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Lutheran World Relief  
SUSTAINABLE DEVELOPMENT. LASTING PROMISE.

## Coffee & Cocoa Value Chains Increase Incomes in Rural Nicaragua

### RESULTS

- **6,049 permanent agriculture jobs** created in processing centers and on farms.
- **\$19.3 million in sales of coffee and cocoa**, including over \$14.9 million for environmentally certified products, during the life of the five-year project.
- 26 farmer cooperatives and their 1,762 members **increased production and sales** through technical assistance, infrastructure, environmental certification and business training.
- **More than \$4 million in credit financing** secured for cooperatives, allowing them to purchase cocoa and coffee from their members.

### VALUE CHAINS

- **Bulk buying and revolving funds** established at the cooperative level increased farmers' access to inputs.
- Nurseries and training in **improved and sustainable plant management** increased coffee and cocoa production on 1,478 hectares.
- Installation of 137 **on-farm pre-solar dryers** improved coffee quality, reduced losses and lowered transportation costs.
- Construction of a **centralized dry mill** for more than 650 farmers improved quality and processing of coffee through better drying, sorting and warehousing.
- Improvements and construction of **10 centralized cocoa processing centers**, improving product quality through fermentation and drying.



### QUICK FACTS

As a result of the ACORDAR project, LWR strengthened the role of 1,762 Nicaraguan farmers and 24 cooperatives in the cocoa and coffee value chains to maximize the return on farmers' investments of time and resources through:

- Improved crop management;
- Improved post-harvest processing;
- Increased access to markets.

*LWR began working in Central America in 1972 with local non-governmental organizations and farmers' organizations to advance rural development through programs in agriculture, climate change and water. LWR collaborates with a diverse set of partners including other development agencies and private sector entities.*

*LWR uses an **agricultural value chain** approach to improve the livelihoods of millions of people across sub-Saharan Africa, Asia and Latin America. This approach includes a set of interventions by chain actors and service providers to generate higher value-added for agricultural products and create win-win relationships among chain actors.*

*Alliance to Create Opportunities for Rural Development through Agro-Enterprise Relationships (ACORDAR) was a joint project supported by Lutheran World Relief, Catholic Relief Services and the US Agency for International Development.*

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