

RURAL INFRASTRUCTURE AND  
AGRO-INDUSTRIES DIVISION

*Country case studies*

# *Latin America*

Annexes





**Pisco Territorial Innovation Programme**

Country	<b>Chile</b>
PPP typology	<b>Innovation and technology transfer</b>
Subsector and commodity	<b>Pisco chain</b>
Partnership duration	<b>2009–2012</b>
Overall objective	<b>Improve the quality of grape brandy Chilean Pisco through innovation and enhance commercialization strategies</b>
Investments	<b>Total: US\$2.4 million (Public: 75%; Private: 25%)</b>
Public partners	<b>Foundation for Agricultural Innovation (FIA)</b> Role: Technical assistance; Coordination; Equipment; Experts hiring; Marketing <b>Agricultural Research Institute (INIA)</b> Role: Project operator; Research
Private partners	<b>Pisco Enterprises</b> Role: Technological dissemination; Expertise; Marketing <b>Control and Capel Cooperatives</b> Role: Leadership; Implementation <b>Grape Farmers</b> Role: Produce according to recommendations
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Grape farmers, Control and Capel Cooperatives workers</b>
Main driver of the PPP	<b>INIA, Pisco Enterprises</b>
Activities*	<b>Division into territorial zones for Pisco denomination of origin certificate; Dissemination of innovation regarding Pisco production; Creation of a system for Pisco certification including varieties, origin, etc.; Identification of market trends; Design of a market plan</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>Increased exports (over 20%)</b></li></ul>

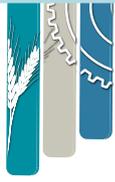
FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Chile. Estudios de casos de países – América Latina*. Roma

\* Information on activities found in the Programme website: [http://www.nuestropisco.cl/esp/index.php?option=com\\_content&view=category&layout=blog&id=3&Itemid=3/#ancla](http://www.nuestropisco.cl/esp/index.php?option=com_content&view=category&layout=blog&id=3&Itemid=3/#ancla)



**Milk Territorial Innovation Programme**

Country	<b>Chile</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Milk chain</b>
Partnership duration	<b>2008–2012</b>
Overall objective	<b>Improve the productivity of milk providers, support innovation in milk processing and develop commercialization strategies</b>
Investments	<b>Total: US\$6.5 million (Public 77%; Private: 23%)</b>
Public partners	<b>Production Development Corporation (CORFO)</b> Role: Enabling environment; Program development; Equipment; Experts hiring; Marketing <b>Agriculture and Livestock Development Institute (INDAP)</b> Role: Equipment and infrastructure; Marginalized land reclaiming; Provide loans; Technical assistance <b>National Training Service (SENSE)</b> Role: Training
Private partners	<b>Colún Cooperative</b> Role: Marketing; Leadership; Implementation <b>Milk Providers</b> Role: Implementation according to recommendations
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Milk providers, Colún Cooperative workers</b>
Main driver of the PPP	<b>CORFO</b>
Activities	<b>Dissemination of technologies and innovation (new seeds, fertilizer and fodder varieties; genetic improvements); Provision of training.</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>Increased output (400 times higher);</b></li><li>• <b>Increased productivity;</b></li><li>• <b>New goods produced (fruit yogurt, juice and jelly)</b></li><li>• <b>Employment generation (1 500 direct jobs created);</b></li><li>• <b>Improved infrastructure such as roads.</b></li></ul>



