

BRIEF ORGANIZATIONAL PROFILE- COMSA

Name of Organization: Café Orgánico Marcala Sociedad Anónima (known as COMSA)

Geographic location: Rural communities in Marcala, Department of La Paz, Honduras

Brief History: The group was established in 2001, coming to the end of the international coffee price crisis, and thanks to the initiative of FUNDER, development organization that supported COMSA in the first years as a rural bank. The aim of the founders was to establish the capacity to be independent from the local intermediaries. The founding group of members was also focused on further developing and promoting organic agricultural practices. 1997. Since obtaining Fairtrade certification in early 2008, the organization has been on a continuous growth path in terms of membership, infrastructure and sales volumes. In 2012, COMSA invested in a farm known as “La Fortaleza” (the Fortress), which they intend to develop in terms of research and development facility in organic agriculture as well as a tourist facility. COMSA was one of the first organizations in Honduras to develop a small niche market for its coffee in Japan.

Number of members: 739. 539 Men and 200 Women

Number of Employees: 50 Permanent (14 female, 36 males). 83 Temporary (61 females and 22 males- during harvesting period)

FLO ID: 4241- Certified since 2008

Estimated Production Capacity: 3,402 Metric Tons of Green Coffee

Altitude: 1050-1700 Meters above Sea Level

Varieties: Katimor, Lempira (until the onset of Rust disease in 2011-2012 main varieties were Katurra and Katuai), ICATU

Certifications: Fairtrade, Organic, Utz Certified, Rainforest

Export Mechanism: Own Processing and Export Facility

Principal Buyers: Equal Exchange (USA) Sustainable Harvest (USA) HACOFCO (Germany) and a number of others in Europe. Also Japanese buyers

Amount of Fairtrade Premium: Harvest 2013-2014- The cooperative generated almost 30,000,000 Lempiras (Just under US\$ 1,200,000) in the last harvest. This represents sales of around 2,722 Metric Tons of green coffee under Fairtrade conditions

Use of Fairtrade Premium: Of the 30,000,000 Lempiras income from Fairtrade premium in 2013-2014 harvest 25% was spent on productivity and quality- Technical support to farmers to improve quality and support recovery from Rust

disease: Improved Processing infrastructure 20%, 15% to the members in improved price, education projects 10%, Training 10%, Research and Development 10% and Administration 10%

Future Goals:

- To further develop its own reserve via Fairtrade premium
- To develop services offered by its own credit union facility "Bancomsa"
- To increase the assets of members by increasing levels of production and productivity, stimulate savings and investment and the efficient use of resources. This also applies for the cooperative itself.
- To further develop the facility "La Fortaleza"
- To actively contribute to improved educational opportunities for the children of the members and of the community in general
- To further promote the full participation of women in all areas of the work of the cooperative