Start date: September 15, 2020  
Project Lead: Conservation International  
Partners: CI Ventures; MÉXICO2; ENDESU; SVX  
Selected landscapes:  
- Calakmul, Campeche  
- Sierra Sur, Oaxaca  
- Sierra Madre, Chiapas  
- Mascota-Tapalpa, Jalisco

**ACTIVITY PURPOSE**  
Develop sustainable and inclusive value chains at scale, that are market-driven and investor-ready in four (previously defined) landscapes.

**TARGET BENEFICIARIES**  
- **Smallholder Producers:** groups of people who produce on a small scale and work with agroforestry products such as, coffee, cocoa, fruit, honey, livestock, among others.  
- **Buyers and Investors:** private sector buyers who are interested in improving sustainability and strengthening value chains for forestry and agricultural products, among others.

**COLLECTIVE BUSINESS ENTITIES (CBEs)**  
Smallholder producers in 4 landscapes will be organized into 12 Collective Business Entities (CBEs) to reach scale and quality.

- **Marketing & transformation services:** promoting and selling the products in each landscape first, then supporting the production and transformation of those products in the quality and timing required. They will be consolidating purchases of products produced locally in the landscape and increase sales by 20%.

- **Procurement and logistics services:** organizing buying clubs to reduce 50% of the input costs so that they are available when they are needed, determining what is needed, in the quality and amount needed, and at a competitive price.

- **Financial & investment services:** will follow the model and structure of the Indigenous Regional Fund, to disburse the financing to the producer organizations. This entity will create a pipeline of ready bankable projects to be funded and will reduce the cost of financing by 50%.

**BLENDED FINANCE ENGINE (BFE)**  
The Blended Finance Engine (BFE) will provide services to the CBEs including project curation, a marketplace to link producers with buyers and access to blended finance solutions.

- **Marketplace:** 12 collective business entities—owned by smallholder producers—will be launched to provide key services that they lack today: marketing and transformation, procurement and logistics, and financial and investment services.

- **Project Curation:** the pipeline of projects from the CBEs—those that have new buyers in place—will be curated by experts in order to meet the funds criteria for financing and investment.

- **Blended Finance:** Funding comes from SVX, CI Ventures, and MÉXICO2, a first ever stock instrument from the Mexico Stock Exchange that will raise funding from institutional investors looking to decarbonize their portfolios by supporting sustainable agricultural practices and products.