## Olive Production Development Project

Country	Chile
PPP typology	Innovation and technology transfer
Subsector and commodity	Olive by-product chain
Partnership duration	2000s–ongoing
Overall objective	Develop olive plantations in marginalized areas and promote the production of a market competitive olive oil
Investments	<b>Total: US\$1.3 million (Public: 13%; Private: 87%)</b>
Public partners	<b>Foundation for Agricultural Innovation (FIA)</b> Role: Program initiator; Fund import of new varieties, tests, experts' trips and training <b>Production Development Corporation (CORFO)</b> Role: Technical assistance; Facilitate access to credit <b>National Commission of Irrigation (CNR)</b> Role: Irrigation equipments
Private partners	<b>Private enterprises</b> Role: Marketing; Infrastructure and equipment
Intermediaries partners	N/A
Beneficiaries	<b>Agricultural entrepreneurs</b>
Main driver of the PPP	<b>CORFO, FIA</b>
Activities	<b>Plantation of olive trees in marginalized area; Production of olive oil; Market analysis</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>14 000 hectares planted;</b></li><li>• <b>14% return on investment;</b></li><li>• <b>Increased productivity;</b></li><li>• <b>Employment generation.</b></li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Chile. Estudios de casos de países – América Latina.* Roma



### Improving Fruit Competitiveness in Araucanía Region Programme

Country	Chile – Auracania Region
PPP typology	Value chain/subsector development
Subsector and commodity	Fruit chain for export
Partnership duration	2007–ongoing
Overall objective	Develop fruit value chain
Investments	Total: US\$14 million (Public: 70%; Private: 30%)
Public partners	<b>Production Development Corporation (CORFO)</b> Roles: Fund viability studies; Bridge between fruit processing industries and fruit farmers; Experts hiring
Private partners	<b>Private enterprises</b> Role: Fund equipment and infrastructures
Intermediaries partners	N/A
Beneficiaries	Medium/small-scale fruit producers
Main driver of the PPP	CORFO, Private Enterprises
Activities	Introduction of new fruit varieties; Development of a human capital training plan; Promotion of fruit cultivation in Araucanía region
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased planted area (+200 ha of raspberry; +2 000 ha of blueberry; +2 500 ha of hazel trees; +1 500 ha of apple trees)</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Chile. Estudios de casos de países – América Latina*. Roma



## Good Agricultural Practices Partnership

Country	Chile – Melipilla
PPP typology	Value chain/subsector development
Subsector and commodity	Potato chain
Partnership duration	2010–2012
Overall objective	Support farmers obtaining Good Agricultural Practices (GAPs) certification for their products
Investments	Total: US\$500 000 (Public: 80%; Private: 20%)
Public partners	<b>Production Development Corporation (CORFO)</b> Role: Fund training <b>Agriculture and Livestock Development Institute (INDAP)</b> Role: Provide loans
Private partners	<b>Cinco Valles Company</b> Role: Technical assistance
Intermediaries partners	N/A
Beneficiaries	Farmers
Main driver of the PPP	CORFO
Activities	Provision of loans, training and technical assistance to farmers
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased income (+ US\$127 500/year)</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Chile. Estudios de casos de países – América Latina*. Roma



**Indupalma/Associated Work  
Cooperatives (CTA) Partnership**

Country	<b>Colombia – Santander and Cesar</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Oil palm</b>
Partnership duration	<b>1999–ongoing</b>
Overall objective	<b>Extend oil palm cultivations in conflict affected areas</b>
Investments	<b>Total: US\$5.9 million [Public: 35% (National contribution: 21%; Donor contribution: 14%); Private: 65%]</b>
Public partners	<p><b>Agriculture and Livestock Guarantee Fund (FAG)</b> Role: Guarantee fund (investment in land)</p> <p><b>Agriculture and Livestock Financing Fund (Finagro)</b> Role: Guarantee fund (investment in crops)</p> <p><b>United States Agency for International Development (USAID)</b> Role: Support the project</p>
Private partners	<p><b>Indupalma</b> Role: Project preparation; Training; Farmers' products buyer (requirement for farmers to obtain loans)</p> <p><b>Associated Work Cooperatives (CTA)</b> Role: Produce according to recommendations; Sell harvesting products to Indupalma</p> <p><b>Fiducolombia</b> Role: Administrative services</p> <p><b>Megabanco</b> Role: Management of guarantee fund; Provide loans</p>
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>1 300 Farmers</b>
Main driver of the PPP	<b>Indupalma</b>
Activities	<b>Provision of loans and training to farmers; Provision of social services to farmers' families</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Farmers obtained loans for US\$4.6 million and bought 3 716 ha of land;</b></li> <li>• <b>Produced 39 000 tonnes;</b></li> <li>• <b>Increased earnings (from US\$196/ha to US\$6 314/ha);</b></li> <li>• <b>Employment generation.</b></li> </ul>

