



THE COFFEE MARKET SYSTEM IN EL SALVADOR



Opportunities for supporting renovation and rehabilitation

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About this document

This market system assessment was completed as part of the baseline assessment for the Maximizing Opportunities for Coffee and Cocoa in the Americas (MOCCA) project. For more details on how this market system snapshot was taken, see Wiegel et al., 2020. Coffee and Cacao Market Systems in the Americas: Opportunities for Supporting Renovation and Rehabilitation. The document can be found here: <https://hdl.handle.net/10568/108108>

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Disclaimer

The opinions and comments in this document do not necessarily reflect the opinion of the International Center for Tropical Agriculture, TechnoServe or Lutheran World Relief. Any errors are solely our fault.

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HOW TO READ THE COUNTRY SNAPSHOT

Country snapshots are a description of the baseline situation of the core market system for coffee or cacao in MOCCA countries at the **national** level based on rapid appraisals carried out in each country.¹ The level of detail presented is to some degree a reflection of the complexity and maturity of the sector in each country. We would not expect the market system for a new crop, in a small sector, in a small country, to necessarily be as developed as that for a historical crop, in a large sector, in a large country. Country Snapshots are available for coffee and cacao market systems in El Salvador, Guatemala, Honduras, Nicaragua and Peru, and also for the cacao market system in Ecuador. The tables and figures are described below in the order in which they appear in the country snapshots.

Figure: Map - The country map at the beginning of each snapshot uses shading to show the major cacao or coffee producing areas of the country by department/province.

Table: Cacao or Coffee in Country - provides general statistics on the country and on the sector to provide the reader with a basic contextualization of the different cases, for example the size of the sector and relative economic importance for the country. Data sources are described in the Appendix. We used sources for which similar data was available across countries. In some cases, particularly for Guatemala cacao data, we were unable to find consistent data across official sources.

Figure: The Market Map (Core Market System for Cacao or Coffee in Country) – The Market Map has three parts. The **center** shows the market chain and its principal competing channels. The market chain is the chain of economic actors (players) who own a product as it moves from primary producers to consumers. The arrows represent the flow of money, from left to right, as the product is purchased from one actor by another. Where possible, we have mapped this for different qualities of coffee/cacao and added numbers of actors or market share where available. This section helps to understand chain structure and to think about systemic efficiency. The **top** shows the rules and business environment including policies and institutions (influencers) that shape the market system. These are organized from left to right based on the year in which they became an influence on the market system, with the most recent on the left and the oldest on the right. This section helps identify policies or institutions that are influencing how the chain works. The **bottom** shows the services, for example business and extension services, that support the market chains operation at any point along the chain. These are organized as much as possible based on actors or part of the chain for which they provide a service, with services on the far right most relating to production and those on the far left most relating to exports. This section helps identify key services or missing services and link services with users within the chain.

Figures: Key Supporting Market Systems – These market system doughnut diagrams unpack some of the **supporting functions** for the coffee and cocoa market systems identified as areas for intervention in MOCCAs Theory of Change, including technical assistance, research, genetic material and financial services. The doughnut is a simplified Market Map where the center shows a generic supply and demand function for the support service of interest. The **top** of the doughnut shows the services that support the provision of the core service and the **bottom** of the doughnut shows the rules that shape the provision of the core service. Where this service or regulating function is predominantly associated with a single or few actors, and space permits, they are named. Using technical assistance as an example: Technical assistance provided to farmers is at the center of the diagram, and described briefly in the text underneath the diagram in terms of who provides the service, who pays for the service, the nature of the service, and the key supporting functions and regulations. In the top of the diagram we have listed supporting functions identified that enable technical assistance to be provided to farmers including training of extension agents, funding of technical assistance, production of content, research, etc. In the bottom of the diagram we have listed all of the rules, regulations, institutions that influence how technical assistance is provided to farmers, for example an entity that certifies technical assistance providers or dictates content or the methodology used to provide technical assistance to farmers.

¹ For more information on methods, see Wiegel et al., 2020. Coffee and Cacao Market Systems in the Americas: Opportunities for Supporting Renovation and Rehabilitation.

