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**SIECA**  
SECRETARÍA DE INTEGRACIÓN  
ECONÓMICA CENTROAMERICANA



Ministry of Foreign Affairs

# Connecting Central America

*Meet Specialty Coffee suppliers from Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama*





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# Connecting Central America - Working together for sustainable development

**Are you interested in discovering new markets? The Centre for the Promotion of Imports from developing countries (CBI) connects you with reliable, high quality suppliers equipped to do business with a European partner. Within its 'Connecting Central America' initiative, CBI supports SMEs and cooperatives in becoming more competitive on the European market. The initiative is co-financed by the European Union and coordinated by SIECA.**

## Meet quality suppliers from Central America

Due to the unique origins with very varied aromas and flavours, a history behind the product, Central America is a source of high quality products, carefully produced and processed by small and medium coffee farmers.

These countries offer numerous products that appeal to the European market, especially considering the Association Agreement that was signed between the EU and the Central American region in 2012. Among other things, this agreement has eliminated most import tariffs and has improved conditions for trade.

The 'Connecting Central America' initiative presents cooperatives, estates and private companies from Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama, representing the main producing regions of each country.

All participants are focused on sustainability and social commitment and offer a diversified portfolio of quality from different terroirs.

## About CBI

CBI connects small and medium-sized enterprises (SMEs) in developing countries with the European market, in order to contribute to sustainable and inclusive economic growth. The CBI is part of the Netherlands Enterprise Agency and is mainly funded by the Ministry of Foreign Affairs of the Netherlands. Within the framework of the Central American Regional Economic Integration (INTEC) project, which is financed primarily by the European Union and coordinated by SIECA, the EU and the Ministry of Foreign Affairs of the Netherlands signed a cooperation agreement to jointly promote the advantages for Central American SMEs of the Association Agreement between the EU and Central America. In this context, CBI executes the initiative "Connecting Central America" to support 60 Small and Medium sized Enterprises (SMEs) and cooperatives from Central America, between 2018 and 2021, in becoming (more) competitive on the European market. CBI presents 24 carefully selected specialty coffee companies and cooperatives from Central America. Each of these companies has received individual coaching from a CBI sector expert.



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### About the European Union

This project is co-funded by the European Union. The EU is a unique peace and solidarity project in the world, associating 27 Member States with values of freedom, democracy and solidarity. At the regional level, in Central America the EU promotes the protection of human rights, including gender equity; supports matters of security and rule of law; it contributes to mitigation and adaptation to climate change and promotes employment, trade and investment.

**Find more information at:**

[https://eeas.europa.eu/delegations/nicaragua\\_en](https://eeas.europa.eu/delegations/nicaragua_en)



### About SIECA

The Secretariat for Central American Economic Integration (SIECA, per its Spanish acronym) is the entity in charge of promoting efforts to gradually reach the economic union of Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Panama. With this, SIECA fulfils its objective of expanding the development opportunities of the region and establishing closer links with the global economy. SIECA is based in Guatemala City and is the technical secretariat of the Council of Ministers of Economic Integration (COMIECO) and the Council of Ministers of Transportation (COMITRAN).

**Find more information at [www.sieca.int](http://www.sieca.int)**

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# Central American Specialty coffee companies



## Guatemala

ASASAPNE  
APOLO  
Fedecovera  
Rosma Coffee Land



## El Salvador

Cooperativa Cuzcachapa  
Maria Cristina Llach  
Nedecaza  
Finca el Cerro



## Costa Rica

Beneficiadora Monterrosa  
Café Directo  
Café Rivense  
Coopelibertad  
Coopevictoria



## Panama

Café APRE



## Honduras

Santa Isabel  
AMPROCAL  
Asociación Guaralape  
Cafés Especiales Corquin  
CAFEPSA  
COCAOL  
COCASAM



## Nicaragua

COOMCAFE  
PROCOGER  
Proexports

Guatemala

Honduras

El Salvador

Nicaragua

Costa Rica

Panama



## Beneficiadora Monterrosa S.A.



**Beneficiadora Monterrosa S.A. is directed by the Moreira Matamoros spouses; being Oscar Moreira in charge of the operative part and Mrs. Lydia Matamoros in charge of the quality, promotion and sales part of the coffee that is produced in the farms of his property.**

Both have dedicated fully to resume coffee activity from 2001.

Concentrating our efforts on a life project: THE COFFEE.



