified buyers or contracts but still lack the working capital, logistics, or processing capacity needed to meet demand. Combining purchase commitments, patient capital, and technical assistance reduces operational risk and increases income predictability for communities.

TOWARD A COORDINATED FINANCING AGENDA FOR THE SOCIOBIOECONOMY

The greatest impact will be achieved through a **coordinated approach to financing the sociobioeconomy**, in which each actor contributes according to its instruments and capacity.

With its broad territorial reach and territorial approach, the Sociobiodiversity Web can make a significant contribution to coordinating this pathway by identifying organizations and needs, connecting each initiative with the most appropriate instrument, and supporting its preparation for direct funding. The objective is to ensure that each organization has access to the type of funding that is compatible with its stage of development, its value chain, and the priorities of its territory, increasing the value and income that remain within communities, as well as their autonomy and decision-making power over the sociobiodiversity they protect and manage.



Photo: Elder Miranda Jr.
Irrigation in an agroforestry system at the Salvaterra Family Farmers' Cooperative (CAFAS).


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SOCIOAMBIENTAL