COFFEE IN EL SALVADOR



Figure 1 Main coffee producing areas

The coffee sector in El Salvador is comparatively small, dominated by large farms, and struggling to reemerge over the past 15 years from heavy indebtedness and low productivity. The sector has historically been driven by exporters who buy coffee from farmers in cherries. On the one hand, this practice allows for the standardization of quality control post-harvest, but on the other, it concentrates power and benefits in the hands of processor/exporters, not farmers, particularly small farmers. El Salvador did not recover well from the 2001 coffee crisis and was hit hard again by the 2012/2014 leaf rust crisis. Public emergency funds were mobilized at both times to save the sector, which is still heavily indebted. Around 80% of exports by volume come from large farms, who are about 20% of producers. El Salvador is a small specialty coffee origin known for high quality coffees with truly special characteristics such as single estate, or even single variety offerings that are difficult to find elsewhere. Just over 50% of exports sell at differentiated prices, mostly based on quality, not necessarily certifications. The other 50% is commercial grade coffee with 11% being low grade (1).

Due to the large number of small coffee farmers as well as the importance of coffee forest cover for overall tree cover in El Salvador given its location along all of the major mountain/volcano ranges, the government has continued to prioritize the coffee sector for investment to meet targets for rural poverty reduction and environmental conservation including climate commitments. By 2010 Fundación Salvadoreña para Investigaciones del Café (PROCAFE), an important coffee institution in El Salvador for

Table 1 Coffee in El Salvador²

COUNTRY FACTS AND FIGURES	
Population (rural)	6.4 million (33%)
Farmers	395,588
GDP per capita	7,292 USD
HDI Rank	121 (Medium)
Poverty (rural)	29% (38%)
PRODUCTION	
Coffee farmers, #	23,751
Associated farmers, %	nd
Area harvested, Ha	128,035
Production, MT	39,460
Global rank among producing countries	17
Yields, MT/Ha	0.308
% of area needing R&R	24%
R and R potential	100+%
Climate risk	27%
EXPORTS	
Exports (green beans), MT	29,402 (100%)
Exports, USD	109 million
% of all export value	2%
Principal markets	USA 44% Japan 13% Germany 8% England 7% Belgium 5%
Export Price (USD/MT)	3,726
Quality	51% differentiated
Certifications	Sustainable
CONSUMPTION	
Imports, MT (green)	6,386 (18%)
Imports/Exports, volume	22%

² See Appendix for data sources.

research and training, had pretty well disappeared. While the Consejo Salvadoreño del Café has survived, their role is limited to exports and sector statistics. After the 2012 coffee leaf rust crisis, the government created CENTA Café to respond to the need for renovation in the sector. This program has mostly focused on production and distribution of seedlings, and technical assistance to farmers. The government has also played a large role in finance for the sector, creating trusts, emergency support, renegotiating repayment, subsidizing credit and refinancing, among other measures. Development cooperation, particularly from the US and development banks such as Banco Centroamericano de Integración Económica (BCIE) and IDB, have also invested in the sector funding technical assistance, research, credit, and supporting renovation and market access. The shared concern is that if coffee does not remain a viable livelihood option, the tree cover sustained by coffee plantations in El Salvador will be lost, with devastating impacts for water, climate, erosion and other ecosystem services. While the private sector recognizes the efforts the government has made to invest in the sector, they criticize the quality of plants distributed and technical assistance provided which they believe will severely limit the impact of those investments.

Three large exporters (Ecom, Fundación Comercial Exportadora (COEX), Unión de Exportadoras (UNEX)), plus three large cooperatives (Cuzcachapa, La Majada, Sociedad Cooperativa de Cafeteros de Ciudad Barrios (CAFECIBA)) dominate the coffee industry in El Salvador from harvest to export. All play a role in access for farmers to technical assistance, plants for renovation and financing whether that be through their own resources or channeling resources from development cooperation or the government. The exporters in particular are criticized by government and small farmers for not transferring the benefits of commercial transactions back to farmers. Conversion rates for coffee berries to dry beans are not standardized and it is felt that buyers take advantage of farmers in establishing prices. The Consejo Salvadoreño del Café, funded through a levy on exports, brings together representation from different actors within the sector but their capacity to act or mobilize within the sector is limited. Asociación Salvadoreña de Beneficiadores y Exportadores de Café (ABECAFE) brings together exporters and represents the interests of this sector, while Asociación Cafetalera Salvadoreña (ACAFESAL) represents farmers and Unión de Cooperativas Productoras de Café (UCAFES) represents cooperatives. All three sit on the Consejo and the Mesa Nacional de Café coordinated by the government.

