



**Small Farmers Association
(APPAGROP) Partnership**

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

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