



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	National Program for Rural Inclusive Business (PRONERI) Role: Training; Technical assistance; Equipment and services; Intermediary partner between farmers and Transmar commodity group
Private partners	Transmar Commodity Group of Ecuador Role: Know-how and technology transfer; Technical assistance; Training on Good Agricultural Practices; Inputs supply; Farmers' products buyer
Intermediaries partners	Adcivoca 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">Increased incomes (farmers are paid more than with intermediaries, 180 US\$/tonnes against 120 US\$/tonnes).

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