



ssnup

Smallholder Sustainability
Upscaling Programme

STRENGTHENING THE INTERNAL CAPACITY OF A COFFEE SMALLHOLDER COOPERATIVE IN PERU



Africa



Latin America



Asia



Financial services delivery



Capacity building for end
beneficiaries



Market access and
product development



Management systems
improvement

CONTEXT

While Peru is among the leading producers of certified Fair Trade and organic arabica coffee, Peru's coffee market remains highly fragmented, centered around cooperatives and associations composed of smallholder farmers who cultivate coffee on land averaging three hectares. While the cooperative model enables smallholder farmers to secure better prices, enhance post-harvesting, and improve quality yields, larger multinational companies are beginning to take bigger market shares.

CURRENT STATUS OF THE BENEFICIARY ORGANISATION

Established in 2005, Norandino is a cooperative made up of 6,500 producers located in the north of Peru. Norandino seeks to provide a systemic response to rural poverty through pre-financing, production and sale of organic inputs, training, technical assistance, action research, and advocacy. Norandino specialised in coffee and then diversified its production with sugarcane in 2003 and cocoa in 2007. It has become an important player at national level producing, processing, and exporting coffee, cocoa, and granulated panela, as well as nibs, cocoa liqueur, and chocolate coating.

OBJECTIVE OF THE PROJECT

The objective of this project is to support Norandino in developing its strategic plan for 2025-2028, and its operational plans for the years 2025 and 2026. The project also aims to support the cooperative in becoming the 10th Peruvian exporter of coffee.

The expected results of the project are:

- Establish Norandino's strategic plan for the years 2025-2028, including its vision, mission, the value chains to focalise on, and its organisational structure.
- Create the organisation and functions manual and regulations of Norandino.
- Develop the annual operational plan for 2025 and 2026.

IMPACT INVESTOR

Sidi Solidarité Internationale
pour le Développement
et l'Investissement

BENEFICIARY ORGANISATION

Cooperativa Agraria Norandino
Ltda (cooperative) – Peru

TARGET

6,500 smallholder farmers

AGRICULTURAL VALUE CHAIN

Coffee, cocoa, sugarcane

STARTING DATE

April 2025

DURATION

3 months

TOTAL TA BUDGET

€ 12,358
Including € 9,992 (81%)
contribution from SSNUP



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