ICO
World Coffee Conference
Guatemala

“Central America in the Coffee World”

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Central America in the Coffee World

Total Area
423,597 km²

Total population
37,689,203 inhabitants
Coffee in Central America

Coffee plantations

886,592 ha

288,366 Producers

1,425,000 Workers

Source: CA coffee organizations

Guatemala

Coffee Plantations

276,000 ha

90,000 Producers

473,000 Workers
El Salvador

Coffee Plantations

145,000 ha

23,500 Producers

183,000 Workers

Honduras

Coffee Plantations

237,000 ha

78,270 Producers

413,000 Workers
Nicaragua

Coffee Plantations

129,911 ha

43,182 Producers

195,000 Workers

Costa Rica

Coffee Plantations

98,681 ha

53,414 Producers

161,000 Workers
Coffee forest

Largest agro forestry system in Central America

Benefits of coffee forests

A single tree can absorb up to a ton of CO₂ in its lifetime

- Coffee forests fix 40 million metric tons of Carbon
- Coffee forests play a vital role in capturing water
- Protect soils against erosion
Refugee to biodiversity

Agro forestry systems, like coffee, form diverse ecosystems becoming a refugee for:

- More than 700 species of resident and migratory birds
- Arthropods
- Amphibians and reptiles

Exports by Country
Last 10 years

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Million 60kg-bags
World and Central American Exports

World Washed Arabica Exports

Central America 10,430,000 60 kg-bags

Total Washed Arabica Exports 30,138,927 60kg-bags

Central America 35%

Other Washed Arabicas 65%
U.S. Imports 08/09
Total 21.5 million 60 kg-bags

- Brazil: 21.3%
- Colombia: 19.1%
- Vietnam: 10.9%
- Central America: 22.2%
- Other: 21.1%
- Mexico: 5.4%

Central American Consumption 08/09
1.6 kg per Capita

- Costa Rica
- El Salvador
- Guatemala
- Honduras
- Nicaragua
- Total
Main Challenges

- Meet the growing demand
- Deal with climbing costs
- Financial instability
- Labor scarcity
- Weather

Meet the growing demand

- ICO statistics
- Coffeehouses reported sales increases of 3.5% in the last quarter of 2009 outpacing all other foodservice sectors
- 67% of retail members reported increases in whole-bean sales.
- Estimates for year 2020 range from 8 to 10 million bags increase of specialty washed arabicas
- Good outlook
Main Challenges

• Meet the growing demand
• **Deal with climbing costs**
• Financial instability
• Labor scarcity
• Weather

Coffee and Oil Prices

![Chart showing Coffee and Oil Prices over time in U.S. Dollars](chart.png)
Main Challenges

- Meet the growing demand
- Deal with climbing costs
- **Financial instability**
- Labor scarcity
- Weather

Central America
Private Sector Credit Growth
Years from: 2006 to 2009

Year to Year Variation (%)
New Plantation Cash Flow
at $175.00 FOB

Main Challenges

- Meet the growing demand
- Deal with climbing costs
- Financial instability
- **Labor scarcity**
- **Weather**
Main strategies

- Increase productivity
  - Better farming techniques
  - Select more efficient varietals
- Improve quality with consistency
- Establish traceability
- Closer coordinated efforts between all actors in the coffee chain
- DELIVER A HIGHER QUALITY PRODUCT TO THE CONSUMER