

Project

Promoting Competitiveness and Sustainability in the Caynarachi Heart of Palm Value Chain

RELEVANCE

Heart of palm (*from the *Bactris gasipaes* peach palm*) is an emblematic native species in the Amazon with increasing international demand. A key production corridor exists in the Caynarachi-Yurimaguas area, where local associations and companies are actively engaged in processing and export activities.

However, the value chain faces several challenges: low productivity, limited access to finance, post-harvest losses, low traceability, risks of deforestation pressure, and weak public-private coordination that hinders effective governance and market development.

OBJECTIVE

To improve the profitability and competitiveness of the sustainable heart of palm value chain, directly benefiting 450 smallholder palm growers.

BENEFICIARY ORGANIZATIONS

450 heart of palm producers:

- 200 members of the APROPAL Cooperative.
- 20 members of the Caynarachi Heart of Palm Producers Association.
- 230 smallholder producers supplying the company Caynarachi S.A.

KEY EXPECTED OUTCOMES



15% increase in heart of palm stem production through the implementation of regenerative agriculture best practices and technical assistance.



25% increase in export volume and value, driven by reduced post-harvest losses and applied technology.



40% increase in producers' income per hectare.



676 jobs created and maintained throughout the value chain.





The SeCompetitivo Program – Phase III is an initiative of the Swiss Economic Cooperation – SECO, in collaboration with the Ministry of Economy and Finance, through its Vice-Ministry of Economy and the Technical Secretariat of the National Council for Competitiveness and Formalization, as the national counterpart. SeCompetitivo is nationally facilitated by Helvetas Peru and involves the participation of the Private Council for Competitiveness and the La Libertad Chamber of Commerce, representing the private sector.
www.secompetitivo.com

This project is implemented by MDA with the support of the SeCompetitivo Program of the Swiss Economic Cooperation – SECO, facilitated by Helvetas Peru.

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COMPONENTS AND SPECIFIC OUTCOMES

1 Best Practices with a Regenerative Approach

- 3 seed nurseries to improve the availability of high-quality seedlings.
- Identification and validation of regenerative practices for heart of palm cultivation.
- 6 production centers for bio-inputs.
- 10 demonstration plots established with lead farmers from APROPAL and the San Martín Heart of Palm Growers Association.
- Training for 750 people (450 palm growers and 300 seasonal workers).

2 Technological Innovation and Traceability

- 6 hydration modules at field collection centers.
- One ozonation prototype in the processing plant.
- 200 tons of heart of palm biomass transformed into 40 tons of biochar and 5,600 liters of liquid carbon (soil improver, rooting agent, foliar fertilizer) to be used in demonstration plots.
- 300 georeferenced plots with zero-deforestation certification.

3 Public Policy and Market Access

- Reactivation of the Heart of Palm Technical Roundtable.
- Participation in national and international fairs with low-emission products under a regional brand.
- Engagement with new clients who value sustainable and deforestation-free production systems.

PROJECT AREA

Caynarachi – Yurimaguas corridor, Pongo de Caynarachi district, Lamas province, San Martín department.



BUDGET

Total: USD 716,671

SECO Co-financing: USD 349,671

National Counterpart Funding: USD 367,000



TIMELINE

August 2025 – June 2027



MAIN PARTNERS AND ALLIES

Partners:

- National Institute for Agrarian Innovation (INIA) – San Ramon Agricultural Experiment Station
- “Nororiental de la Selva” Public Higher Technological Education Institute
- Agricultural Heart of Palm Cooperative – APROPAL
- Caynarachi S.A.
- San Martín Heart of Palm Growers Association – Caynarachi

Allies:

- Regional Government of San Martín
- District Municipality of Caynarachi
- Global Forest Watch
- Inkaozono S.A.C.
- Agrobanco
- Eco Guerreros del Perú y el Mundo Association