With the beginning of the third millennium came the idea of returning to the coffee roots, taking up the steps taken by the ancestors and walking on them, to have a guide and follow the line they projected, achieving direct contact with customers abroad; offering a product of the highest quality, a classic ESTATE with appeal of origin.

- Altitude 1200-1450 m
- Conventional SHB-EP classic estate coffee
- Micro lots of washed and unwashed Red and Yellow Catuai, Caturra, Obata, Marselleza and Geisha



### Product and quantities:

- Green coffee, own production, 2,000 bags of 69 kg

### Certifications

- C.A.F.E. Practices
- Rainforest Alliance
- NAMA Café (ICAPE)

### Costa Rica

#### ADDRESS

350 mts norte Escuela  
San Rafael, Naranjo, Alajuela  
243-2050 San Pedro Montes de  
Oca, Naranjo, Alajuela  
COSTA RICA

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## Café Directo



**Micro-mill, located in the region of Tarrazú, home of the renowned Tarrazú coffee for its characteristics of fine acidity similar to citrus, lemon or orange, flavors like chocolate, and dehydrated fruits such as pineapple and stone fruits, giving a good body and an exquisite aroma.**

100% of our coffee is SHB Tarrazú, produced on an average of 1500 meters over sea level.

- Varieties: Caturra, Yellow and Red Catuai, Villa Sarchi, Geicha, Venecia, Pacamara
- Processes: Yellow Honey, Red Honey, Black Honey, Naturals, Anaerobics, Semi Washed, Fully Washed

The Arias family is proud to offer an excellent quality coffee, produced and processed in the Casa de Piedra farm, also being friendly with the environment.

As a fifth generation of coffee growers, we are looking forward to doing business under the model of direct trade, so both parties can be able to do a win to win business.

We specialize in gourmet coffees and specialty coffees such as micro-lots like honey coffees and their different processes as well as yellow honey, red honey, natural coffees, semi-washed, washed and anaerobic.

---

### Product and quantities:

- Focused on micro-lots of gourmet coffee, 2,000 bags of 69 kg

## Costa Rica

### ADDRESS

San Josecito de Alajuelita  
Calle el Alto de A y A  
100 mts oeste 100 mts norte  
11002 Alajuelita San José  
COSTA RICA

### CONTACT

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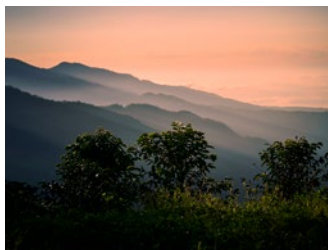


## Café Rivense del Chirripó S.A.



**Café Rivense del Chirripó is a family micro-mill founded in 2005, located in the southern of Costa Rica, in the Brunca region, settled in a micro-region called Chirripó. The coffee has been awarded in several Cup of Excellence competitions; the best position achieved number 5 in COE 2019, with the micro-lot Vista al Chirripó.**

The farm is managed with a sustainable system, focused to reduce our carbon foot print; proper shade management to provide organic material to soil and keep coffee trees fresh; fertilized based on annual soil analysis; use of herbicide in specific plots with strong grasses; all the water sources are protected and throughout the farm there are fruit trees to feed wildlife.



The coffee is picked when the cherries are ripest, pulped in a process completely dry (no water used to transport or pulp the coffee) to keep mucilage full and clean, dried sun on rise beds and patios, milled and classified with high quality standards, package and export from the farm to guarantee traceability of the products.



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### Product and quantities:

- Focused on micro-lots of gourmet coffee, 1,500 bags of 69 kg

### Costa Rica

#### ADDRESS

100m. West and 50m.  
North from San Juan Norte  
entrance  
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# Coopelibertad R.L.



Coopelibertad R.L. was born in 1961, in one of the most significant moments for cooperativism in Costa Rica and it came to represent a solution for coffee producers in the Heredia area to obtain better results from their agricultural work. Since the foundation, the Cooperative has worked shoulder to shoulder with its associates, in the search for the common good, and thus to support the improvement of its economic and social situation; through the cultivation of coffee.

In a large number of farms distributed through the Cental Valley, the cooperative associates are concerned about taking care of the coffee plants.