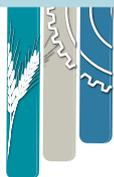
FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Colombia. Estudios de casos de países – América Latina.* Roma



## Pepper Partnership

Country	<b>Colombia – Valle del Cauca and Cauca</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Hot pepper</b>
Partnership duration	<b>2005–2010</b>
Overall objective	<b>Improve pepper farmers productivity and address their production toward international markets through Hugo Restrepo &amp; Company.</b>
Investments	<b>Total US\$1.5 million (Public: 30%; Private: 68%; Others: 2%)</b>
Public partners	<p><b>Ministry of Agriculture</b> Role: Equipment and services; Support to Carvajal Foundation.</p> <p><b>Secretariat of Agriculture</b> Role: Technical support; Monitor correct application of agricultural technology; Know-how transfer</p> <p><b>Municipalities</b> Role: Project support services</p>
Private partners	<p><b>Hugo Restrepo &amp; Co. (HR)</b> Role: Inputs supply; Technology transfer; Farmers products buyer (requirement for farmers to obtain loans); Technical support; Training</p> <p><b>Credit Institutions</b> Role: Provide Loans</p> <p><b>Farmers</b> Role: Produce according to HR and other partners recommendations; Sell harvesting products to HR</p>
Intermediaries partners	<p><b>Carvajal Foundation</b> Role: Training; Partnership coordination; Provide information to credit institutions</p>
Beneficiaries	<b>Small-holder farmers</b>
Main driver of the PPP	<b>Carvajal Foundation</b>
Activities	<b>Provision of loans and trainings to farmers; Transfer of technology</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Increased productivity (+67%);</b></li> <li>• <b>Increased HR exports (5 times higher).</b></li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Colombia. Estudios de casos de países – América Latina.* Roma



### **Chocolate National Company Partnership**

Country	Colombia – Santander, Bolívar, Antioquia, Huila, Chocó and Tolima
PPP typology	Value chain/subsector development
Subsector and commodity	Cocoa chain
Partnership duration	2000–ongoing
Overall objective	Increase quality of national cocoa production to meet buyer demands
Investments	Total: US\$3.7 million (Public: 46%; Private: 54%)
Public partners	<b>Agriculture and Livestock Financing Fund (Finagro)</b> Role: Marketing analysis; Value chain analysis; Monitoring & Evaluation
Private partners	<b>Chocolate National Company (CNC)</b> Role: Technical assistance; Technology transfer <b>Cocoa producers organizations</b> Role: Produce according to recommendations
Intermediaries partners	N/A
Beneficiaries	3 500 Small-holder farmers
Main driver of the PPP	CNC
Activities	Provision of technical assistance to farmers; Marketing analysis
Results to date/Impacts	<ul style="list-style-type: none"><li>• 3 500 cocoa producers received technical assistance and accessed market;</li><li>• Reduced intermediation costs (farmers receive now the 90-95% of the selling price);</li><li>• Increased market share.</li></ul>

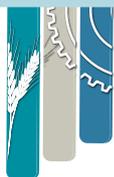
FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Colombia. Estudios de casos de países – América Latina*. Roma



**National Federation of Coffee  
Growers (FNC)/Nestlé Partnership**

Country	Colombia – Nariño and Valle del Cauca
PPP typology	Value chain/subsector development
Subsector and commodity	Coffee
Partnership duration	2004–ongoing
Overall objective	Develop a new production scheme for high quality coffee supply
Investments	Total: US\$30 million [Public: 42% (National contribution: 39%; Donor Contribution: 3%); Private: 58%]
Public partners	<b>National Coffee Fund (FC)</b> Role: Support the provision of technical assistance and inputs; Support the marketing process; Strengthen farmers' organizations  <b>Donors (United States Agency for International Development, European Union)</b> Role: Support to the project
Private partners	<b>Nestlé</b> Role: Technical assistance; Farmers' product buyer  <b>National Federation of Coffee Growers (FNC)</b> Role: Implementation according to Nestlé recommendations  <b>Ra</b> Role: Environmental support services
Intermediaries partners	N/A
Beneficiaries	4 000 Coffee growers
Main driver of the PPP	FNC, Nestlé
Activities	Provision of technical assistance to farmers; Environmental protection; Application of Good Agricultural Practices
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased market share;</li><li>• Increased earnings (farmers receive the 75% of the selling price, amount much higher compared to other markets).</li></ul>