Major concerns within the sector include the heavy indebtedness, further complicated by the current low prices; the lack of a strong institution to lead the sector including absence of any research institution; the quality of the renovation supported by the government, particularly genetic material used and the fact that many farmers used plants to repopulate old plantations instead of renovating complete areas; the challenges posed by climate change, particularly for lower elevation areas where smaller farmers are concentrated; and the possible environmental crisis that could ensue should unproductive coffee areas be converted to annual crops. At the same time, there is an increasing effervescence around specialty coffees with innovative approaches to differentiating coffee for the export and internal markets. Single origin, single estate, single variety are some of the novel origin coffees El Salvador has to offer. Internally, participation in Cup of Excellence events, barista trainings and competitions are on the rise, along with an increase in coffee shops and consumption of quality coffee.

RENOVATION AND REHABILITATION IN COFFEE IN EL SALVADOR

In response to the leaf rust crisis, several initiatives including the government CENTA Café, a USDA funded project implemented by NCBA CLUSA, and the Starbucks One Pound, One Tree initiative implemented by exporters, among others, have supported the production and distribution of coffee seedlings. Most have promoted rust resistant varieties that also require different management practices, particularly fertilization. The government alone has distributed almost 48million plants since 2014. While large plantations tend to renovate or rehabilitate areas periodically, smaller farmers tend to replace unproductive plants within existing coffee plots, with plants produced with seed from their farm. Recopa, or Stumping, is the most common pruning technique used for rehabilitating plantations. Other techniques such as *agobio* are used but are no longer recommended. Farmer organizations play an important role in production of seedlings, inputs provision, TA and even credit for farmers to support R&R.

Several concerns were raised, particularly in the focus groups with extension agents and farmers organizations, around these initiatives. One concern is that the bulk of plants distributed by the government were procured from registered nurseries but without certification of genetic material, so while the sanitary and health aspects of the plants were monitored, there was inadequate control of the genetics in the plants distributed. This is further compounded by the fact that most farmers do not renovate plots on their farm but they tend to replace unproductive trees. This means that the end result of most of these renovation efforts is to further diversify the varietal mix found in farmers plots. This not only complicates processing and quality, it also complicates management both in terms of the needs for fertilization, but also for R&R itself. Farmers and technicians explained that for traditional varieties like borbon, bending trees to stimulate new growth is a common practice. Newer varieties, however, are not as flexible. So along with new varieties, also come new R&R techniques, and if each plot is a mix of different varieties and ages, this is complicated even further. Different initiatives also distributed or promoted different varieties and different R&R techniques, creating confusion among farmers about what advice to follow. Some farmers are already switching back to traditional materials to ensure quality and price, making a double investment.

CORE MARKET SYSTEM FOR COFFEE IN EL SALVADOR

The market system for coffee in El Salvador is comprised of small and large farmers, some organized in cooperatives, who mostly sell their coffee cherries to processors who also export. This is the principal route for commercial grade and certified coffee. Farmers who are members of one of the three large cooperatives sell their coffee also in cherries to the cooperative who handles post-harvest processing and exports to international markets. Smaller farmers, associated with smaller cooperatives, also collectively process and sell their coffee to exporters (not processors) who in turn export to international markets. While a few exporters specialize in the specialty market, all players are moving into that market with processor/exporters such as Ecom or UNEX increasing interest in single origin, estate, micro lots or other differentiating characteristics to improve sale margins. In El Salvador one can envision three distinct market systems, one in which large farms or estates, located in higher altitudes, sell certified or differentiated coffees directly or through processors/exporters for specialty markets with interesting price differentials. In a second channel, small farmers, located in lower altitude areas more vulnerable to climate change, sell commercial grade coffee to processors/exporters. A third, smaller category, are farmer cooperatives who process their own coffee and sell to either commercial or differentiated markets through exporters, on the domestic market, or by exporting directly. The major suite of regulations is related to government initiatives designed to respond to the financial crisis in the sector. Support

functions including technical assistance, finance and production of seedlings are in place but are fragmented with different providers serving different target groups with different objectives. Huge uncertainty, particularly within the small farm sector, related to prices, profitability, productivity, renovation and dependence on public investments distort market signals, making it difficult to assess returns to investment in coffee versus other livelihood options.

