



FAIR TRADE CERTIFIED™

FAIR TRADE COFFEE COOPERATIVE PROFILE

# NICARAGUA



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## CECOCAFEN, Nicaragua



### About the Co-op

**Date Established:** 1997

**Number of Members:** 1,200

**Annual Production:** 106 containers

### About the Coffee

**Varieties:** Caturra, Bourbon

**Elevation:** 800m - 1,400m

**Processing:** Wet processing, sun drying

**Cup Characteristics:** Well-balanced cup, good body, acidity and aroma

**Harvest/Export Season:** Oct-Mar/  
Dec-Sep

**Organic Production:** 10%

**Organic Certification Agency:** OCIA

La Central de Cooperativas Cafetaleras del Norte, CECOCAFEN, is a group of nine cooperatives that comprise approximately 1,200 small producers of northern Nicaragua.

Since its establishment, CECOCAFEN has provided technical assistance to farmers and has made a commitment to follow guidelines for sustainability and preservation of the environment, including:

- Promotion of organic agriculture
- Conservation of soil and water
- Usage of solar energy in its processing plants
- Shade coffee cultivation

Fair Trade revenues helped CECOCAFEN finance a new solar processing plant, SOLCAFE, which is the leading mill in the area. Co-op farmers are now able to process their own coffee and increase their income due to a new quality control program that includes technical assistance.

The co-op has helped create social programs that have improved the standard of living for its member families, such as:

- Joint savings/credit groups for women
- Scholarships for high school, university and technical school programs for members and their children
- Community and women's health programs
- A special emergency relief program following Hurricane Mitch that provided food for the members, road reconstruction, home repair and coffee replanting



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## PRODECOOP, Nicaragua



### About the Co-op

**Date Established:** 1993

**Number of Members:** 2,318

**Annual Production:** 112 containers

### About the Coffee

**Varieties:** Caturra, Bourbon

**Elevation:** 1,200m - 1,400m

**Processing:** European, sun drying

**Bean Characteristics:** SHG, screen #17

**Cup Characteristics:** Good acidity and body

**Harvest/Export Season:** Dec-Mar/Jan-Sep

**Organic Production:** 40%

**Organic Certification Agency:** OCIA

**Shade Trees:** Guava, plantain, banana, citrus

Based in northern Nicaragua, PRODECOOP (Promotora de Desarrollo Cooperativo de Las Segovias) was founded in 1993 and now includes 45 cooperatives and more than 2,300 producers. The average coffee farm comprises 7 to 11 acres and is integrated with other crops such as corn, beans, and bananas.

PRODECOOP promotes organic farming techniques, integrated systems of production, conservation of natural resources, and economic diversification among its members.

From sales to the Fair Trade market, PRODECOOP was able to pay off bank debt and support many social programs, including:

- Administrative organization training
- An education and scholarship program for the members' children to attend primary and secondary school. The most outstanding children may also participate in a training program to become expert cuppers
- An organic production program aimed at improving the quality of coffee through environmentally-friendly production techniques
- Food support program in which food aid is given to members in disadvantaged areas
- Development of female participation. Membership includes 504 women with several women in senior management, including the CEO
- A revolving fund for building and improving members' houses

*"By selling my coffee at Fair Trade prices, my children are eating better and staying in school. Greater income has allowed me to buy a mule and reinvest in my farm."*

Santiago Rivera, member of PRODECOOP