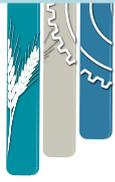
FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Colombia. Estudios de casos de países – América Latina*. Roma



### Transmar Partnership

Country	Ecuador – Pedernales
PPP typology	Value chain/subsector development
Subsector and commodity	Cocoa
Partnership duration	2011–ongoing
Overall objective	Support a commercial partnership between cocoa small-holder farmers and a transnational enterprise
Investments	Public: US\$155 000; Private: 40 000 US\$/year
Public partners	<b>National Program for Rural Inclusive Business (PRONERI)</b> Role: Training; Technical assistance; Equipment and services; Intermediary partner between farmers and Transmar commodity group
Private partners	<b>Transmar Commodity Group of Ecuador</b> Role: Know-how and technology transfer; Technical assistance; Training on Good Agricultural Practices; Inputs supply; Farmers' products buyer
Intermediaries partners	<b>Adcivoca</b> Role: Technical assistance; Training; Implementation coordinator
Beneficiaries	Cocoa small-holder farmers
Main driver of the PPP	PRONERI
Activities	Coordination of small-holder/Transmar partnership; Provision of training to small-holder cocoa farmers
Results to date/Impacts	<ul style="list-style-type: none"><li>Increased incomes (farmers are paid more than with intermediaries, 180 US\$/tonnes against 120 US\$/tonnes).</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Ecuador. Estudios de casos de países – América Latina*. Roma



### Chocoexport Partnership

Country	Ecuador – Bolívar, Los Ríos, Guayas and el Oro
PPP typology	Value chain/subsector development
Subsector and commodity	Cocoa
Partnership duration	2010–2011
Overall objective	Improve cocoa medium and small-holder farmers production
Investments	Total: US\$971 000 (Public; 78%; Private: 22%)
Public partners	<b>Development Fund of the Ministry of Industry and Production (FONDEPYME)</b> Role: Equipment; Training; Technical assistance; Monitoring & Evaluation
Private partners	<b>CHOCOEXPORT</b> Role: Provide a new processing plant; Farmers' products buyer
Intermediaries partners	<b>Maquita Cushunchic (MCCH)</b> Role: Organization; Implementation coordinator
Beneficiaries	Medium and small-holder cocoa farmers
Main driver of the PPP	FONDEPYME and MCCH
Activities	Establishment of a new cocoa processing plant; Provision of training and other services to cocoa farmers
Results to date/Impacts	<ul style="list-style-type: none"><li>• Estimated return on investment 14% in the first 5 years, and 18% in the next 4;</li><li>• Employment generation (Estimated 530 new jobs).</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Ecuador. Estudios de casos de países – América Latina*. Roma



## Booframe Partnership

Country	Ecuador - Santo Domingo de los Tsáchilas, Puerto Quito and Quito
PPP typology	Business development/advisory services
Subsector and commodity	Bamboo chain
Partnership duration	2010–2012
Overall objective	Support entrepreneurial projects with a high level of differentiation and personalization
Investments	Total: US\$13 000 (Public: 80%; Private: 20%)
Public partners	<b>Ministry of Production, Employment and Competition (MCPEC)</b> Role: Training; Technical assistance; Fund the launch of BOOFRAME business project
Private partners	<b>BOOFRAME</b> Role: Implementation
Intermediaries partners	<b>FOCUS-Q</b> Role: Technical assistance
Beneficiaries	Small-holder bamboo farmers; Bicycles artisans; BOOFRAME entrepreneurs (2)
Main driver of the PPP	BOOFRAME entrepreneurs
Activities	Assignment of a prize to BOOFRAME entrepreneurs to launch their business; Preparation of a business plan; Provision of technical assistance
Results to date/Impacts	<ul style="list-style-type: none"><li>• BOOFRAME set up;</li><li>• Sold more than 30 personalized bicycles.</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Ecuador. Estudios de casos de países – América Latina*. Roma



