

Acknowledgments

This *guide* is the result of several years of participatory research in several pilot site areas in Latin America, and more recently in Africa and Southeast Asia. The *guide* has been tested with farmer organizations, local and international nongovernmental organizations, governmental organizations, and the private sector. Without the efforts and ideas from each of the partners below this document would not have been possible. We would like to recognize particular support received from:

- Communities of the Cabuyal River micro-watershed in Cauca Department, Colombia.
 - Support organizations in the Rural Agroindustrial Committee of the Consorcio Interinstitucional para una Agricultura Sostenible en Ladera (CIPASLA).
 - Communities of the municipalities of Yorito and Sulaco, Yoro Department, Honduras.
 - Microenterprise Committee of the Comité Local para el Desarrollo Sostenible de la Cuenca del Río Tascalapa (CLODEST).
 - Members of the Consorcio para el Desarrollo Sostenible de Ucayalí (CODESU) of Pucallpa, Peru.
 - CARE Nicaragua and in particular the RENACER and FAROL projects located in Estelí and Matagalpa, respectively.
 - CRS Eastern Africa and their support to the learning alliance development process in Eastern Africa.
 - ASARECA and its support to agroenterprise activities through the regional marketing and agroenterprise network FOODNET.
 - PABRA and its support to agroenterprise development in Eastern and Southern Africa through the Enabling Rural Development project.
- DFID in support of the Agroenterprise project in Latin America and Africa.
 - SDC support to the Agroenterprise project in Vietnam and Laos.

This text attempts to document and share the work of these pioneers so that other rural communities can apply what has been learned, and thus contribute to improving their livelihoods.

The authors also wish to acknowledge the generous support provided by the MINGA Program of the International Development Research Centre (IDRC) of Canada which permitted the development of field activities, and the elaboration of this guide. The support of many CIAT colleagues have served in a similar fashion, as have the queries of students in the First and Second International Courses, “Linking small-scale rural producers to market chains: Design of strategies to increase competitiveness,” offered jointly with the Center for Competitiveness of Eco-Enterprises of the Centro Agronómico Tropical de Investigación y Enseñanza (CATIE), of Costa Rica.

We give thanks to DFID for their logistic and financial support over many years which have enabled partners to learn, discover, and create this body of knowledge. Thanks also go to USAID and CRS for providing funds to publish these documents.

Technical and language editing of this document was done by Libby Finney. A special word of thanks to Jorge Enrique Gutiérrez for his drawings.