Mainly cultivated with varieties such as Caturra and Catuai, each farmer applies sustainable techniques that will benefit their productivity and cup quality. From September until March, the cherry is collected from the farms and then is taken to the mill, where the following qualities are processed: Libertad Especial SHB-EP score 83.50, Matinilla Fancy High Commercial SHB score 84.25 and micro-lots of Obata variety, score > 88

After storage in silos, the coffee is prepared according to the contract requirements with the customer. Cupping tests are performed and samples are taken to ensure all the necessary standards prior to export.

## Costa Rica

### ADDRESS

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Website:  
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### Product and quantities:

- Green coffee, 100 lots of  
275 bags of 69 kg

### Certifications

- Rainforest Alliance
- C.A.F.E. Practices
- Fairtrade



# Cooperativa Agrícola Industrial Victoria R.L. (Coopevictoria)



**CoopeVictoria is an agricultural and industrial cooperative. It was established on October 12th, 1943 as the first cooperative of Costa Rica. Surrounded by volcanic slopes and the Poás Volcano National Park, starting at an altitude of 1000 meters, it is an ideal place to grow rich varieties of sugarcane and one of the best coffees of the world.**

Precisely, the production is of an average of 50 thousand quintals of coffee per year. This Cooperative represents a great deal of influence in the economic, social and cultural development of this area, creating opportunities and benefiting thousands of families.

In our state of the art processing plant we produce:

- Monte Camejo SHB-EP score 83, altitude 1200-1400 m
- Valle del Sol SHB-EP score 85, altitude 1350-1600
- Micro-lots of top quality

## Costa Rica

### ADDRESS

San Isidro, Grecia, Alajuela  
176-4100 Grecia, Alajuela  
COSTA RICA

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Website:

[www.coopevictoria.com](http://www.coopevictoria.com)

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### Product and quantities:

- Green coffee, 125 lots of 275 bags of 69 kg

### Certifications

- Fairtrade
- Rainforest Alliance



## Cooperativa Cuzcachapa de R.L.



Cooperativa Cuzcachapa de R.L. was founded on October 31, 1966, signed by 56 coffee producers, which makes us one of the oldest cooperatives in the country with 53 years of operation, based on the cooperative system of free addition, voluntary retirement and equal rights, sought the welfare of our producers. Currently it has 1,200 members, whom all are coffee producers. We are very involved in major Social programs; sponsoring schools, churches and Sporting activities in the Community, as well as our members.



We have been the Country exporter for Cup of Excellence coffees for 14 years. Our services include processing and exporting green coffee beans, as well as microlots for members and clients. We process for our clients different processes like: honey (yellow, red, black) naturals, anaerobic processes. We have installed ecologic water free machinery to process our coffees.



### Product and quantities:

- Green coffee, 50,000 bags of 69 kg

### Certifications

- Rainforest Alliance
- Bird Friendly
- JAS
- UTZ
- NOP
- Fairtrade TSA
- USDA Organic

### El Salvador

#### ADDRESS

Carretera al El Coco,  
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Cantón Galeano  
Chalchuapa, Santa Ana  
EL SALVADOR

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## Maria Cristina Llach



Llach Café begins in 1876 in the small town of Santiago de Maria, when Spanish emigrant Francisco Lasplatas settled in the southeast Salvadorean department of Usulután. These coffee estates (fincas) were inherited by his nephew Prudencio Llach Capdevila. In the 1940's the estates were passed on to Prudencio Llach Schonenberg and later on to his daughters, including Maria Cristina Llach, who still runs her farms the same way. Nearly a century and a half later Llach Café's legacy is still visible.



Behind an excellent cup of Llach Café are the hard working hands of the people of Cerro El Tigre, where most of the fincas are located. People dedicate themselves year-round, selecting the best seeds to plant, caring for the growing plants until they are mature enough to be transplanted to the fincas. There they nourish the crops in the fertile volcanic grounds. During the harvest season they hand-pick only the perfectly ripe beans, ensuring only the optimum quality beans are selected for processing.



Our rich history and dedication has characterized Llach Café with excellence and tradition. A tradition of caring and commitment for these golden grains and the community of Santiago de Maria. Since the beginning, Llach Café has followed in the tradition of growing only the best coffee varieties, known worldwide for their exotic flavors, round bodies and rich aromas.

### El Salvador

#### ADDRESS

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EL SALVADOR

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#### Product and quantities:

- Green coffee, 3,300 bags of 69 kg

#### Certifications

- C.A.F.E. Practices



## Nedecaza S.A.



The company NEDECAZA, S.A. DEC.V., established in El Salvador, handles the entire process from cultivation to distribution. They have territories in the main coffee growing areas of El Salvador; work with several associated farms and the San Antonio Mill where coffee is transformed. Their farms are located at a height of more than 1200 meters above sea level, where several coffee varieties are cultivated like Arabica, Pacamaras, Bourbon, Caturras and Custatlecos.