## Christmas Handmade Project

Country	Ecuador
PPP typology	Business development/advisory services
Subsector and commodity	Handy craft
Partnership duration	December 2010
Overall objective	Support the organization of a Christmas handmade fair
Investments	Total: US\$200 000 (Public: 100%; Private: in kind)
Public partners	<b>Ministry of Social Development (MCDS); Ministry of Agriculture, Livestock, Aquaculture and Fisheries (MAGAP); Ministry of Industry and Production (MIPRO); Ministry of Social and Economic Inclusion (MIES)</b> Role: Finance; Fair organization; Equipment
Private partners	<b>Community Network of Latin America commercialization (RELACC); Maquita Cushunchic (MCCH)</b> Role: Provide food and accommodation to rural producers; Fair organization <b>Electricity and Potable Water Distribution Companies</b> Role: Provide services
Intermediaries partners	N/A
Beneficiaries	200 Medium and small-farmers/rural and urban artisans
Main driver of the PPP	MCDS
Activities	Organization of a Christmas fair
Results to date/Impacts	<ul style="list-style-type: none"><li>• &gt; US\$1 000 per organization earned in three days</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Ecuador. Estudios de casos de países – América Latina*. Roma



**Local Economic Development Agency  
(LEDA)/Ixcán Partnership**

Country	Guatemala – Ixcán
PPP typology	Value chain/subsector development
Subsector and commodity	Maize
Partnership duration	N/A
Overall objective	Promotion of corn value addition improving postharvest activities
Investments	Total: > US\$3 million (initial investment was expanded up to US\$4.3 million)
Public partners	<p><b>National Fund for Peace (FONAPAZ)</b> Role: Provide equipment and services</p> <p><b>Local Economic Development Agency (LEDA); Ministry of Economy (MINECO); Economic Development Programme (PDER)</b> Role: Monitor the implementation of the partnership</p> <p><b>United Nations Development Programme (UNDP)</b> Role: Support to the project</p>
Private partners	<p><b>Agricultural and Business Development Fund (FUNDEA)</b> Role: Provide loans</p> <p><b>Inter-American Development Bank (IDB); Oikocredit</b> Role: Provide loans</p>
Intermediaries partners	N/A
Beneficiaries	1 738 Corn Farmers
Main driver of the PPP	Government of Guatemala
Activities	Creation of the corn enterprise Ixcán S.A; Provision of training
Results to date/Impacts	<ul style="list-style-type: none"> <li>• Employment generation (1 631 farmers employed)</li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Guatemala. Estudios de casos de países – América Latina*. Roma



**Guatemala Federation of Coffee  
Growers Cooperatives (FEDECOCAGUA)  
Partnership**

Country	<b>Guatemala</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Coffee</b>
Partnership duration	<b>1969–ongoing*</b>
Overall objective	<b>Improve the marketing of coffee through organic certification strategies and fair trade</b>
Investments	<b>Total: US\$ 2.7 million</b>
Public partners	<p><b>Ministry of Agriculture, Livestock and Food (MAGA)</b> Role: Monitor the implementation of the partnership</p> <p><b>National Bank of Agricultural Development (BANDESA); Bank of Coffee (BANCAFE)</b> Role: Provide loans</p> <p><b>National Fund for Agriculture and Livestock Modernization (FONAGRO)</b> Role: Fund technical assistance</p> <p><b>United States Agency for International Development (USAID)</b> Role: Support to the project</p> <p><b>Canadian Cooperation</b> Role: Finance</p>
Private partners	<p><b>Oikocredit; Inter-American Development Bank (IDB); Rural Development Bank (BANRURAL)</b> Role: Provide loans</p> <p><b>Catholic Church</b> Role: Support to the project</p>
Intermediaries partners	<p><b>National Coffee Association (ANACAFE); National Federation of Saving and Credit Cooperatives (FENACOAC)</b> Role: Regulate production and exportation processes</p>
Beneficiaries	<b>200 000 Farmers</b>
Main driver of the PPP	<b>Government of Guatemala</b>
Activities	<b>Promotion of organic certification strategies and fair trade</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li><b>Increased production (from 66 000 sacks/year to 250 000 sacks/year)</b></li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Guatemala. Estudios de casos de países – América Latina*. Roma

