



Fairtrade Australia & New Zealand

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Fairtrade ANZ Partnerships Policy

Introduction and Purpose

Fairtrade ANZ recognises the great value of partnering with others to collaboratively work towards mutual objectives which are consistent with its mission and vision.

This policy deals with Fairtrade ANZ's approach to entering into and maintaining partnerships. Partnerships occur when Fairtrade ANZ agrees to work together collectively in general or on a specific project, for the purpose of sharing skills, knowledge and resources or reaching common goals. All partnerships will be consistent with Fairtrade ANZ's principles and the guidelines of this policy document.

Fairtrade ANZ recognises the need for a wide and diverse group of partnerships with civil society, businesses, governments, research organisations and producing communities, which share the Fairtrade vision of a world in which all producers can enjoy secure and sustainable livelihoods, fulfil their potential and decide on their future.

The purpose of this policy is to guide Fairtrade ANZ in selecting and working with partners. It also acts as a guide to partners on the types of partnerships available with Fairtrade ANZ, along with principles of such partnerships.

Related Policies

- Non-Development Policy
- Control of Funds Policy
- Counter-Terrorism Policy
- Anti-Fraud and Corruption Policy
- Capacity Building Policy
- Gender Equality Policy

Scope

This policy applies to:

- All personnel and associates of Fairtrade ANZ, including permanent, fixed term and casual employees, contractors, interns, volunteers and Board and Committee members; and
- All partners and stakeholders, who are directly or indirectly engaged with Fairtrade ANZ's work both domestically and internationally.

Policy

Definition of Partnerships

Partnerships are on-going, collaborative relationships formed with the aim of bringing about meaningful change. A partnership has clearly defined common goals, which contributes to improving the capacity of common stakeholders and to enhancing links between these agents and communities to enable them to realise their potential.

Partnerships have varying commitments and outcomes, but each serves a purpose to the overall mission and objectives of Fairtrade ANZ, which should be in line with the mission and objectives of the partners. Partnerships should be mutually beneficial. The key purpose of working in partnership is

synergy, the recognition that by combining the respective skills, resources and experience of different partners, better results are produced than each working in isolation.

Relationships with Partners

Fairtrade ANZ cannot achieve its mission working in isolation.

Partnerships are relationships based on trust, respect, solidarity and interdependence and their continuation is of strategic importance. Partnerships hold more value than contractual responsibilities as they provide an ongoing support structure and mutual commitment.

Fairtrade ANZ works to develop deeply collaborative partnerships for each country in which it operates to create long-term change and meaningful impacts for local communities

Fairtrade ANZ seeks to have a clear understanding of the purpose and nature of each partnership which will be outlined in the initial agreement and assessed through time as appropriate to keep the formal understanding up to date with the practice of the relationship. The content of a partnership may change over time, and will be specific to its context, as Fairtrade ANZ works at multiple levels in multiple countries. It may include collaboration on activities such as information sharing, projects, skills sharing or funding.

Suitability Criteria:

Fairtrade ANZ will partner with organisations that:

- i. Hold and practice ethical business ideals in-line with Fairtrade ANZ, including a demonstrated commitment to human rights, gender equality, labour standards and sustainable environmental practices;
- ii. Offer a genuine opportunity for collaboration with Fairtrade ANZ to reach common goals;
- iii. Are effectively governed in accordance with appropriate regulation, industry codes and policies and procedures;
- iv. Are financially viable, as assessed in accordance with Fairtrade ANZ's Control of Funds Policy; and
- v. Are dedicated towards the mission and aims of Fairtrade ANZ's work.

Fairtrade ANZ will not partner with organisations that do not comply with Fairtrade ANZ's Policy for the Protection of Children and Vulnerable Adults, Gender Equality Policy, Counter Terrorism Policy, Anti-Fraud and Corruption Policy or Control of Funds Policy, including organisations that are involved in:

- i. Activities that disregard human rights, including women's and children's rights,
- ii. Activities which promote, support or involve any forms of forced or compulsory labour, including child labour,
- iii. Activities which negatively impact women, children and their communities,
- iv. Activities that further or otherwise support terrorism or include fraudulent or corrupt conduct.

In accordance with Fairtrade ANZ's Non-Development Policy, Fairtrade ANZ also does not engage in or provide support for any evangelical activities and or partisan political activities.

Fairtrade ANZ requires transparency from all of its partners, particularly relating to human rights and ethical trading.

Identifying Partners

Opportunities for partnerships are primarily identified during a programme/project design phase, but further partnership opportunities may also become apparent during project implementation or through independent research for prospective partners.

In countries in which we operate, strategic partnerships are identified according to the specific needs of the local operations. Local ownership of operations is important and so new partnerships must act according to their direction and needs. Analysis should lead to identification of potential areas of change within the context, and prospective partners which may assist in affecting said change. In the local context it is preferable to seek local partnerships, however expertise may be sought internationally where it is not available locally. Funding partners may also be sought internationally.

Fairtrade ANZ will enter into partnerships for a variety of purposes including delivering services, research, capacity building, gaining access to relevant actors and resources and developing strategic links with other institutions.

Once potential partners are identified, the process of assessing the suitability or compatibility of potential partners needs to be managed through information collection, analysis and decision making using the below processes. Due care should be taken to manage expectations of prospective partners when contact is made prior to the establishment of the partnership.

Principles

Fairtrade ANZ's partnerships will be guided by the following principles, which will enable partnerships to reflect the strengths of partners within an environment of fairness and justice. We will actively promote the implementation of partnership principles, increasing the effectiveness of joint programmes, and seek to reduce any power imbalance between Fairtrade ANZ and its partners.

1. **Integrity:** All partnerships will be consistent with Fairtrade ANZ's vision, mission and values. Activities must adhere to Fairtrade ANZ policies, including Fairtrade ANZ's Policy for the Protection of Children and Vulnerable Adults, Gender Equality Policy, Capacity Building Policy, Counter Terrorism Policy, Anti-Fraud and Corruption Policy, Non-Development Policy and Control of Funds Policy.
2. **Compatibility:** Chosen partners must meet the above suitability criteria and be compatible with Fairtrade ANZ's mission prior to entering a partnership agreement.
3. **Mutual Respect:** Partnerships must have the potential for mutually positive outcomes including effective programme delivery, or financial or other support. The independence, reputation and credibility of Fairtrade ANZ and its partners must be maintained throughout the partnership.
4. **Negotiation:** Negotiation is key to developing a common understanding and agreement. It allows for clear communication of expectations and boundaries.
5. **Interdependence and Accountability:** Partners share the risks and benefits of projects, working together for mutual goals while remaining institutionally independent. There is transparency in the use of resources and commitment to honouring agreements between partners in the course of shared projects and work.
6. **Openness and Responsiveness:** Being open to new ideas and opportunities. Recognising threats and working together to overcome concerns about project direction or content. Responsive to unexpected events, and mutually supportive when unforeseen events occur.
7. **Local Focus:** Communities and vulnerable groups including children are protected and supported through partnerships.

Management of Partnerships and Application of Partnership Principles

Further details regarding the implementation of these principles are contained in Fairtrade ANZ's Partnership Procedures.

For More Information

For more information or to report any concerns/violations, please contact info@fairtrade.com.au or info@fairtrade.org.nz

Approval and Review

This policy will be reviewed once every 3 years.

Version	Approval Date	Key Changes
v.1	31 August 2019	