



SOCIO-ECONOMIC DEVELOPMENT

## Support of Cooperatives and Farmers

*Cooperativism, value chain and marketing for the development of small producers in Santa Maria de Pantasma, Jinotega.*

 <p><b>COUNTRY</b> Nicaragua</p>	 <p><b>BENEFICIARIES</b></p>	 <p><b>METHOD</b> Capacity Building / Training</p>
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LOCAL PARTNERS	Union of Agricultural and Livestock Cooperatives Santa Maria di Pantasma Unit (UCA Pantasma) Nitlapan
INTERNATIONAL PARTNERS	COIND
FUNDING AGENCIES	Italian Ministry of Foreign Affairs
STARTING DATE	May 2009
IMPLEMENTATION PERIOD	36 months
DESCRIPTION	The project involved small and medium-scale producers in 23 o 75 communities in the Santa Maria de Pantasma Municipality, Jinotega Department.
OBJECTIVES	This project improved and diffused production techniques, technology, and practices, as well as production and commercial management and organization, and hygiene quality, by constructing a cheese processing plant in order to create added value in milk and coffee production and reinforce its related commercial structures. Commercial relationships were created within the international economic system by improving competitiveness and sustainability of the small business initiatives of smalland medium-scale farmers.
ACTIVITIES	<ul style="list-style-type: none"> <li>• Increase in quality and quantity of milk production per unit (from 1.5 to 3 liters in the summer, and from 3 to 6 liters in the winter), and increase in the average weight of each productive unit (from 250 to 450 grams per day based on the pasture), through genetic improvement of herds, pasture management, and summer and winter feeding;</li> <li>• Increase of added product value thanks to an average price increase per liter through the creation of new markets for cheease and milk products;</li> <li>• Increase in support services outside of the production (credit, savings and loans, technical and financial assistance);</li> <li>• Consolidation of the commercial support structure for the marketing of goods, through training, and improvement of production procedures, together with reinforcement of logistic structures to allow for operation on national and international markets without the aid of intermediary figures.</li> </ul>