\* This is the entire duration of the partnership. However, information in this sheet refers to the last phase of the partnership



**Las Verapaces Federation of  
Cooperatives (FEDECOVERA)  
Partnership**

Country	Guatemala – Alta Verapaz
PPP typology	Value chain/subsector development
Subsector and commodity	Cardamom, coffee and pepper tree
Partnership duration	N/A
Overall objective	Improve the quality of life of farmers through the implementation of better crop management and postharvest practices to enhance competitiveness in the international markets
Investments	N/A
Public partners	<p><b>National Institute of Agricultural Transformation (INTA)</b> Role: Monitor the implementation of the partnership; Technical assistance</p> <p><b>Canadian Cooperation</b> Role: Finance</p> <p><b>United States Agency for International Development (USAID)</b> Role: Support to the project</p>
Private partners	<p><b>Guatemala Federation of Coffe Growers Cooperatives (FEDECOCAGUA);</b> Role: Leadership; Funding management</p> <p><b>National Coffee Association (ANACAFE)</b> Role: Support to the project</p> <p><b>Rural Development Bank (BANRURAL); Inter-American Development Bank (IDB)</b> Role: Provide loans</p>
Intermediaries partners	N/A
Beneficiaries	140 000 Farmers
Main driver of the PPP	Government of Guatemala
Activities	Creation of the Las Verapaces Federation of Cooperatives; Provision of training and technical assistance
Results to date/Impacts	<ul style="list-style-type: none"> <li>• Increased production (+25%);</li> <li>• Increased the number of producers entering the market (+10%).</li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Guatemala. Estudios de casos de países – América Latina*. Roma



**Community Financial Network  
(REFICOM) Partnership**

Country	<b>Guatemala</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Vegetables and medicinal plants</b>
Partnership duration	<b>N/A</b>
Overall objective	<b>Improve the conditions of rural communities and promote crop diversification</b>
Investments	<b>N/A</b>
Public partners	<p><b>National Fund for Agriculture and Livestock Modernization (FONAGRO)</b> Role: Fund technical assistance</p> <p><b>National Fund for Peace (FONAPAZ)</b> Role: Support to the project</p> <p><b>Presidential Commission for Local Development (CPDL); Ministry of Education (MINEDUC); Ministry of Public Health (SIAS); Ministry of Economy (MINECO); Ministry of Agriculture, Livestock and Food (MAGA)</b> Role: Monitor the implementation of the partnership; Support to the project</p> <p><b>Austrian Cooperation</b> Role: Finance</p>
Private partners	<p><b>Rural Development Bank (BANRURAL); Inter-American Development Bank (IDB); Microfinance Institutions Network (REDIMIF); Community Associations of Financial Network (REDFASCO)</b> Role: Provide loans</p> <p><b>Community Financial Network (REFICOM)</b> Role: Training; Technical assistance; Provide loans</p>
Intermediaries partners	<p><b>Guatemalan Exporters Association (AGEXPORT)</b> Role: Regulate production and exportation processes</p> <p><b>Soros Foundation</b> Role: Provide support</p>
Beneficiaries	<b>2 464 Farmers</b>
Main driver of the PPP	<b>Government of Guatemala</b>
Activities	<b>Provision of loans, training and technical assistance to farmers</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li><b>Increased participation (from 142 men and 95 women to 1 441 men and 1 023 women)</b></li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agribusiness – Informe de país: Guatemala. Estudios de casos de países – América Latina*. Roma



