



EUROPEAN UNION



Ministry of Foreign Affairs

# Connecting Central America

Meet quality suppliers from Costa Rica, El Salvador, Guatemala and Nicaragua





# Content

## Connecting Central America

Working together for sustainable development 4

Contact information 7

## Participants

**Costa Rica** 8

Nahua 8

**El Salvador** 9

Asociación Cacao & Chocolate 9

JEZ Chocolate 10

**Guatemala** 11

Cooperativa Alianza 11

Kampura 12

Naturkakao 13

**Nicaragua** 14

Cooperativa La Campesina 14

Cooperativa Rios de Agua Viva 15

# 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 and organic and fair trade certification, Central America is a source of high quality products. These countries offer numerous products that appeal to the European market as well, 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 four cooperatives (from El Salvador, Guatemala and two from Nicaragua) and four private companies (from Costa Rica, El Salvador and two from Guatemala), who are focused on sustainability and social commitment. All participants offer products such as fine and aroma cocoa, some with organic certification / BIOSUISSE, fair trade / FLOcert / Small Producer Symbol and UTZ / Rainforest Alliance. Some companies also process and offer derivatives such as nibs, liquor and couverture, including up to premium chocolate bars with openness to produce private label products.

## 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 8 carefully selected cacao and derivative companies and cooperatives from Central America. Each of these companies has received individual coaching from a CBI sector expert. The suppliers offer a diverse range of cacao and derivative products.



## 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)**

## Contact information



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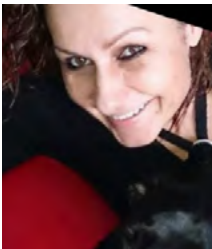


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# Participants



## Nahua



**Nahua (pronounced /'nɑ:wɑ:/) is Costa Rica's leading fine flavour cacao producer with a social mission, supplying leading chocolatiers and cacao buyers around the world. Grown in the fertile soils of Costa Rica, our single origin Trinitario cacao beans are nurtured to their full-bodied flavour potential through a meticulous post-harvest process.**

Since 2011, our team has worked with top-selected local farmers. We procure our beans fresh and manage the entire post-harvest process at our controlled fermentation facility in the idyllic Costa Rican climate, consistently achieving ideal quality standards.



Nahua is committed to improving the lives of smallholder farmers through training, support and community engagement and focus on the environment by promoting sustainable farming practices, reforestation and the conservation of natural ecosystems.

Nahua Chocolates are produced in Costa Rica by a highly qualified team of Costa Ricans and Latin Americans who have embraced Nahua's passion for producing gourmet premium chocolate while supporting social development and the environment.



### Products & quantities

- Fine flavour cacao beans, 120 t annually
- Fine flavour chocolate and derivatives

### Certifications

- a United Nations "Business Call To Action" company
- B-corp
- Essential Costa Rica

### Costa Rica

#### ADDRESS

Plaza Los Arcos, Local 2, 40703  
Los Arcos, Cariari, Heredia  
Costa Rica

#### CONTACT

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# Asociación Cacao y Chocolate

## El Salvador

### ADDRESS

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San Salvador  
El Salvador

### CONTACT

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The cooperative is dedicated to agricultural production and commercialisation of cacao beans and gives loans to members for the production of cacao and chocolate products. It has 109 members which are small scale producers, with a plantation size between one and eight hectares of Trinitario and ancestral Criollo cacao cultivars. Some members process own chocolate.



The cooperative has a strong network to over 1000 producers who are growing cacao in agroforestry systems, which have been planted between five and more than 70 years ago. The yearly export capacity is 100 tons of fine flavour cacao beans and up to 60 tons of fine flavour chocolate and derivatives.



In the commercialisation of cacao beans and chocolate, producers and processors are directly linked. We improve the agroforestry conditions which are located in the main hydrographic basins of the Salvadoran dry corridor and we aim to rescue the ancestral culture of production of modern and ancestral Criollo cacao cultivars by Salvadorean families improving their income levels.

