Brazilian smallholders are seeking new types of partnerships and economic opportunities amid a changing world. Market opportunities, however, have incurred demanding environmental, financial, and labour requirements and created trade-offs between expanding cash crops and maintaining livelihood security. We analyze the Tomé-Açu region in the Brazilian Amazon, a region that has pioneered partnerships between smallholders and industries. Partnership strategies have been important to increase the ability of marginalized groups to participate in rural development programs and new global markets. Power asymmetries between smallholders and between them and industries remain a stumbling block to participation and the success of new collaborative efforts.

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