



ACOPAGRO – Peru

ACOPAGRO is one of Peru's largest and most established cocoa cooperatives, rooted in the San Martín region where cocoa has become an important alternative to coca cultivation. Founded in 1997, the cooperative today brings together around 1,550 members and exports organic and Fairtrade cocoa to Europe and the US. PRONATEC has accompanied ACOPAGRO since its early years, helping it achieve organic and Fairtrade certification. Today, the partnership focuses on direct sourcing, quality, traceability and stable market access.

In the early 1990s, the United Nations Development Programme began promoting cocoa cultivation in Peru as an alternative to coca production. Cooperativa Agraria Cacaotera ACOPAGRO was founded in 1997 to improve cocoa quality and provide farmers in San Martín with technical support and better market opportunities. Since then, the cooperative has grown steadily and helped make San Martín one of Peru's most important cocoa-producing regions.

Today, ACOPAGRO operates across several provinces and manages collection centres and storage facilities that support quality control and traceability. Its members cultivate cocoa on small farms, with an average farm size of around three hectares. Continuous technical support helps farmers improve organic production, fermentation, drying and farm resilience. A diversified varietal strategy also plays an important role: farmers cultivate several cocoa varieties within the same plot, helping reduce pest and disease pressure and supporting consistent quality in organic farming.

Here's what ACOPAGRO stands for

- **Organic and Fairtrade cocoa** as a sustainable alternative to coca cultivation
 - **Direct sourcing** from one of Peru's leading cocoa cooperatives
 - **Quality, traceability** and post-harvest expertise
 - **Diversified cocoa** varieties for resilient organic farming
 - **Women's entrepreneurship** and new income opportunities
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"We joined ACOPAGRO in 2004 after losing our rice crops to severe drought. It was a major setback for our family, but cocoa cultivation opened up a new opportunity for us. Today, our living conditions are significantly better than they were when we depended on rice farming, and we are no longer reliant on such a vulnerable crop."

José Rojas, member of ACOPAGRO since 2004



Latest Fairtrade projects

- **Technical support** for fermentation and drying
- **Refurbishment** and equipment of cocoa processing modules
- **Field-based assistance** for organic farming and agroforestry
- **Quality control** and sensory analysis

Here's how ACOPAGRO supports smallholder families

- **More stable incomes** through organic and Fairtrade premiums and the Fairtrade minimum price
- **Higher productivity** through continuous technical field support
- **Better cocoa quality** through optimised fermentation, drying and sensory analysis
- **Greater resilience** through diversified cocoa varieties and agroforestry practices

Partnership built on trust

PRONATEC and ACOPAGRO have worked together since the cooperative's early years, when Peruvian cocoa was still little known internationally. PRONATEC encouraged and supported ACOPAGRO in obtaining organic and Fairtrade certification and initially purchased its entire cocoa crop. Over time, ACOPAGRO grew into a large, strong and independent cooperative with reliable access to organic and Fairtrade markets.

The partnership focuses on direct sourcing, quality management, traceability and long-term market access for ACOPAGRO's members. PRONATEC also supports current initiatives that strengthen the cooperative beyond cocoa production. One example is a women's project funded through PRONATEC's 2025 Christmas donation, supporting two women's groups in handicrafts and cocoa processing and creating new opportunities for economic independence.

ACOPAGRO at a glance

- Founded in 1997
- Fairtrade certified since 2004
- Around 1,550 members, including 284 women
- Average farm size: 3 hectares
- Based in San Martín, Peru

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