



# Pathways to Prosperity in the Cocoa Value Chain

## RESULTS

- **Seven producer cooperatives** have implemented changes to improve their post-harvest processing.
- **304 farmers** have improved their harvesting and post-harvest practices for **quality cocoa** as a result of trainings and technical workshops by buyer, Ritter Sport.
- **Two producer cooperatives** obtained their first export sale of high quality cocoa and established a **direct purchasing agreement with Ritter Sport**, which resulted in a **270 percent increase in their sale price**.
- **750 hectares** of member cocoa farms are **now cultivated utilizing improved technologies** as a direct result of this project.
- An additional **\$2.6 million in USDA funding** has been leveraged for further development of **agricultural value chains** in Nicaragua as a result of LWR's increased visibility as convener of four national and regional cocoa forums within this project.

## EMPOWERING PRODUCERS & COOPERATIVES

- LWR's *Pathways to Prosperity* project combined **proven tools and innovative approaches** to foster connections between cocoa producers and markets in El Salvador, Honduras and Nicaragua.
- LWR trained producer organizations to utilize the proven **LWR Cocoa Toolkit** to build farmer and cooperative capacity to produce **quality cocoa that sells for higher prices and increases incomes**.
- LWR connected **producers to markets** through the **Central America Regional Forum and National Cocoa Forums** in each project country.
- LWR linked farmers and cooperatives to **regional research institutions** like **CATIE and FHIA**, and **value chain actors** including **Root Capital, The Hershey Company, Ritter Sport and ECOM**.



## QUICK FACTS

Lutheran World Relief's *Pathways to Prosperity* project increased farmers' access to cocoa markets by:

- Strengthening cocoa producer organizations
- Building producer capacity for production and processing to generate higher quality cocoa
- Creating opportunities for producer organizations to connect with value chain actors

Lutheran World Relief (LWR) uses an **agricultural value chain** approach to improve the livelihoods of millions of people across sub-Saharan Africa, Asia and Latin America.

LWR has worked in Central America since 1972 to promote sustainable livelihoods for rural farmers. Since 2007, LWR's regional profile has exceeded \$6 million, including projects ranging from agricultural value chains to disaster risk reduction and water, sanitation and hygiene (WASH).



**PROJECT PERIOD:** October 2012 – June 2014

**FUNDING:** \$318,629 (US Department of State – OES and LWR)

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