

A LITTLE HISTORY

Coffee is an important economic activity in the municipality of San Rafael del Norte, in Jinotega, department where the largest areas are located and where the largest volumes of the country are produced.

However, due to financial limitations, the plantations experienced a marked precariousness, varying the yields between 10 and 12.8 qq gold / ha annually from one producer to another. Likewise, due to financial limitations and market access, producers were forced to sell their coffee on wet parchment or to local intermediaries at prices well below the international market.

With the objective of changing this situation, our Cooperative was founded in 2006 by 77 producers, having been granted its legal status on a multisectoral basis on November 8, 2006.

The Cooperative has an incidence in 29 communities of the municipality, with a total of 155 men and 16 women. These communities are located in the northern zone with average altitude of 1,250 meters above sea level, which makes them an appropriate area for the cultivation of high quality coffee.

PRODUCTIVE AND QUALITY ASPECTS



The average area of coffee in hectares cultivated by our associates is 3.65, with an average production of 20.15 qq gold per ha for a total amount of 624.54 ha. with an average annual offer of 12,585 quintals of gold for export.

The most cultivated varieties in the farms of our associates are: CATURRA, CATUAI, and CATIMOR under a pleasant climate with average annual temperatures of 20°C and 1,200 mm of rainfall per year.

Our coffee is characterized by the excellent quality product of the conditions of our area, which is expressed in sweet fragrances, floral, citrus and juicy chocolate, body and medium acidity, characteristic attributes of a quality grain, grown under shade of own trees of the climate of nebliselva and allowing that as a cooperative we obtain an average SCA score of 83 points.

COMMERCIAL ASPECTS



In the middle of the year 2007 takes off the service of financing and commercialization of the coffee of its associates. Basically the organization has maintained a model attached to its statutes, where the financing is totally linked to the activities of collection and marketing of coffee.

The following table presents a summary of the quantities of coffee marketed by the Cooperative as of Year 2007.



| Ciclo Cafetalero | Cantidad QQ Oro | Comprador | País |
|------------------|-----------------|-----------------------|----------------|
| 2007-2008 | 618.00 | ATLANTIC S.A. | Nicaragua |
| | 4,125.00 | ROGER'S FAMILY | Estados Unidos |
| 2008-2009 | 1,237.50 | CAFÉ DON PACO S.A. | Nicaragua |
| 2009-2010 | 4,275.00 | ROGER'S FAMILY | Estados Unidos |
| | 825.00 | COFFEE AMERICA | Estados Unidos |
| 2010-2011 | 412.50 | CAFÉ DON PACO | Nicaragua |
| | 412.50 | COFFEE ROASTER | Nicaragua |
| | 618.75 | BENCAFE | Nicaragua |
| 2011-2012 | 947.73 | SECOR | Nicaragua |
| | 412.50 | COFFEE ROASTER | Estados Unidos |
| | 412.50 | MITSUI FOODS | Estados Unidos |
| | 1,237.50 | BENCAFE | Nicaragua |
| | 5,537.84 | *CECOCAFEN | Nicaragua |
| | 2,062.50 | CAFÉ DON PACO | Nicaragua |
| | 1,650.00 | ESPERANZA COOP | Nicaragua |
| 2012-2013 | *412.50 | MITSUI & CO. LTD. | Japón |
| | 650.00 | CECOCAFEN | Nicaragua |
| | 350.00 | Intermediario Local | Nicaragua |
| 2013-2014 | 3,300.00 | ATLANTIC-STARBUCKS | Nicaragua |
| | 2,025.00 | ATLANTIC-STARBUCKS | Nicaragua |
| 2014-2015 | *418.32 | COIND Sc. | Italia |
| 2015-2016 | *418.32 | AXIOM COFFEE VENTURES | Estados Unidos |
| | *836.64 | COIND Sc. | Italia |
| | *1,254.96 | 32 CUP | Bélgica |
| | 959.58 | ATLANTIC S.A. | Nicaragua |
| 2016-2017 | 3,310.93 | ATLANTIC S.A. | Nicaragua |
| | * 836.64 | COIND Sc. | Italia |
| | *418.32 | 32 CUP | Bélgica |
| | 270.00 | COEX | Estados Unidos |
| | *1,635.26 | COIND Sc. | Italia |
| 2017-2018 | 836.64 | CAFEMA INTERNATIONAL | Suiza |
| | 825.00 | MIRITEK INC. | Alemania |
| | 2,025.00 | ATLANTIC S.A. | Nicaragua |
| 2018-2019 | *836.64 | COIND Sc. | Italia |
| | 836.64 | CAFEMA INTERNATIONAL | Suiza |
| | 830.82 | COFFEE TEAM | Bélgica |
| | 825.00 | WALTER MATTER | Suiza |
| | 412.50 | ROTHFOS CORPORATION | Estados Unidos |
| | 1,125.00 | ATLANTIC S.A. | Nicaragua |
| Totales | 50,434.53 | | |

OUR EFFORTS

COOMCAFE R.L. in mid 2013, a process of change in its collection and marketing system began, aiming to become independent of local financing and marketing activities.

This process includes the organizational and administrative aspects where there is a Board of Directors and Management committed to implementing this vital

change and the commercial aspects that include the direct export of coffee to its final destinations, obtaining coffee contracts with international buyers, the obtaining Fair Trade Certification in 2013, Organic - UTZ Certification in 2018 and the Management of Financial Resources with Foreign Entities such as Rabobank Foundation of the Netherlands.



This whole process is currently supported by the economic contribution of the PROGRESO Program of the Netherlands and NICADAPTA, NGOs such as CBI, RVO and HEIFER, who are jointly contributing to the institutional strengthening of the organization, strengthening administrative and commercial instruments, capacities and knowledge of the Management Bodies and improving the Logistic and Technological conditions of our cooperative without forgetting also to obtain the Organic and UTZ certification.

COOPERATIVA MULTISECTORIAL CAFÉ DE ALTURA R.L. *COOMCAFE R.L.*



iiii Our Reason to be ...

They are Our Associates!!!!



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