



Norandino

Partner Profile: Coop. Norandino



Photos courtesy of Coop. Norandino



In Peru, nearly 80 percent of farms are considered family farms, the majority of which are smallholders, with an average land size of only 1.3 hectares.¹ Such smallholder farmers' production and income is constrained by limited access to markets, limited negotiating power to obtain fair prices, and lack of quality agronomic technical assistance.²

Cooperativa Agraria Norandino LTDA (Coop. Norandino) is an agricultural social enterprise in Peru and a partner in Global Partnership's Smallholder Farmer Market Access initiative.³

WHO IS SERVED:

Coop. Norandino currently serves around 7,000 Peruvian farmers and their families in rural areas of the regions of Piura, Tumbes, Amazonas, Lambayeque, Cajamarca, San Martin and Ucaya. On average, Coop. Norandino's farmers have three hectares under cultivation, where they primarily grow coffee, cacao, or panela (sugarcane).⁴

WHAT IS DELIVERED:

Farmers who work with Coop. Norandino are provided with ongoing technical assistance which varies depending on the crop, but generally covers crop management, organic production, quality control, climate resilience practices, and compliance with international certifications.

Thanks to Coop. Norandino's partnerships with international buyers and certification support for farmers, farmers are also able to sell their crops at higher prices than they could without the coop's support. For example, in the case of cacao, farmers are paid around 140 percent of the average market price thanks in part to the certification of their products.⁵ The cooperative mostly sells to international buyers: coffee is

mainly sold to Germany, Belgium, and the USA; cacao to France, Germany and the Netherlands; and panela to Italy and France.

WHY IT IS IMPACTFUL:

As a result of the technical assistance provided by Coop. Norandino, farmers can learn new skills and gain access to improved farming practices that lead to diversification of their crops and better yields. This can enhance resilience to the effects of climate change and stabilize or increase their income. This increased income (further augmented by the higher prices farmers earn for their crops) can, in turn, enable greater economic security for farmers and their households.

1. "Family Farming in Latin America and the Caribbean," FAO, 2016, pg. 22. <https://www.fao.org/3/i5534e/i5534e.pdf>.

2. "Connecting Smallholders to Markets," Committee on World Food Security, 2015. <https://www.fao.org/3/bq853e/bq853e.pdf>.

3. Coop. Norandino was a current borrower of Global Partnerships Impact-First Development Fund, LLC as of December 31, 2023.

4. Data as of December 31, 2022, as reported by Coop. Norandino.

5. As reported by Coop. Norandino in 2022.