



# ssnup

Smallholder Safety Net  
Upscaling Programme

## STRENGTHENING A COFFEE COOPERATIVE IN LAOS TO ATTRACT NEW MEMBERS



Africa



Latin America



Asia



Financial services



Non-financial services



Market building



Internal management

### CONTEXT

The Lao People's Democratic Republic (Lao PDR) has experienced rapid economic growth in recent decades, driven by hydropower, mining and tourism. Though national poverty has declined steadily, almost one in five Laotians still live below the poverty line. While agriculture is the mainstay of the economy in Laos, about half of households are subsistence farmers using traditional farming methods. Coffee is one of the country's top agricultural crops with high export value and Laos is the third largest coffee producer in Southeast Asia. However, most coffee farmers are small producers and face challenges, such as lack of skills, low productivity and low capacity for commercialisation.

### CURRENT STATUS OF THE BENEFICIARY ORGANISATION

Bolaven Plateau Coffee Producers Cooperative (CPC) is a coffee producer on the Bolaven Plateau established with the support of the French development agency (AFD) and the Lao government (Ministry of Agriculture and Forestry, MAF) in 2007 that currently has 707 members organized into 36 village-based farmer groups. CPC has 54 staff and supports its members in all aspects of coffee production from management of plantations, transformation into processing centers to provision of financial services. It is the only internationally certified institution in fair-trade and organic coffee production in Laos and it has been a partner of Alterfin since 2009.

### OBJECTIVE OF THE PROJECT

The proposed project aims at supporting CPC's internal to improve its financial performance and ensure its financial sustainability.

The main expected results are:

- Train 8 finance and management team members of the cooperative on financial management.
- Update the Internal financial documents.
- Attract new members and potential lenders.

### IMPACT INVESTOR



### BENEFICIARY ORGANISATION

Bolaven Plateau Coffee Producers Cooperative (CPC) – Laos, with 611 members

### AGRICULTURAL VALUE CHAIN

Coffee

### STARTING DATE

December 2024

### DURATION

6 months

### TOTAL TA BUDGET

€ 13,900  
Including € 12,510 (90%)  
contribution from SSNUP