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### Products & quantities

- Fine flavour cacao beans, 100 t annually
- Fine flavour chocolate, 60 t annually



## JEZ Chocolate



We are a Salvadorian cacao producer and winner of the 1st place in the first National Quality Cocoa Competition “Revitalize fine aroma cocoa” 2017. Transition was awarded among the 50 best cacao beans worldwide by “Cocoa of Excellence 2017” at Salon Du Chocolat, Paris in France.

Our plantation is situated between mountains, lagoons and volcanoes. Our property, “Concepción” has an amazing altitude of 1,100 meters above sea level. It is located in Sierra Tecapa Chinameca, department of Usulután, El Salvador. We have a range of three hybrid Trinitario cultivars of highly productive ancestral trees, differentiated by colour and flavour in shades of red, yellow and green. Our genetics include 70% Criollo and 30% Forastero which we process under special fermentation conditions, with natural sun drying.



We apply a delicate roast and refinement in order to obtain a 100% natural product just like our ancestors did. Heritage, environment, aroma and flavour is what defines us since 1870 as producers of Trinitario fine aroma cacao. Our land, with its volcanic soil, gives the fruit pulp an accentuated fruity and floral sweetness and almond colours to the seeds - product of its creole heritage.



### Products & quantities

- Fine flavour cacao beans, 5 t annually
- Nibs
- Cacao liquor and couverture
- Chocolate (Milk and Dark)
- Hot Chocolate mix
- Chocolate truffles, bonbons and bars

## El Salvador

### ADDRESS

33 Av. Norte y Pje. Las Palmeras, 1-B  
Urbanización La Florida Finca La  
Concepción, contiguo campo del  
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San Salvador, El Salvador

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## Cooperativa Alianza



**Alianza R.L. is a commercialization and marketing first level cooperative that gathers groups of small-scale farmers who produce cacao beans, cardamom, allspice, and turmeric in the state of Alta Verapaz, Guatemala. The main objective and the heart of the commercialization activities done by Alianza R.L. is to provide its members with a fair platform to sell their products. All farmers that are member of Alianza, R.L. are beneficiaries of all the free services which FEDECOVERA R.L., the second level cooperative of which Alianza R.L. is part of, provides to its cooperative members. The products commercialized**

The products commercialized by Alianza R.L. come from two collective farms owned by a group of 19 members and from small individual farms of the 71 cooperative members located in the towns of Cahabón, Lanquin and Cobán. Highest uniform quality of the products is ensured on the collective and individual farms which receive support from FEDECOVERA's Agri-technicians all year long. Growing along with our members is our priority and our satisfaction comes from being the ideal commercialization channel where our farmers can trust to get a fair price for their products.

### ***Unique Cocoa Beans, as no other in Guatemala... and the world:***

The Cocoa Trees of our small-scale farmers are very ancient material with its origins from the trees of the Mayan people; these Trees mixed by nature during several decades produce a unique mix of Criollo and Trinitario material, we call it "Acriollado", this makes our quality naturally unique, and most important, produced 100% by small scale farmers indigenous people from Mayan Q'eqchi.

Our Cocoa Beans are "Acriollado Single Origin – Cahabon Estate" grown in the north of Guatemala, an area very well known for the high quality of the cocoa beans.

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#### **Products & quantities**

- Fine flavour cacao beans, 90 t annually

#### **Certifications**

- Organic (EU, NOP, JAS, Biosuisse)
- Fairtrade (FLO-Cert)
- Kosher by MercoKosher

## Guatemala

### **ADDRESS**

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Kilómetro 215, Ruta a San  
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Verapaz, Guatemala 16001

### **CONTACT**

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# Kampura



The company was founded in 2011 by the Sevilla-Baltodano family with the goal to develop a sustainable, social responsible and environmentally friendly agribusiness. The plantation is located in northeast of Guatemala in the department of Izabal. The farm has a first aid clinic with a qualified nurse, that sells low cost medicine and has a programme to improve the health of our workers and the community. The land used for its development formerly had been deforested for pastures during the Guatemalan cattle frenzy, but were later abandoned.