**Small Farmers Association from Saman and others (APPBOSA) Partnership**

Country	Peru – Piura
PPP typology	Value chain/subsector development
Subsector and commodity	Organic banana
Partnership duration	2011–ongoing
Overall objective	Enable the Small Farmers Association from Saman and others (APPBOSA) to directly export its product
Investments	Total: US\$480 000 (Public: 10%; Private: 90%)
Public partners	<b>Support Services Programme to promote Access to Rural Markets (PROSAAMER)</b> Role: Fund entrepreneurial advisory services; Monitoring & Evaluation
Private partners	<b>Consortium of the Chira Valley Banana Producers</b> Role: Business plan development; Training; Technical assistance; Monitor the technical and financial development of the business plan; Develop periodical diagnosis and provide information to PROSAAMER  <b>Small Farmers Association from Saman and others (APPBOSA)</b> Role: Implementation
Intermediaries partners	N/A
Beneficiaries	284 Small farmers
Main driver of the PPP	APPBOSA, Consortium of the Chira Valley Banana Producers
Activities	Development of a business plan; Provision of training to farmers
Results to date/Impacts	<ul style="list-style-type: none"> <li>• 40% increase in APPBOSA net profits;</li> <li>• Improved incomes (+20%);</li> <li>• Improved farmers standards of living;</li> <li>• Improved farmers working conditions;</li> <li>• Employment generation.</li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Perú. Estudios de casos de países – América Latina*. Roma



**Watermelon Producers and Exporters  
Association (APEC) Partnership**

Country	Peru – Tacna
PPP typology	Business development/advisory services
Subsector and commodity	Watermelon
Partnership duration	2011–ongoing
Overall objective	Promote the competitiveness of the agricultural sector by strengthening entrepreneurial capacities and leadership at different stages of the commercial chain
Investments	Total: US\$501 500 (Public: 8%; Private: 82%)
Public partners	<b>Support Services Programme to promote Access to Rural Markets (PROSAAMER)</b> Role: Fund training services; Monitoring & Evaluation <b>Senasa</b> Role: Support farmers to adequate their products for the international markets
Private partners	<b>Watermelon Producers and Exporters Association (APEC)</b> Role: In-kind financing
Intermediaries partners	<b>Consortium of Agricultural Products Dimas Medina EIRL</b> Role: Business plan development; Technical assistance; Training; Monitor technical and financial development of the business plan; Provide information to PROSAAMER
Beneficiaries	21 Farmers
Main driver of the PPP	APEC, Consortium of Agricultural Products Dimas Medina EIRL
Activities	Development of a business plan; Provision of training to farmers
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased exports (900 tonnes of watermelon to the Chilean market in 2010, 50% more than in 2009);</li><li>• 42% increase in productivity (from 35 tonnes/ha to 50 tonnes/ha);</li><li>• Farmers obtained access to credit;</li><li>• Employment generation (increased labour demand in the area, especially female labour).</li></ul>

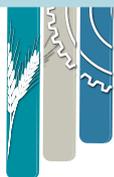
FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Perú. Estudios de casos de países – América Latina*. Roma