The preparation process before being roasted is made by transforming the green coffee to parchment coffee, through dry and wet mills by separating the parts of the fruit and drying the grains, in patios and African beds, in order to preserve their physical quality. The different types of processes for the transformation of the coffee are washed, semi-washed, natural and honey.



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### Product and quantities:

- Green coffee, 1,333 bags of 69 kg

### El Salvador

#### ADDRESS

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Tecla La libertad 0000  
EL SALVADOR

#### CONTACT

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## Finca El Cerro



Finca el Cerro is the product of five generations of Salvadoran coffee growers. Located in the Apaneca mountain range west of the country, the farm is at an ideal height for the cultivation of specialty coffees (1400-1500 MSNM). The microclimate of the farm is helped by the abundant natural forest surrounding the plantation, its conservation is one of our main objectives. We use farming methods that are friendly to the environment and we have areas that will soon be totally organic.



Another objective of the farm is the production of the highest quality coffees possible. We started by selecting the best seeds of the varieties that have given us the best results in the cup. We use methods of fertilization and farm management focused not only on production yield but also on cup quality. We carefully harvest only ripe beans to ensure the highest quality goes to the mill. At Finca el Cerro, we processed the coffee ourselves, which allows us to have full control of the coffee.



### El Salvador

#### ADDRESS

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00001 San Salvador  
EL SALVADOR

#### CONTACT

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#### Product and quantities:

- Green coffee, 360 bags of 69 kg





# Asociación de Agricultores El Esfuerzo de San Pedro Necta (ASASAPNE)



The Asociación de Agricultores El Esfuerzo de San Pedro Necta (ASASAPNE) from Huehuetenango, Guatemala, was created in 1989, with the objective of grouping and developing 200 small and medium coffee growers of the region, to offer a best quality product to the local and international markets.



At this date, ASASAPNE is one of the most prestigious coffee associations in the country, because of its high quality control in all its artisanal production processes. In addition, ASASAPNE plays a valuable role in the social development of communities, people and especially the development of women and children with dedicated programs to increase work and education.

Quality: SHB-EP Huehuetenango  
Varieties: Bourbon, Pache Colis and Caturra



## Guatemala

### ADDRESS

Entrada principal a Municipio de San Pedro Necta  
1306 Huehuetenango  
GUATEMALA

### CONTACT

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E-mail representative:  
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### Product and quantities:

- Green coffee, 6,000 bags of 69 kg

### Certifications

- Fairtrade (FLO)



## Asociación de Productores de Olopa (APOLO)



We are an association of thirty producers in Olopa, Chiquimula, New Oriente, the well-reputed coffee region in Guatemala, called APOLO founded in 2005, that offers integrated services to facilitate and increases productivity, improving the standard of living of our families, contributing to the sustainable development of the community. Identifying ourselves with the principles of integrity, renewal and diversity.

Shade-grown in the region of New Oriente in Guatemala, at an altitude of 1300 -1500 m.

Quality: Washed SHB-EP, score > 84.

Harvest: December - March.



### Guatemala

#### ADDRESS

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502, OLOPA Chiquimula  
GUATEMALA

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#### Product and quantities:

- Green coffee, 3,750 bags of 69 kg



# Federación de Cooperativas de las Verapaces (Fedecovera R.L.)

## Guatemala

### ADDRESS

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16001 Cobán, Alta Verapaz  
GUATEMALA

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Based in Cobán, the north of Guatemala, the Federation of Cooperatives of the Verapaces (FEDECOVERA, R.L) is an autonomous second level cooperative founded on February 23th, 1976, lead by small producers organized in first level cooperatives and associations.

FEDECOVERA takes care of more than 180,000 people.

- Organic products: cardamom, coffee, tea, allspice, cocoa, turmeric, essential oils and sustainable forestry
- 1st Organic Cardamom and Allspice producer and exporter in the world
- Global business experience, exporting to the 5 continents
- 33,000 producing families gathered in 42 cooperatives and more than 21 associations.