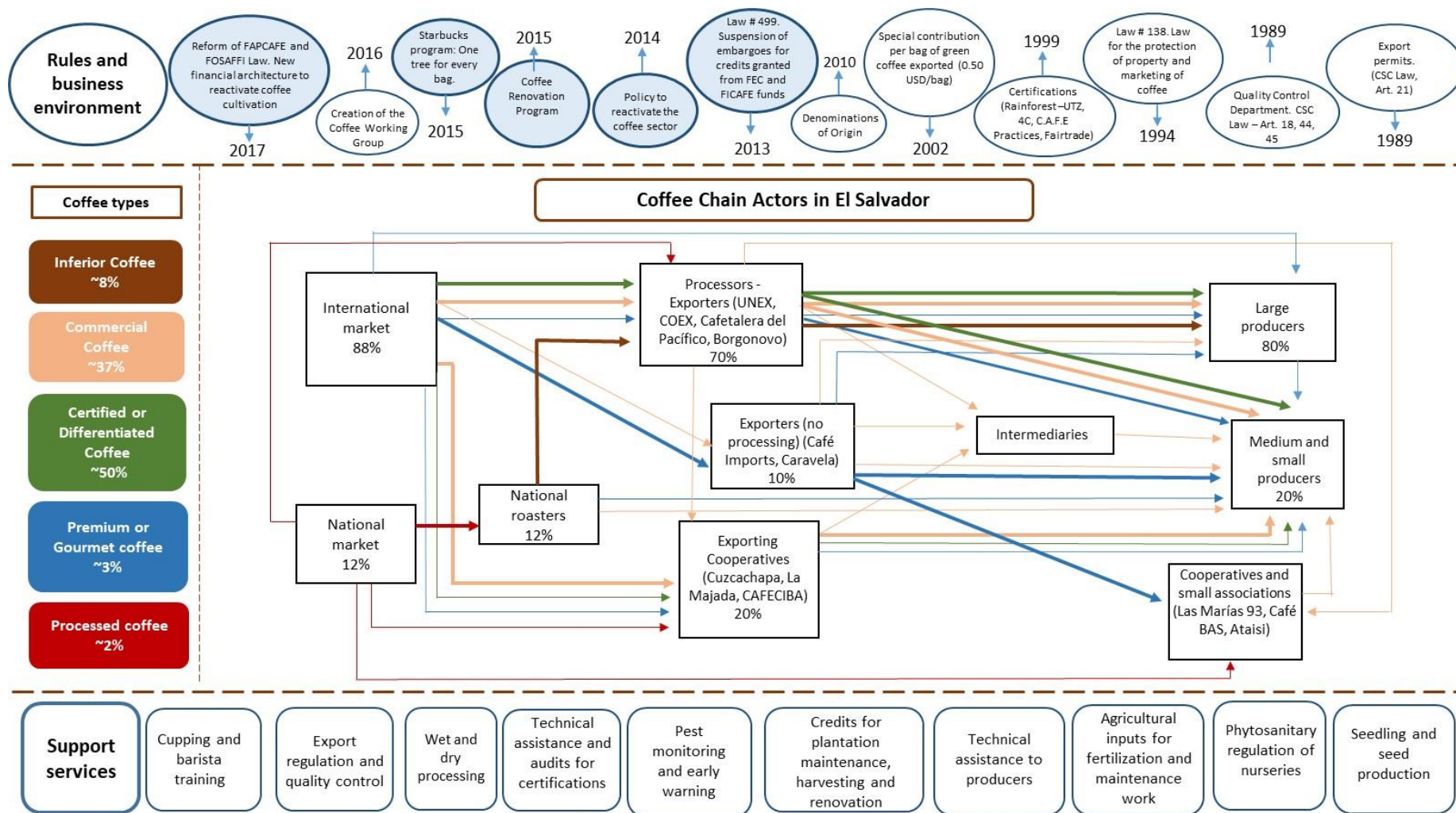


Figure 2 Core market system for coffee in El Salvador

KEY SUPPORTING MARKET SYSTEMS

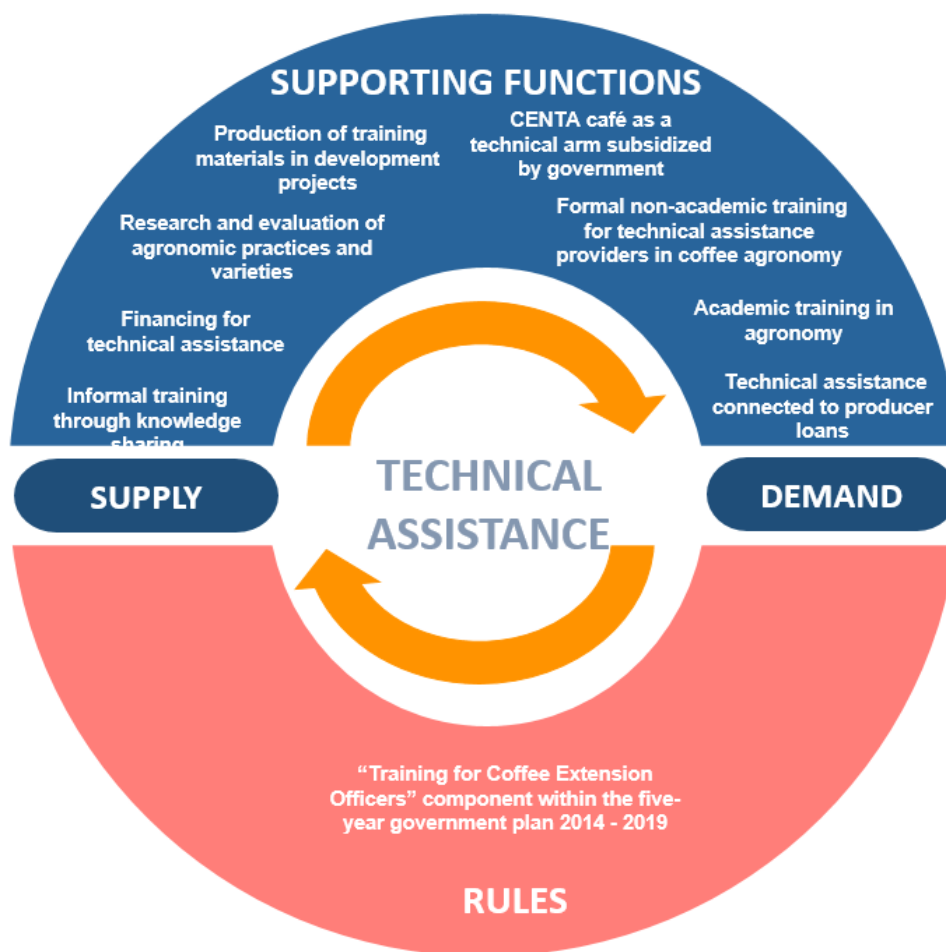


Figure 3 Market system for technical assistance for coffee in El Salvador

Technical assistance for coffee farmers in El Salvador is provided by four main categories of actors. CENITA Café provides TA to around 3300 small and medium farmers in need of renovation. The service is paid for by public funds via loan. The major focus is on provision of seedlings for renovation complemented with Farmer Field Schools that meet up to three times a month. Exporters provide TA to their clients funded through coffee sales and partnerships with buyers i.e. Starbucks. Larger clients can receive farm specific management plans, and smaller clients, largely those with loans from the exporter, receive TA oriented towards ensuring loan repayment through harvest. Methods include field days, FFS and farm visits. NGOs provide technical assistance funded through donor funds focused on seedling production and fertilization. Cooperatives provide technical assistance as funding permits.

Support functions for TA include training for TA providers through higher education in agronomy which includes coffee content and training courses offered by employers. Funding for TA from donors and government as well as exporters is an important support function. Research on varieties and agronomic practices contribute new content for TA. CENITA and NGOs have produced training materials that support TA for coffee. Linking loans to TA also supports service provision.

