



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	Support Services Programme to promote Access to Rural Markets (PROSAAMER) Role: Fund entrepreneurial advisory services; Monitoring & Evaluation
Private partners	Consortium of the Chira Valley Banana Producers 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 Small Farmers Association from Saman and others (APPBOSA) 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"> • 40% increase in APPBOSA net profits; • Improved incomes (+20%); • Improved farmers standards of living; • Improved farmers working conditions; • Employment generation.

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