

COOPECAN

PROCESSING FACTORY FOR ALPACA FIBER IN PERU

<https://youtu.be/tlbLe2CN8M4>



BHAG: Having their own processing factory for alpaca



Outcome

2010-2019

BENEFITING FARMERS



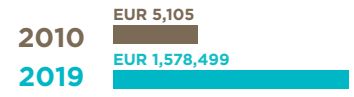
TOTAL REVENUE



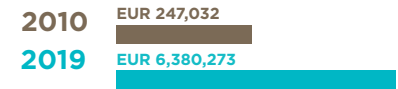
MOBILISED LOANS



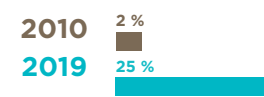
EQUITY



TOTAL ASSETS COOPERATIVE



RATIO EQUITY / TOTAL ASSETS (%)



Location: Lima, Peru
Year of establishment: 2008
Commodities: Alpaca fibers
Processing factory: factory, established in 2018
Start year of Agriterra intervention: 2011

Core business:
 Bulking, processing and commercialising alpaca fiber produced by the members of the cooperative



“Our work with Agriterra for 8 years has definitely marked our institutional life and that of our partners. The execution of emblematic programs such as Pro Presidente, Pro Joven, Training programs for our workers, has improved our governance system and improved efficiency in the use of our resources and the resources of our partners.”

Dagoberto Fernande,
 manager director of Coopecan



“Coopecan was a very small cooperative with many challenges. Now, Coopecan has access to short- and long-term finance, they have built their own processing factory and they provide a complete technological package to members to improve production. Smallholders have become entrepreneurs, thanks to inclusive cooperative business development.”

Bas Prins, business advisor Agriterra Peru



Input Agriterra

2011-2014: Business management training, improving the accounting system, marketing plan, collective brand development. Mediation process to obtain credit, strengthening the financial and accounting system. Training of trainers in financial management, business plan for the installation of a production plant of Alpaca fibers, update of the internal regulations, training program for cooperative leaders. Acquisition and implementation of Net accounting software for payroll, production and inventories. Motivation and awareness workshops for members. Training program for women and young people, update of the business plan with the current data of the processing plant, Europe business tour.

2015-2019: Exchange-optimisation of the fiber production. Motivation and training workshop, implementation of a computer system module, certification program in Business Management and Human Resource Management. Investigation of Coopecan supply chain and information system. Business management training. Investigation of agricultural techniques applied in the field. Development of the youth involvement program. Support in the implementation of a management committee. Training in thread market trends. Propresidente program (improve capacities and train the future chairman of the cooperative). Marketing training, basic financial management training, study tour.



RESULTS

1 ✓

Construction of the new plant to process the alpaca fibers has also begun, for which the financing contract has been signed with ALTERFIN, Belgian financier, who has approved a financing for 1.2 million dollars

2 ✓

A Management Committee has been formed, in which a multidisciplinary team composed by the heads of head-quarters, executives of the cooperative, officials and external advisors can support the decision-making process

3 ✓

Young members and children of members have increased their professional capacities. 18 members' children have been trained in cooperative governance and management and 4 out of these youngsters have been selected and trained to transfer the skills acquired to their parents and all the members. In this way, members inclusiveness, not only of young people, has been enhanced

GOAL:

Creation, implementation and initiation of activities of a Management Committee with young people that can improve the decision making of the cooperative

Increasing mobilised loans

**AGRI
TERRA**



Advice



Training



Exchange