



“We care about People, Planet and Palate!”

# Vanini 3P Program

## Bagua, Peru





# Vanini 3P Program

## The importance of cocoa farming



Peruvian Cocoa has recently been the focus of great interest, both because of its quality potential and the demand from national and international markets. Most cocoa is produced by local smallholdings, each one cultivating a plot of around two hectares.

The Amazonas region lies close to the Equator, and therefore has a tropical climate that makes it possible to develop diversified agriculture.

Cocoa is a very important resource for Peru, and represents a huge international opportunity for producer organizations. The production levels of small farmers are insufficient to meet the current international demand for cocoa.

This makes it necessary to identify the best genotypes and increase the yields of those plantations with high quality cocoa production.





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## APROCAM activities



APROCAM is a cooperative association founded in 2003, working with small cocoa and coffee farmers in the province of Bagua and Condorcanqui in the Peruvian region of Amazonas.

Today the cooperative has around 460 members, most of whom belong to the native communities of Awajun.

APROCAM's main objective is to improve the quality of life of its members and increase their profits through increasing and standardizing cocoa quality, in line with the requirements of national and international markets.

All the cooperative's activities are based on the three criteria of sustainability:

**environmental** to protect the existing ecosystem

**social** contributing to the well-being of its members

**economic** to ensure the equal distribution of the profits





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## The project premises



APROCAM has noted a high variability in the yield of Criollo cocoa plantations owned by its members, ranging from 0.3 kg to 2.5 kg of beans per plant.

This variability is directly linked to the lack of a selection process for the best Criollo cocoa clones, which would guarantee genetically selected material that offers excellent organoleptic characteristics and resistance to bacteria and disease.

Varying yields in the plantations, the absence of a selection process to increase quality standards and the lack of specialized production techniques all compromise the harvest and reduce the final sales price for cocoa.

In view of the increasing demand for cocoa, it is essential that APROCAM develops a technology that leads to better production and higher quality cocoa beans.







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## The project phases



### Selection of the best Criollo cocoa clones in the area, managed and coordinated by Aprocam

The best clones of each plantation of each APROCAM member will be identified, based on the following criteria:

**number of beans per pod**

**thickness of the pod rind**

**number of fruits on the plant**

The plants with the best fruit will be identified with a single code and cataloged using GPS.

The selected fruits will then pass to the fermentation phase (micro-fermentation lasting 96 hours) and subsequently to the drying phase (turning the cocoa beans hourly to reduce humidity to within 7%).

Sensory quality analysis will be performed by ICAM Cioccolato S.p.A, which will receive 1kg samples of processed cocoa at its brand new, technologically advanced facilities in Orsenigo, Italy.





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## Project details



**Selection of the best Criollo cocoa clones in the area, managed and coordinated by Aprocam**

### ***Localization of the areas involved in the project***

Districts: Copallín – La Peca – Imaza and Nieva

Provinces: Bagua and Condorcanqui

Region: Amazonas (Peru)

### ***Specific project objectives***

- To identify the best clones according to the number of seeds (40 or more seeds per bean/pod)
- To assess and compare the number of beans/pod produced by each selected clone
- To assess and compare the weight of the fresh and dried seeds, from among all the selected clones
- To assess the weight of 100 seeds per cataloged clone
- To assess the sensory attributes of the cocoa of the identified clones
- To identify the clones with the highest vegetative propagation and resistance to bacteria and disease





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Project results and the contribution of ICAM



## Selection of the best Criollo cocoa clones in the area, managed and coordinated by Aprocam

- To identify the cocoa genotypes from among the selected clones with a productivity of at least 1.2 kg of beans per plant
  - To identify the plants with rapid vegetative growth and resistance to bacteria and disease
  - To identify genetic material using bean with excellent sensory characteristics

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ICAM Cioccolato S.p.A. will guarantee a cocoa purchase price in line with the highest market levels, with an additional premium payment for FLO certification, as well as an additional payment to fund the research project and the selection of Criollo cocoa clones in the Amazonas region, in the provinces of Bagua and Condorcanqui.





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Positive impacts on the community



**Selection of the best Criollo cocoa clones in the area, managed and coordinated by Aprocam**

## **Economic impact (People)**

By the end of the 5th year following completion of the project, the Association is scheduled to have increased profits by a minimum of 20%, through the improvement of productivity in its new plantations and the production of better quality cocoa.

## **Social impact (People)**

The direct beneficiaries of this improvement are the members of APROCAM and their 460 families; the indirect beneficiaries are the people growing cocoa in the provinces of Bagua and Condorcanqui, as well as the operators performing activities linked to cocoa farming (transporters, producers of natural fertilizers, tools, etc.).

## **Technology impact (Palate)**

The innovation will have an incremental technological impact which will foster competitive cocoa production, increasing the genetic potential of Criollo or native cocoa.

## **Environmental impact (Planet)**

The project will have a positive impact on the environment, helping to protect biodiversity and prevent contamination of the local ecosystem (water, soil, flora and fauna).





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## Communication panel



VANINI (a registered trademark of ICAM) is committed to enhancing Peruvian cocoa. Vanini communicates to consumers its ethical and sustainable approach to local communities (People) and to the environment (Planet). Constant research produces cocoa with extraordinary and unique organoleptic qualities (Palate).