The plantation has a total area of 550 ha, 350 ha of natural rubber, 170 ha of fine flavour cacao with genuine Mahogany and Rosewood as shade trees and 30 ha of natural forest. An additional 60 ha for cacao will be planted in the future. Guatemala has a rich cacao history, dating back to the Maya civilisation. Most of the countries' cacao plantations have been abandoned or substituted by other crops. We started our plantation with carefully selected fine flavour cacao clones and we have a project to rescue our cacao heritage by planting ancestral local varieties. This creates a unique flavour profile.



## Guatemala

### ADDRESS

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01012 Guatemala  
Guatemala

### CONTACT

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### Products & quantities

- Fine flavour cacao beans, 20 t annually



Naturkakao, S.A.



# Naturkakao

Naturkakao S.A. is a Guatemalan company, committed to the development of the country, our people, the preservation of our ancestral culture and the environment through cacao in an agroforestry system. Our story starts at the farm “Finca María del Carmen” which is located in the northern part of the country. The farm used to raise cattle before the establishment of our cacao agroforestry plantation. The cacao project started in 2013 and to date we have converted 50 ha of pastureland into an agroforestry system for fine flavour cacao, improving the soil, recovering wild life, fixing carbon dioxide, producing more oxygen through the trees and conserving our water resources.

Our vision is to expand to 500 ha working together with small scale farmers in the region. For our plantation we selected only Trinitario cultivars with excellent genotypic, phenotypic and organoleptic traits. Along with good agriculture practices and adequate post-harvest protocols, we can offer a product that meets highest market expectations. The plantation is located in a strategic point that allows us to export to customers around the world. It is near to Puerto Barrios on the Atlantic ocean, which avoids the passage of the Panama channel to reduce costs.

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## Products & quantities

- Fine flavour cacao beans, 45 t annually

## Guatemala

### ADDRESS

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# Cooperativa La Campesina



La Campesina is an organization with 459 members and partners who are cocoa producers in the northern zone of Nicaragua with 1500 hectares of cocoa.

The headquarters are located in the municipality of Matiguás, department of Matagalpa. The cooperative manages centralised post harvest centres in the municipalities of Matiguás and Río Blanco to provide an excellent service for the collection of wet cacao from the members. La Campesina employs 23 permanent staff members in management, financial administration, technical assistance for farmers, post-harvest management and quality control and in the own chocolate processing manufacture.



In addition to the service of collection and marketing of their cacao, farmers receive technical assistance, training, support in organic and UTZ certification, all this thanks to the agronomists that La Campesina employs for their members in order to considerably improve the families' livelihoods.



## Nicaragua

### ADDRESS

Mercado municipal de Matiguás,  
2½ km al este, carretera a Río Blanco  
Matiguás, Nicaragua

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

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### Products & quantities

- Fine flavour cacao beans,  
310 t annually

### Certifications

- Organic
- UTZ
- Small Producers' Symbol (SPP)



# Cooperativa Rios de Agua Viva

## Nicaragua

### ADDRESS

The Comején community  
Health center, 100 metres north  
Rancho Grande, Matagalpa  
Nicaragua

### CONTACT

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517 farmer families are our members which all together produce 900 ha of fine flavour cacao and 350 ha of Arabica coffee (natural processed coffee & washed processed coffee). We deliver following services to our members: finance, technical assistance for productivity improvement, prepayment of the harvest and loans in our own shops. Alternative technologies allow us to protect the environment and to promote equity and the generational change to improve the living conditions of our members.



We aim to be a solid and integral organisation in all processes, producing highest quality cacao in harmony with the environment, maintaining a stable, sustainable economy that guarantees business development for the member families. We are preparing organic certification of all members in 2020 and build strategic alliances with local and external stakeholders with ethical principles and values for the benefit of the cooperative, especially the socio-economic improvement of the members' families.



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### Products & quantities

- Fine flavour cacao beans, 220 t annually
- 128 t Arabica coffee annually

### Certifications

- Rainforest Alliance, UTZ
- In preparation of organic certification in 2020



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.

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