Coffee: SHB\_EP Cobán  
Caturra, Catuai, Sarchimor

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### Product and quantities:

- Green coffee, 7,500 bags of 69 kg

### Certifications

- Organic
- Fairtrade
- Kosher



## ROSMA COFFEE LAND



**In 1963 Don Alejandro Morales purchased the farm with old Bourbon and Typica Coffee trees; in 1980, his son Dr. Fredy Morales inherited the land and took over the plantation, naming it ROSMA**

Throughout time, probably the most important achievement of Finca Rosma was bringing fresh spring water through a pipeline, which is 5 kilometers away from the farm; ever since then and with an ecological wet mill it has been able to process high quality washed coffee. Finally, after hard and passionate work in 2010 Rosma achieved the prestigious 2nd Place in the Guatemalan Cup of Excellence. Rosma has actively participated in the Guatemalan top 20 coffees in 2012, 2013, 2014 and was among the National Winners in 2015, 2016, 2019. It has been honored having 4 out of the 40 best samples in the last Guatemalan COE.

After such recognition, many overseas buyers came to Huehuetenango looking for Specialty Coffee, but Rosma had a limited production, and to satisfy the demand, it started exporting not only its very own, but many other small and medium size farm coffees of all Huehue´ s sub-regions, with the clear objective of offering only the top quality coffees.

### Guatemala

#### ADDRESS

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13001 Huehuetenango  
GUATEMALA

#### CONTACT

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E-mail representative:  
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Website:  
[www.rosmacoffeeland.com](http://www.rosmacoffeeland.com)

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#### Product and quantities:

- Green Coffee Huehuetenango SHB
- Blenders SCA 84-85: 2,000 bags
- Microlots SCA 85: 1,500 bags
- Microlots SCA 86, 87: 900 bags
- Nanolots SCA 88, 89, 90: 150 bags



# Agro Industrial Santa Isabel



We are a family owned business that began operating in the 1950s in western Honduras, more specifically in Copan. We are certified with Rainforest Alliance since we are trying our best to take excellent care of our ecosystem and of the people who work with us. We are currently producing SHG coffee and specialty microlots using different processes including washed, honey and natural. Today the coffee is sold under the brand Café Welchez.



Café Welchez now employs 28 permanent workers and the farm is the home for 18 families. The families living in the Santa Isabel have access to a catholic church and the children have the opportunity to attend a small school. During harvest season Santa Isabel employs between 350-400 coffee pickers. The harvest usually begins in November/December and ends in March/April.



The farm “Santa Isabel” is what Don Raul and Doña Marina visualized the day it was bought “a place where families can earn an honest living; a preferred home for the local fauna where intelligent management of soil, water and forests are part of the daily work; a natural laboratory classroom where young people from around the world can come to learn about agroforestry techniques and coffee”.

## Honduras

### ADDRESS

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00504 San Pedro Sula  
HONDURAS

### CONTACT

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marketing@cafehonduras.com  
E-mail representative:  
jwelchez@gmail.com  
Website:  
[www.cafehonduras.com](http://www.cafehonduras.com)

### Product and quantities:

- Green coffee, 1,375 bags of 69 kg

### Certifications

- Rainforest Alliance



## Asociación de Mujeres Procesadoras de Café La Labor (AMPROCAL)



**AMPROCAL has 188 members, 59 have their own farms certified Organic (Biolatina) and Fair Trade. 34 have Fair Trade certified and the rest don't have a farm, they work in other commercial areas.**

We have roastery and cafeteria for national market, we have the own brand D'La Reserva Coffee, just for national market.

AMPROCAL has permitted us to keep our families well and promote the social-economic development of our town recovering the tradition of consuming what we produce.



### Honduras

#### ADDRESS

Km 205 Carretera CA4  
43201 La Labor  
HONDURAS

#### CONTACT

Ms. Delmi Noemi Regalado  
Tel office: +504-(0)96 160868  
Tel representative:  
+504-(0)31 790907  
E-mail representative:  
denoresa@gmail.com  
Website: [www.amprocal.org](http://www.amprocal.org)

---

#### Product and quantities:

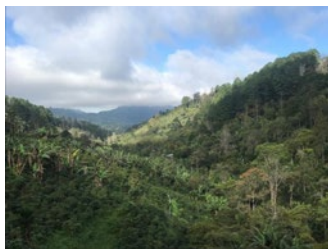
- Green coffee, 5,500 bags of 69 kg

#### Certifications

- Fairtrade
- Organic



## Asociación Guaralape



Guaralape Producers Association, was born in October 2014 at the initiative of a group of producers with a vision for the future in the Montecillos region, specifically in the municipality of Marcala, La Paz, with the idea of venturing into special, differentiated coffee markets and certificates inviting innovative producers who would like to take on this new challenge, where 17 producers reacted positively and we drafted the first act to obtain the first steps of legal personality.



