



ssnup

Smallholder Sustainability
Upscaling Programme

IMPROVING THE OPERATIONS OF COFFEE PRODUCERS' ORGANISATION IN GUATEMALA



Africa



Latin America



Asia



Financial services delivery



Capacity building for end
beneficiaries



Market access and
product development



Management systems
improvement

CONTEXT

Guatemala is the largest economy in Central America in terms of population (20 million inhabitants) and economic activity. Over the past two decades, the country has maintained an average annual growth rate of 3.5% but it remains a country of deep contrasts, known for its rich cultural heritage and geographic diversity, but also marked by persistent social and economic inequalities. Most of the population lives in rural areas and works in the informal sector, while a smaller urban population enjoys better living conditions and access to formal services. Guatemala is also highly vulnerable to natural disasters and environmental challenges, including frequent earthquakes, hurricanes, and droughts.

CURRENT STATUS OF THE BENEFICIARY ORGANISATION

Established in 2006, Federación Comercializadora de Café Especial de Guatemala (FECCEG) is a civil organisation made up of 16 small producer organisations, of which 11 are cooperatives and 5 are associations. Through its member organisations, it has a presence in 17 municipalities in the departments of Chimaltenango, Huehuetenango, Quetzaltenango, Quiché, San Marcos, Sololá, Alta Verapaz and Baja Verapaz. FECCEG currently works directly with 1,550 producers, transferring technological packages to them with the aim of improving organic production and increasing productivity to offer quality products in volumes that are marketable nationally and internationally. It has been exporting coffee since 2010.

OBJECTIVE OF THE PROJECT

The objective of the project is to improve the administrative, accounting, and financial management of the organisation for FECCEG to ensure its good performance and long-term sustainability.

The expected results of the project are:

- Implement a new accounting system enabling proper assessment of the financial situation of the FECCEG and secure processing of transactions.
- Train the accounting department on the new system.
- Develop a roadmap for each small producer organisation for better organisation and improved sustainability.

IMPACT INVESTOR

Sidi Solidarité Internationale
pour le Développement
et l'Investissement

BENEFICIARY ORGANISATION

FECCEG (cooperative) –
Guatemala, serving a total of
1,550 smallholder farmers

AGRICULTURAL VALUE CHAIN

Coffee

STARTING DATE

October 2025

DURATION

12 months

TOTAL TA BUDGET

€ 23,391
Including € 18,400 (79%)
contribution from SSNUP



SSNUP c/o ADA asbl | 39, rue Glesener | L-1631 Luxembourg
T. +352 45 68 68 | www.ssnup.org | ssnup@ada-microfinance.lu