



**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	National Coffee Fund (FC) Role: Support the provision of technical assistance and inputs; Support the marketing process; Strengthen farmers' organizations Donors (United States Agency for International Development, European Union) Role: Support to the project
Private partners	Nestlé Role: Technical assistance; Farmers' product buyer National Federation of Coffee Growers (FNC) Role: Implementation according to Nestlé recommendations Ra 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">• Increased market share;• Increased earnings (farmers receive the 75% of the selling price, amount much higher compared to other markets).

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