The name of GUARALAPE that was given to the Association, for the Guaralape River basin, which comes down from the Guiljero forest reserve, where most of the farms of the Guaralape Producers Association are located.



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### Product and quantities:

- Green coffee, 6,050 bags of 69 kg

### Certifications

- Organic

## Honduras

### ADDRESS

Entrada a Marcala, frente al desvío a la esperanza  
15201 Marcala - HONDURAS

### CONTACT

Ms. Alejandra Bonilla  
Tel office: +50499374465  
Tel representative:  
+50433030598  
E-mail office:  
Info@guaralape.com  
Website:  
[www.asociacionguaralape.com](http://www.asociacionguaralape.com)



# Cafés Especiales Corquin S.A.



We are a company dedicated to the production and marketing of coffee of strict quality, we promote a clean and sustainable agriculture, generating a pleasant work environment and guaranteeing our partners a better quality of life.

Our wet processing plant has the capacity to process 30,000 pounds of cherry coffee per hour. It is divided into two modules, in which certified coffee is processed. In our drying plant we have a capacity of 1100 qq dry parchment for 35-hour cycles, with 1 air dryer, 3 Guardiola dryers and 6 vertical dryers.

We have a presence in three departments in western Honduras; Copán, Ocotepeque and Lempira, with a membership of 440 producer members, 85 of whom are women and 355 are men.

CAFESCOR is sponsoring a school that includes 150 children, for the formation of values and recreation as part of a strategy of our campaign against child labor.

## Honduras

### ADDRESS

Aldea Casitas N132  
41051 Corquín - HONDURAS

### CONTACT

Mr. Roel Henriquez  
Tel office: +504-(0)26 263304  
Tel representative:  
+504-(0)31 825032  
E-mail office:  
info@cafescor.hn  
E-mail representative:  
mercadeo@cafescor.hn  
Website: [www.cafescor.hn](http://www.cafescor.hn)

### Product and quantities:

- Green coffee, 100% own production, 55,000 bags of 69 kg

### Certifications

- USDA Organic
- Rainforest Alliance
- Fairtrade
- UTZ
- Bird Friendly
- Manos de Mujer (Women's Hands)
- C.A.F.E. Practices





# Cafés Especiales de El Paraíso (CAFEPSA)



**CAFEPSA is an associative company created on 24 June 2009 by 24 coffee producers in eastern Honduras with the aim of seeking access to differentiated markets that will improve the living conditions of producers and their families, contributing to the development sustainable in the area.**

Since 2009, CAFEPSA has shown a growth in terms of membership, volume of storage, quality and installed capacity as well as the development of business plans and access to programs aimed at producers; access to credit, technical assistance, diversification programs, certification program within which producers have seen benefits as well as their environment through the generation of direct and indirect jobs.

Short-term strategic plans include direct access to differentiated markets, which will allow consolidation at the company level.

## Honduras

### ADDRESS

7ma Avenida, Calle Principal  
Aldea de Los Terrones  
504 El Paraíso - HONDURAS

### CONTACT

Mr. Jimmy Thoms Ramirez  
Tel office: +504-(0)27 182483  
Tel representative:  
+504-(0)31 847313

E-mail office:

[cafepesa@gmail.com](mailto:cafepesa@gmail.com)

E-mail representative:

[gerenciacafepesa@gmail.com](mailto:gerenciacafepesa@gmail.com)

Website: [www.cafepesa.hn](http://www.cafepesa.hn)

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### Product and quantities:

- Green coffee, 55% own growing, 20,000 bags of 69 kg

### Certifications

- Fairtrade
- Organic
- Manos de Mujer (Women's Hands)
- SPP



# Cooperativa Cafetalera Olancho Limitada (COCAOL)



Cooperativa Cafetalera Olancho Limitada (COCAOL) was founded on 15 November 1968 in order to get a better access to milling, selling and financing coffee from the region of Olancho.

In 1998, some farms around the cooperative as well as the plant were destroyed by Huracan Mitch. Cocaol had to begin from o.

However, the board of Directors and its members decided to face the problem and took the decision to buy a new mill in 1999, in the city of Santa María del Real, Olancho.

