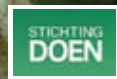


Leliegracht 19  
1016 GR, Amsterdam  
The Netherlands  
T: +31(0)20 625 41 20  
E: info@progreso.nl  
www.progreso.nl

Progreso Program is supported by



# Progreso



Access to Finance

Access to Market

Technical Assistance

Diversification

The Progreso Program supports coffee and cocoa farmers and their organizations in the improvement of their production and trade processes.

With a flexible and customized approach, the Progreso Program works with producer organizations on the issues that really matter to them.

Our aim is to work together with producer organizations on strengthening their productive, organizational and commercial skills, so that their products can be sold under the best possible conditions in the international market.

## Profile of participants

The participants of Progreso are producer-owned coffee and cocoa organizations: associations, unions or cooperatives. All aim to assist their members and to fairly distribute their profits and benefits. The minimum requirements to enter the Progreso Program are:

- Organizations with principles and values based on cooperativism.
- Good image and reputation at local, regional and international level.
- Aiming to work towards sustainable development and production.

New organizations that fulfill these criteria are always welcome to apply for acceptance into the program.

We believe that a solid relationship between the producer groups and the management of the program is crucial for the Program's good performance and to achieve the desired results.

As Progreso, we are building a Program that works for the smallholder producers and their organizations.



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## The model

Together with the producer organizations, Progreso designs a customized four year intervention strategy, based on the four components that in our view contribute optimally to the organization's success:

### Access to Finance

Progreso supports organizations to have access to pre-finance through the Progreso Fund\*. Besides that, organizations are linked to other lenders for their short and long term credit needs.

### Access to Market

Progreso works on improving the organization's business and marketing skills, supporting them to access the specialty markets.

### Technical Assistance

Support the organizations in building a solid organization (producers, management and board), enabling them to improve their productive, managerial and organizational performance.

### Diversification

To generate more income for the producers and to decrease dependency on a single-product agricultural system, Progreso supports the organizations to diversify agricultural production.

*\*Progreso Fund is an integral part of the Progreso Program but is administered independently.*

Progreso works with over 20 coffee and cocoa organizations in three continents:

Latin America: Ecuador, Guatemala, Haiti, Honduras, Nicaragua and Peru.

Africa: Ethiopia, D.R. Congo, Ghana, Ivory Coast, Kenya, Tanzania and Uganda

Asia: Papua New Guinea.