

# GUATEMALA

Encouragement of direct relationships between producers and buyers strengthens and integrates them within the value chains



## Commercialization

The main objective of this partnership is to contribute with the food security of the country by the commercialization of the ICTA Chorti beans, a variety of biocertified beans.

The ICTA Chortí variety is

a drought-tolerant black bean and contains high levels of Iron and Zinc. The access to the variety comes from the joint efforts of HarvestPlus and ICTA, in collaboration with the Biofort Platform.

The niche focuses on reinforcing the agribusiness skills of producers' associations that already have the capacity to produce large volumes of bean seed.

NIF: Manuel Belloso, Atescatel



## Northern cocoa Working Group

This niche aims to improve the processes of production and processing of cocoa, by strengthening the capacities of producers and their organizations to meet the demand for high-quality cocoa at the national and international level.

In addition, it works on standardization of agronomic management and post-harvest processes through new protocols and collection centers. It is estimated that the project can impact about 80% of cocoa producers in the north and support the new initiatives and those already in place by the articulation of stakeholders that are part of the agricultural system.

NIF: Percy Ac, Cacao Verapaz



## Commercialization of Avocado

This niche seeks to increase revenue of the producers organizations of the department of Sololá, specifically through the network of organizations created through the Program

*Regional Network for Innovation and Research in*

*Value (PRIICA), funded by the European Union.*

In spite of the great associativity already existing in the productive sector of the area, the members of the network have stated that it is necessary to consolidate through a legal personality the network of producers that is already created.

In addition to organizational strengthening, the niche focuses on improving good agronomic practices, agribusiness, and commercialization.

NIF: Mandi García, MAGA



## Value added products of beekeeping

The main objective of the niche is the organizational and business strengthening of cooperatives in the department of Huehuetenango.

Although most of the honey produced in Guatemala is exported to Europe, only 30% is directly exported by producer organizations.

The organizations that are part of this alliance have stood out for being among the few that achieve to

export their products directly.

Its main challenge now is diversification of markets, as well as agroindustry.

NIF: Cristian Miranda,

### Country Team:

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