Due to challenges with the exportation of its coffee, the cooperative decided to promote direct exports, mainly to Europe.

Today, Cocaol has been able to build a sustainable export market for its 73 members.

Cocaol is Fair Trade, Organic, Rainforest Alliance and UTZ certified.



## Honduras

### ADDRESS

Barrio La Quinta  
Santa Maria del Real/Olancho  
HONDURAS

### CONTACT

Mr. Felix Asdrubal Sanchez Ruiz  
Tel office: +504-(0)27 912153  
Tel representative:  
+504-(0)97 476913  
E-mail office:  
cocaololancho@yahoo.com  
E-mail representative:  
gerencia@cocaol.hn  
Website: [www.cocaol.hn](http://www.cocaol.hn)

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### Product and quantities:

- Green coffee, 12,000 bags of 69 kg

### Certifications

- Organic
- Fairtrade
- UTZ



# Cooperativa Cafetalera San Marqueña Limitada (COCASAM)



**COCASAM LTDA.** is a cooperative which was founded in 1988 by a group of 16 small coffee producers. Now, the cooperative has 160 active members, 61 women and 99 men, whom share as main economic activity the production of sustainable coffee, organic and fair trade coffee. Its average annual production is about 3,000 bags (69 kg. each, 12 containers of 250 bags).



We are located in San Marcos de Colón, Choluteca, Honduras, one of the driest and hottest zones in the country. A community whose micro climate and cultural behaviour of their producers in processing coffee let them to obtain one of the finest coffees in this country.

Since 1993, the Cooperative has been registered in the International Coffee Register of Fairtrade Labelling Organizations (FLO-International) first in the Max Havelaar initiative; and since 2002 the 95% of the coffee production is organic certified.



The COCASAM is producer / exporter, we go from the tree to the cup, and we are specialized in the production and selection of the best coffee grains, taking care of your health and your preferences as a consumer of gourmet and sustainable drinks.

## Honduras

### ADDRESS

Main Street, Barrio El Cafetal  
0615 San Marcos de Colón  
HONDURAS

### CONTACT

Mr. Geovanny Lopez  
Tel representative:  
+504-(0)33 058867  
E-mail representative:  
cooperativa\_cocasam@yahoo.com  
Website: [www.cocasam.com](http://www.cocasam.com)

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### Product and quantities:

- Green coffee, 2,800 bags of 69 kg

### Certifications

- Organic
- Fairtrade



# Cooperativa Multisectorial Café de Altura R.L. (COOMCAFE R.L.)



**COOMCAFE R.L. is an organization of 174 coffee producers, organized since 2006 in the municipality of San Rafael del Norte, Jinotega, which aims to provide their associates with services tailored to their financial, productive, commercial and social needs of their families.**

Currently, COOMCAFE R.L. provides storage, marketing and export services of quality coffee to Europe and North America. More recently they have started production of coffee seedlings in nurseries, organoleptic and physical analysis of samples and coffee roasting.



Their coffee plantations are located in the foothills of the Cordillera Isabelaia at average heights of 1,250 m. COOMCAFE's coffee has average scores of 83 SCA, reaching coffee with scores of 84 SCA points inclusive, due to agroecological conditions and good agronomic and post-harvest management. Currently all of their producers are Fair Trade (FLOCERT) and Organic (Mayacert) certified, which allows them to offer approximately 346 ton of certified coffee annually, with 50% of this being certified organic. Currently, there are plans to expand the production, collection, processing and export capacity of certified quality coffee to meet the needs of the most demanding market niches by offering qualities such as citric acidity, creamy body and chocolate notes.



## Product and quantities:

- Green coffee, 6,000 bags of 6g kg

## Certifications

- Fairtrade (FLOCERT)
- Organic (MAYACERT)

## Nicaragua

### ADDRESS

Barrio Padre Odorico D´Andrea,  
Casa No. 4. (Entrada Noreste  
Santuario El Tepeyac, 250 Mts  
al Norte).  
66100 San Rafael del Norte -  
Jinotega - NICARAGUA

### CONTACT

Mr. Bismarck Antonio Jarquin  
Jimenez  
Tel office: (+505) 8272 6734  
Tel representative:  
(+505) 8831 2948  
E-mail representative:  
gerencia@coomcafe.com  
Website: [www.coomcafe.com](http://www.coomcafe.com)  
Facebook: Cooperative  
Multisectorial Café de Altura R.L.