The only regulation mentioned as influencing TA is the inclusion of training for extension officers in the government 5-year plan which should ensure investment in human resources in coffee.



Figure 4 Market system for research in coffee in El Salvador

Research in coffee in El Salvador is carried out by CENTA Café, WCR, and The Borlaug Institute. CENTA is relatively new to coffee (2012) and carries out research with public funds on pests and diseases, agronomic practices, and genetic characterization. WCR does research as part of regional and global trials to evaluate varieties and agronomic practices. Research sites across different countries are funded by industry members of WCR and by development cooperation funds. The Borlaug Institute carries out research to evaluate rust resistant varieties funded by US government. WCR and the Borlaug Institute coordinate with local partners, especially to access sites to install the research trials. CENTA research is connected to dissemination through technical assistance provided by CENTA but formal dissemination networks for coffee research beyond the direct networks of each research institution are not well defined and there is no single entity that coordinates across research. Funding is ad hoc and does not respond to nationally determined priorities.

Support systems for research include partnerships with international research institutions and PROMECAFE plays an important role. WCR has an experimental farm and a network of experimental plots that could be taken advantage of to advance the national research agenda, in addition to WCRs global research agenda. This is also true for the Borlaug Institute and both are creating capacity of farmer

collaborators to monitor and take data in plots. Supporting engagement of national researchers with these initiatives can contribute to research capacity in-country.

Regulations relevant to the sector were not identified. Public sector research in El Salvador is influenced by government priorities. WCR global research guidelines influence the agenda of WCR in El Salvador.

