



La Federación Comercializadora de Café Especial de Guatemala (FECCEG) is a non-profit organization established to help small coffee producers in Guatemala to overcome price fluctuations and risks of the international coffee market. Their members encompass 15 organizations, associations, and cooperatives of small-scale farmers, to whom they provide resources, training, and technical assistance on organic production of special coffee, as well as honey, panela, and cacao. They also help members to increase their bargaining power in the export market.

**Impact Background**

Guatemala is the 8<sup>th</sup> largest producer of coffee in the world. However, over 125,000 Guatemalans, the majority of whom are indigenous, earn only a meager living through coffee cultivation. A 2019 USDA report concluded that only

**IMPACT OVERVIEW**

Promotion of sustainable agricultural practices and improvement of income of Guatemalan small coffee producers and farmers

No. of beneficiaries	1,500 (25% women)
No. of bio-factories established	22
No. of home gardens established	160

**COMMUNITY**



**Country**  
Guatemala

**Cities**  
Chimaltenango, Huehuetenango, Quiché, Sololá, San Marcos, Quetzaltenango

**Indigenous communities**  
K'iche', Kaqchikel, Mam, Q'eqchi', among others

a small minority of coffee farmers earn a profit from their crop. Low international prices, coffee rust, drought, and high debt loads have taken their toll. Only farmers with large plots of land, mature trees, and high yields can eke out a profit when selling to intermediaries.

FECCEG alleviates this by helping small-scale farmers improve their income by creating cost-efficiencies on the agricultural value chain, improving the quality of their produce, and increasing their bargaining power in the global market to achieve fair prices for their products.



**Impact Delivery**

FECCEG creates significant impact in its work to improve small-holder coffee farmers’ livelihoods, as well as its promotion of organic, value-added agriculture and projects that promote gender equality and food security in the Western Highlands of Guatemala. Its subsidiaries include:

Name	Role
Exportadora De Café Especial De Guatemala (ECEG)	Packages and exports members’ coffee to the United States (90%), Spain, Australia, France, Germany, Belgium and Japan where the beans command premium prices.
Kishé Foods USA	Retails Kishé, FECCEG’s own roasted coffee brand, that focuses on improving the welfare of their farmers and connecting them directly with consumers

*Technical Assistance*

FECCEG enhances the technical capabilities of members to adapt to sustainable agricultural practices, improve productivity, and comply with organic standards. It operates more than 20 mini “bio-factories” and works with a team of agronomists who teach Integrated Farming techniques, ancestral farming practices (e.g. vermiculture and organic pest control), and postharvest practices that help the producers prepare for the next coffee season. Members are also guided to secure Organic and Fair Trade certification which allow them to command a premium for their products and protect themselves from volatile international coffee prices.

*Resources and Training*

FECCEG operates its own coffee drying unit, quality control laboratory, and warehouse, where it is able to provide its members drying, packaging, and marketing services.

They also help their members undertake other income generation initiatives. FECCEG’s agronomists promote crop diversification enabling producers to lessen their dependence on the highly volatile global coffee market. FECCEG supports farmers in beekeeping, and in growing sugar cane, cacao, and cinnamon. To date, over 150 home gardens have been established, and almost USD 300,000 of additional income has been generated for members.