# Cooperativa Multisectorial Productores de Café Orgánico Certificado La Segovias (PROCOCER R.L.)



**PROCOCER R.L. is a first-degree organization and has an impact in the municipalities of Jícara, Ciudad Antigua and Jalapa in the department of Nueva Segovia in Nicaragua.**

Since its foundation, the cooperative has played a very important role in the production and marketing of organic coffee, facilitating the development of activities in its value chain. In addition to ensuring that organized producers achieve a better price for their coffee.



It was born as a response to the need of the partners, to have an integration instrument that allows them to add value to their main product and to achieve greater economic strengthening of the partners that comprise it.



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## Product and quantities:

- Green coffee, 13,000 bags of 69 kg

## Certifications

- NOP
- Organic
- FLO
- SPP

## Nicaragua

### ADDRESS

Km 304 carretera  
Jalapa-Teotecacinte,  
2 kms al este,  
Comunidad Santa Martha  
Jalapa, Nueva Segovia  
NICARAGUA

### CONTACT

Mr. Roberto Villegas Molina  
Tel office: (505) 88317204  
Tel representative:  
(+505) -(0)88 317204  
E-mail office:  
gerencia@prococer.com  
E-mail representative:  
gerencia@prococer.com  
Website: [www.prococer.com](http://www.prococer.com)



Producción para la Exportación

## Proexports S.A.



We are a Nicaraguan company with wide experience in the chain of agricultural products, committed to the development of our clients and positioning of our country in the international markets.

### Mission

Provide competitive integral services in the agricultural production chain, committed to our customers and environment.

### Vision

To be a leading company in the commercialization at national and international level, through trade operations and reliable services to our customers, distinguished by their quality, costs, competitiveness and compromises with the environment.



## Nicaragua

### ADDRESS

Km 148 semáforos Carretera  
Panamericana 1c. al Sur,  
110vrs al Este  
31000 Esteli - NICARAGUA

### CONTACT

Mr. Augusto Ruben Poveda Tercero  
Tel office: +505-(0)27 136441  
Tel representative:  
+505-(0)88 566254  
E-mail office:  
info@proexportsnic.com  
E-mail representative:  
r.poveda@proexportsnic.com  
Website: [www.proexportsnic.com](http://www.proexportsnic.com)

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### Product and quantities:

- Green coffee, 44,000 bags of 69 kg

### Certifications

- Organic
- Fairtrade
- UTZ



## Café APRE



**Café APRE is an Association that efficiently leads strategic alliances, and sustainable development programs, adapting to agricultural production and marketing quality standards of the area, conserving biodiversity.**

The production altitude of the coffee farms ranges from 900 meters above sea level to 1,700 meters above sea level, in basin number 102 of the old Chiriquí River. With a tropical climate that reaches 12° C minimum and 30° C maximum. Harvest period from August to March.



The variety of coffee that predominates in the farms of the Associates is mostly: in 80% Caturra, Catuai and 20% among the Bourbon variety and others.

Process: washed.

Q-Grading with SCA 83-85 points, Cupping notes are caramel sweet; lingering aftertaste; citric notes; and a medium body



### Panama

#### ADDRESS

Principal Avenue  
Santa Clara, Renacimiento,  
PANAMA

#### CONTACT

Mr. Jorge Orlando Pitty Guerra  
Tel office: +507-(0)68056664  
Tel representative:  
+507-(0)66 715850  
E-mail office:  
Cafeapre@hotmail.es  
E-mail representative:  
jorgepitty@outlook.com  
Website: [www.cafeapre.com](http://www.cafeapre.com)

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#### Product and quantities:

- Green coffee, 2,000 bags of 69 kg and Microlots

#### Certifications

- Working on Denomination of Origin certification



EUROPEAN UNION



**SIECA**  
SECRETARÍA DE INTEGRACIÓN  
ECONÓMICA CENTROAMERICANA



Ministry of Foreign Affairs

## Working together for sustainable development

Within the framework of the Central American Regional Economic Integration (INTEC) project, which is financed primarily by the European Union and coordinated by SIECA. In this context CBI executes the initiative “Connecting Central America” to support 60 Small and Medium sized Enterprises (SMEs) and cooperatives from Central America.

CBI (Centre for the Promotion of Imports from developing countries)

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[contact-us@cbi.eu](mailto:contact-us@cbi.eu)  
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