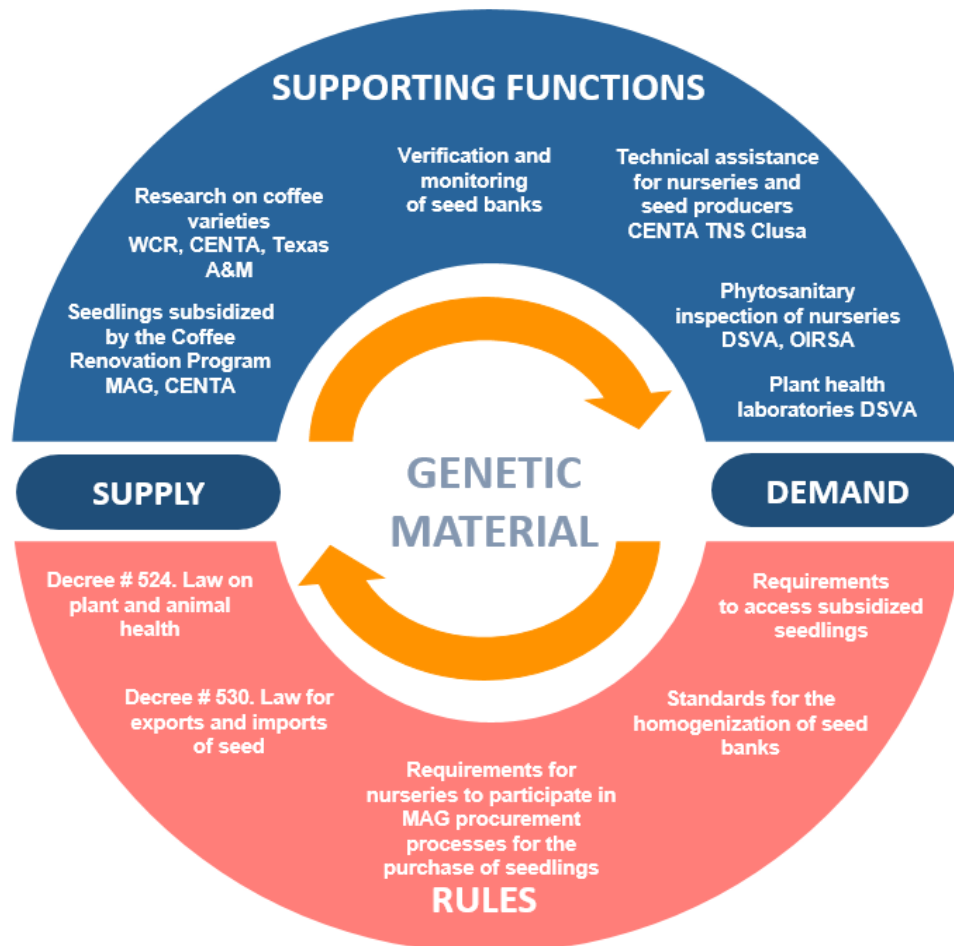


Figure 5 Market system for genetic material for coffee in El Salvador

Genetic material - Most farmers produce plants on their farms with their own seeds, or seeds purchased from PROCAFE or other farmers. Over the past five years there have been several large initiatives distributing coffee plants. CENTA has worked to distribute seed and to train seed producers and nursery operators. Genetic material was verified for 18 seed producers, but there is not a way to certify these seeds under current regulations. There are at least 150 commercial nurseries, some formally associated. Seedlings are paid for and delivered to farmers through initiatives to support renovation including CENTA-Café, exporters/ Starbucks, and NGOs. CENTA Café uses public bids and selected nurseries are supervised by DSVa and OIRSA to ensure good genetic material and healthy plants are distributed. Despite this supervision, there is a great deal of criticism about the quality of seed used and the quality of plant delivered. Cuzcatleco was the variety most distributed. NGOs (CLUSA El Salvador, TNS) have worked to build the capacity of smaller nurseries for low cost production of coffee plants. Under the Starbucks program One tree for every bag, exporters import marsellesa seed from Nicaragua and produce plants at nurseries in El Salvador to be distributed to farmers, funded by Starbucks from coffee profits.

Support functions for genetic material include research to evaluate local and international varieties; government inspection and verification systems in nurseries; support from R&R programs for production and distribution, and capacity building for nursery managers.

In addition to regulations governing seeds and nurseries, the requirements CENTA uses to procure plants from nurseries as well as the requirements for farmers to access subsidized plants are having an important influence on how plants are produced and how they are distributed.

