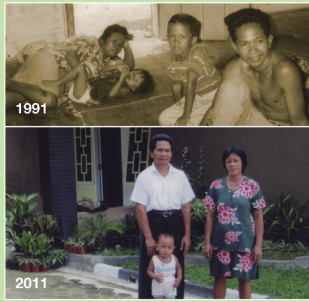
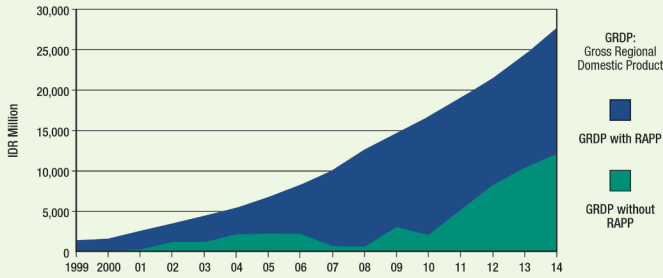


At 51 years old, Sunarto moved to Riau and settled in Kerinci as part of the government's transmigration program in the 1980s. He joined the Asian Agri Plasma Scheme, became a Plasma farmer and acquired 2 hectares of land. Today, he is married and owns a grand house. Three-quarters of his land is used for oil palm plantation and the rest for his house. "Being a Plasma smallholder has given me the freedom to harvest my land while at the same time, the security of sale and the knowledge needed to make the best use of my land. This has worked well for me and my family's standard of living," Sunarto explains.



### RAPP Contributions to Pelalawan Regency's GDP



Source: Economic and Fiscal Impact Analysis of RAPP, Update 2006-2014, LPEM FEUI



### A Necessary Co-Existence

Across the horizon, where the edge of a tree-lined view is punctuated by towers of industry sits RAPP's pulp and paper mill. The mill is a stark contrast to its surrounding green forest. Here is a fragile co-existence of man and nature. The process of finding harmony and sustainability has been a long and contentious journey but adopting sustainable forest management policies as well as research and development have helped both company and nature create a harmonious momentum.



Apart from its remarkable mill, Kerinci also houses state-of-the-art research and development on forestry. In May 2012, RGE Technology Center was opened and in its laboratories, scientists have conducted a series of studies that included research on evolving the best seeds to developing natural predators to suppress pests. Located after a five minute drive from the RGE Technology Center is the Kerinci Central Nursery, where planting experts and veterans optimise reforestation by preparing Acacia and Eucalyptus leaf cuttings; growing and nurturing them with extreme care before they are ready to be planted in the plantations.



In the world of forestry and agriculture, balancing the need to safeguard the environment and enhance the interests of local communities, while continuing to operate a sustainable business is key to long-term development and growth. Kerinci may be a small town but this little town speaks volumes on the success of such endeavours and is a case study of how partnerships between businesses and community can be successful in mobilising the rural population.

# Building Inclusive Growth Entrepreneurs from Kerinci

Sulaiman and Muhammad Sarkawi were both born and raised in Kerinci. Today, both have their own businesses. Sulaiman is 38 years old and supplies coco peat which is used as a soil bed to the leaf cuttings prepared in Riau Andalain Pulp & Paper's (RAPP) nurseries. Muhammad Sarkawi, aged 31 owns a manpower agency which he inherited from his parents, and supplies contract workers for companies based in Kerinci.

“Setting up your own business is not easy but when you have a guaranteed contract, it gives a certain peace of mind”

Both businessmen are part of the Tanoto Foundation's Small and Medium Enterprise (SME) programme that supports people who want to establish their own small-scale business.

"Setting up your own business is not easy but when you have a guaranteed contract, it gives a certain peace of mind," says Muhammad Sarkawi, a father of three children. Awi's agency provides manpower for companies like RAPP – from janitors to plantation labourers.

"With a small loan from the program as well as technical support and know-how, I was able to build a small company," explains Sulaiman, a father of two young children. "RAPP is also my key customer, which guarantees sales and revenues for my company. The training and knowledge of what goes into the making of coco peat is also important to get a grasp of, as on my own, I wouldn't know and the company has very specific requirements."

The Tanoto Foundation's mission is focused on alleviating poverty through education, empowerment and enhancement. Its SME programmes facilitate the development of small businesses in rural areas, vocational training and promotion of microfinance. It is an inter-dependent partnership that fuels economic growth in the town.



Sulaiman & Muhammad Sarkawi  
Entrepreneurs, Kerinci