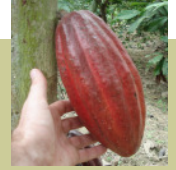


Organic Cocoa Peru

Cooperativa Agraria Cacaotera ACOPAGRO Ltd



GENERAL INFORMATION:

Organisation:

1260 associate families

Goals:

- Harvest of 1500 MT from 1300 associate members.
- Promote development of productive activities, crop diversification and basic industrial transformation.
- Offers technical assistance, credits, production means.
- Offers marketing and export logistics.
- Offers continuous formation in technical, economical, ecological and gender issues.

Structure:

Small scale, family farms of 3-10 ha (average)
 Total area of 2742 ha with average yield of 800 kg/ha
 Very diversified agroforestral lots with fruit and timber trees

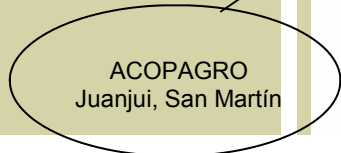
HISTORICAL BACKGROUND:

Promotion of cocoa growing started in the Huallaga region in 1992 with the support of UNDP project as alternative crop to coca leaves. The cooperative ACOPAGRO was founded in 1997 with the aim to continue improvement of technical assistance, product quality and marketing. This led to international breakthrough in 2002 with exports to Spain, Italy, Belgium and Switzerland. Actually 90% of its production is exported by PRONATEC AG. Nowadays half of the members have reached organic certification. Moreover since 2005 ACOPAGRO is FLO Fairtrade certified.

LOCATION:

Central Amazonian region of Peru. Tropical climate with average temperature of 27°C, 85% humidity and mean rainfall of 1400 mm p.a. The farms are located on an average altitude of 350 m.o.s.l.

Department of San Martín covering the provinces Mariscal Cáceres, Huallaga, Bellavista and Picota. Head office located in Juanjui.



PRODUCT (cocoa):

Variety mix: 40% Trinitarios, 40% CCN-51, 20% Criollos
 Post harvest handling (fermentation) is carried out in centralized processing centres. High quality is reached with 8 day fermentation, 5 days sun drying and manual selection.

Certifications:

BioSuisse, EU-Bio (EG 837/2007), NOP, FLO fair trade



ACTIVITIES AND PROJECTS

CAC ACOPAGRO is member of the Peruvian cocoa producers federation APPCACAO.

ACOPAGRO implements individual international commercial projects, having contracts with Procacao and a PPP (Private public partnership) with participation of PRONATEC AG, VSF Cicda and USAid. With this fund new fermentation centres were built in order to compete with high quality products in the international cocoa market.

With FLO premiums the cooperative has been able to invest in vehicles for staff and product transport as well as basic infrastructure for education and training activities.

In 2008 a systematic reforestation program with timber trees has been initiated.

Specialities:

“Alto el Sol” single plantation gourmet couverture produced by Barry Callebaut.

AlterEco Premium chocolate is produced with Alto Huayabamba cocoa from ACOPAGRO.

PRONATEC'S CONTRIBUTION:

- Pronatec and ACOPAGRO have been partners since the beginning when Peruvian cocoa was widely unknown to the market
- Long term commitment since 2002
- Co-financing of working capital
- Co-financing of local micro projects
- Assistance in quality issues, support through PRONATEC's local staff

GOALS AND PHILOSOPHY:

- Produce top quality cocoa to generate safe income to members
- Maintain organic and fair-trade certifications
- Long-term business relationship for mutual benefit
- Promote fair and respectful behaviour towards the environment, business partners and society
- Set up sustainable projects in different areas
- Organic workshops and technical assistance to farmers in all of their agricultural requirements in order to optimize yields
- Women and men receive the same wage for the same work
- Support local social structures



- **Top quality cocoa**
- **Environmental friendly production**
- **No pesticides used**
- **Fair trade conditions**
- **Trained stakeholders**
- **No child labour**
- **No forced labour**
- **Agroforestral systems**
- **Reforestation program**

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