

# USAID COOPERATIVE DEVELOPMENT PROGRAM IV (CDP IV)

MARCH 2013 – MARCH 2016

FUNDED BY:

USAID \$649,027



EXPOSURE VISITS: 11

BENEFICIARIES: 1,500



Cross-sector cooperative trade and development: A furniture cooperative in Indonesia who can potentially partner with spice retailers in the states to make spice holders.

## CDP IV

CDP IV provides a cross-sector, collaborative cooperative program in Haiti and engages second-tier cooperatives through sustainable trade relationships in Latin America and Indonesia. This cooperative agreement includes two main technical components:

### Haiti: The Health and Economic Livelihoods Partnership (HELP)

The objective of the partnership is to create a program that addresses critical development challenges faced by Haiti's population in a comprehensive, cross-sector fashion. A set of recommendations were made to inform future cooperative-development strategies in Haiti.

### The EUCLID Alliance: Supporting Cooperative Development in Latin America and Indonesia

The CDP Alliances Program is a unique cooperative trade initiative with the aim of using NCBA CLUSA's network to fill in gaps along the complex cooperative supply chain. These network partners represent distributors and wholesalers, financiers, service providers, educators, and marketers. By promoting vertical integration, producers can retain more value at the farm level, rather than forfeiting it to middle men processors, distributors, or service providers.



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## IMPACT: THE FIRST FULLY COOPERATIVE COFFEE SUPPLY CHAIN

A key strategic partner on the cooperative trade initiative, Pachamama, became completely vertically integrated, and completely cooperative through the coffee supply chain.

With a successful Kickstarter crowdfunding campaign, capital investment from Pachamama members, and a grant from USAID, Pachamama procured a coffee roaster. The roaster allows Pachamama to control quality, bypass middlemen and ultimately increase value back to their smallholder farmers.

If one pound of specialty coffee produced by a co-op retails for \$12, on average the cooperative sees a \$1 return from that sale. When the supply chain is vertically integrated, meaning all aspects of the product from production to roasting to packaging and sales are happening under the same roof, the potential return on that pound of coffee leaps to \$8 for the co-op.

Pachamama now represents the only fully-cooperative coffee supply chain owned by coffee



farmers themselves. Now Pachamama does not only differentiate itself from competitors based on their mission, but also based on quality and return to the farmer. The partnership between NCBA CLUSA and Pachamama has been promising, and for the past few years Pachamama has seen 35% growth on the demand side, more ownership of the processing and introduction to new members on the supply side.

NCBA CLUSA was founded in 1916 and has worked in over 85 countries building democratic institutions and providing technical assistance to cooperative businesses and local organizations. We currently work in Africa, Asia and Latin America providing expertise in co-op development, food security, youth empowerment, governance and natural resource management.

**NCBA CLUSA**  
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