**Small Farmers Association  
(APPAGROP) Partnership**

Country	<b>Peru – Piura</b>
PPP typology	<b>Business development/advisory services</b>
Subsector and commodity	<b>Sugarcane (Panela)</b>
Partnership duration	<b>2011–ongoing</b>
Overall objective	<b>Strengthen and invigorate the productive and entrepreneurial management of the small and organized farmers of Jilili</b>
Investments	<b>Total: US\$442 500 (Public: 10%; Private: 63%; Others: 27%)</b>
Public partners	<p><b>Support Services Programme to promote Access to Rural Markets (PROSAAMER)</b> Role: Fund entrepreneurial advisory services; Monitoring &amp; Evaluation</p> <p><b>Innovation and Competitiveness Programme for Peruvian Agriculture (INCAGRO)</b> Role: Training</p>
Private partners	<p><b>Piuram Central for Coffee Producers (CEPICAFE)</b> Role: Business plan development; Training; Technical assistance</p> <p><b>Integral Program for the Development of Coffee (PIDECAFE)</b> Role: Co-finance</p> <p><b>Small Farmers Association (APPAGROP)</b> Role: Implementation</p>
Intermediaries partners	<p><b>Consortium of Agricultural Products Dimas Medina EIRL</b> Role: Business plan development; Technical assistance; Training; Monitor technical and financial development of the business plan; Provide information to PROSAAMER</p> <p><b>Cooperation Centre for Agricultural Development (CICDA)</b> Role: Co-finance</p>
Beneficiaries	<b>50 Farmers</b>
Main driver of the PPP	<b>CEPICAFE, PROSAAMER, APPAGROP</b>
Activities	<b>Promotion of quality and efficiency in the processing of granulated panela; Provision of training; Support of commercial management; Promotion of access to credit for small farmers</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Improved productivity (from 20 tonnes/ha to 50 tonnes/ha);</b></li> <li>• <b>Improved milling efficiency (from 10 kg/hour to 50 kg/hour).</b></li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Perú. Estudios de casos de países – América Latina*. Roma



**Small Beekeepers Association  
(ASPPABONS) Partnership**

Country	Peru – Cajamarca
PPP typology	Value chain/subsector development
Subsector and commodity	Beekeeping
Partnership duration	2011–ongoing
Overall objective	Increase small honey farmer's incomes by increasing productivity and strengthening the productive chain of the organized farmers
Investments	Total: US\$349 300 (Public: 85%; Private: 15%)
Public partners	<b>National Fund for Occupational Training and Employment (FONDOEMPLEO)</b> Role: Fund entrepreneurial advisory services and technical assistance; Monitoring & Evaluation
Private partners	<b>Small Beekeepers Association (ASPPABONS)</b> Role: Implementation; Co-finance
Intermediaries partners	<b>San Ignacio Ecological Provincial Municipality (MEPSI)</b> Role: Technical and administrative responsibilities; Training; Project management
Beneficiaries	<b>300 Beekeepers</b>
Main driver of the PPP	<b>Beekeepers</b>
Activities	<b>Development of beekeeper's technical abilities and capacities; Strengthen entrepreneurial network of beekeepers; Commercial promotion of beekeeping by-products</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased productivity (+69.4%);</li><li>• Improved product price (+41.8%);</li><li>• Increased farmers' incomes.</li></ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Perú. Estudios de casos de países – América Latina*. Roma



## Alpaca Breeders Partnership

Country	Peru – Tacna
PPP typology	Value chain/subsector development
Subsector and commodity	Alpaca breeders
Partnership duration	2011–ongoing
Overall objective	Improve the competitiveness of alpaca breeders
Investments	Total: US\$261 700 (Public: 50%; Private 30%; Others: 20%)
Public partners	<b>National Fund for Occupational Training and Employment (FONDOEMPLEO)</b> Role: Fund entrepreneurial advisory services and technical assistance; Monitoring & Evaluation  <b>Tacna Regional Government</b> Role: Finance; Intermediary between alpaca breeders; Provide infrastructure
Private partners	<b>Storage and Alpaca Entrepreneurial Business Centre (CANEA)</b> Role: Co-finance; Implementation  <b>Peruvian Institute of Alpaca and Camelidae (IPAC)</b> Role: Technical and administrative responsibilities; Training; Co-finance; Project management  <b>Alpaca Breeders</b> Role: Implementation; Co-finance
Intermediaries partners	N/A
Beneficiaries	702 Alpaca breeders
Main driver of the PPP	CANEAs, IPAC and Tacna Regional Government
Activities	Development and strengthening of a network of CANEAs; Improvement of technical management of the alpaca fiber (mechanization, categorization of the fiber, amongst others); Provision of access to financial markets, information, and development of linkages with input suppliers
Results to date/Impacts	<ul style="list-style-type: none"> <li>• 14% increase in net profit</li> </ul>

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: el Perú. Estudios de casos de países – América Latina*. Roma