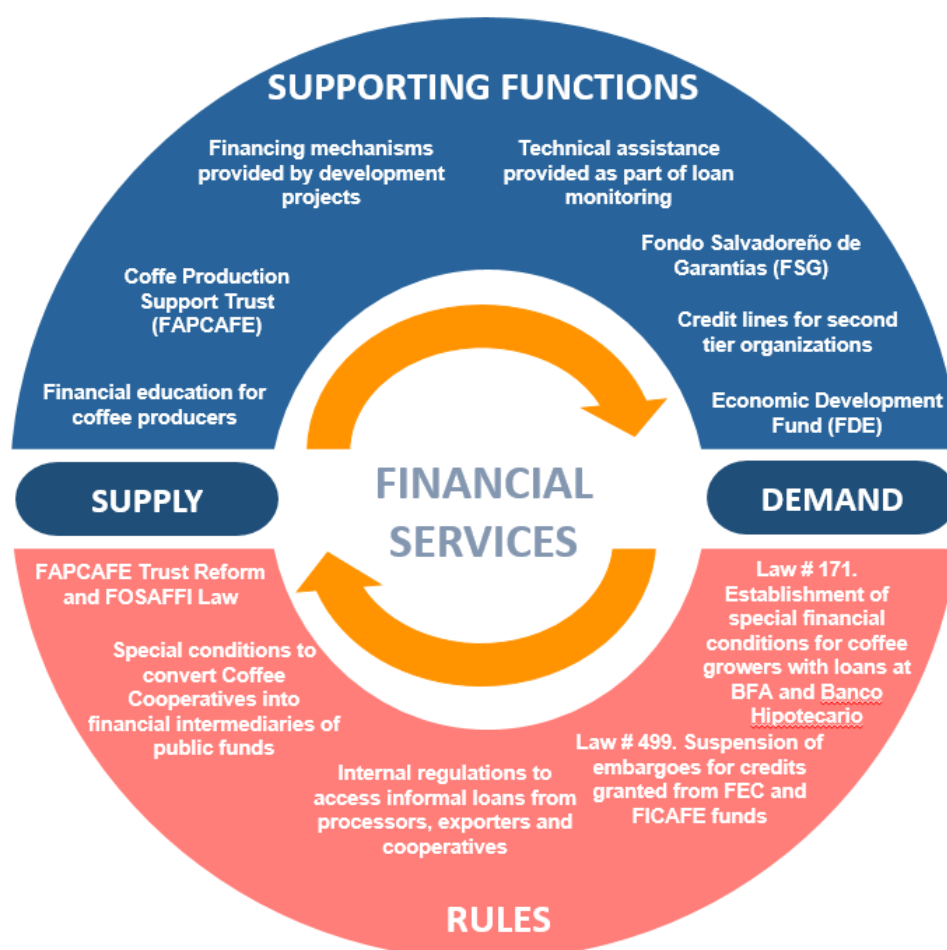


Figure 6 Market system for financial services for coffee in El Salvador

Financial services for coffee farmers in El Salvador come from two main sources. The government has worked since 2000 to develop a diverse offering of financial products for the coffee sector, including for harvest, processing, renovation, etc. through direct funds and trusts (fideicomiso). Banco de Desarrollo de El Salvador (BANDESAL) is the second-tier public bank that manages these funds and Banco Hipotecario and Banco de Fomento Agropecuario (BFA) are the main banks that lend to farmers and cooperatives. Access by small farmers to these funds has been limited as many are indebted or otherwise not bankable. To overcome these challenges, coffee cooperatives have also been authorized to manage funds in support of their members with four playing this role to date. The second source of financing is provided by buyers to their clients usually to support harvest costs and is repaid with harvest. Some inputs suppliers also provide inputs on credit, but these are suspended in the context of the current crisis.

Supporting functions for financial services include several trusts, guarantee and other public funds supporting the sector. Financial education and technical assistance for coffee farmers also support farmers to manage their loans responsibly. Credit lines for second tier funders so they can lend to coffee farmers and financing mechanisms supported by development projects.

Since the coffee crisis in 2000, the government of El Salvador has implemented a series of regulations to create and modify different financial instruments in the service of the coffee sector. Two regulations of interest are the special conditions to allow coffee cooperatives to intermediate financial services for farmers and the rules that govern loans from exporters and processors as they relate to the potential for market system players to provide financial services to farmers.

RELEVANT INITIATIVES IN THE SECTOR

- **Café Resiliente en Centroamérica, \$5 million, 2015-2020, The Borlaug Institute/USAID:** This project is centered around the validation of rust resistant coffee varieties and climate smart coffee management practices. While it is not a large project, many actors in the sector consider it to be a high impact project.
- **New operations, IDB and IDB Invest, 2020-2025, 100+ million, CENTA/MAG and exporters:** The IDB is currently working with the Government of El Salvador to design a loan (Valoración de Servicios Ecosistémicos de la Franja Cafetalera) to reactivate the coffee sector including renovation of coffee as well as conversion to other agroforestry systems. This will be a large operation with an expected contribution of 45million from the Green Climate Fund. IDB Invest, the private sector window of the IDB, is also developing a new operation (Caficultura climáticamente inteligente en El Salvador) with the three major exporters to support renovation of large coffee plantations.
- **Programa de Renovación Cafetalera de Alta Productividad, Sostenible y Resiliente en El Salvador, \$86 million, 2018-2022, MAG/BCIE:** In 2019 the National Assembly approved a loan from BCIE to renovate coffee plantations. This large initiative to be managed by the public sector will continue CENTA Café activities under the current renovation plan including distribution of rust resistant coffee varieties, access to credit, innovation, technical assistance, and marketing.

ENTRY POINTS FOR MOCCA

- **Complement ongoing public and private sector investments in renovation** – Since 2014, at least 30,000 Ha³, almost 25% of total coffee area, have been renovated in El Salvador. Public and private investments in renovating new areas will continue over the next few years. There is a huge need, and opportunity to support these new areas as they come into production including technical assistance and access to inputs to ensure plants and plots develop a healthy productive structure, as well as market access including post-harvest management, quality and marketing models.
- **Support development of a differentiated national strategy to address the coffee crisis** – In El Salvador, not all coffee areas are created equal, and altitude is a major determining factor for future climate impact and even current profitability of coffee farms. For new areas, MOCCA could help to organize recommendations on planting material, agroforestry arrangements, climate smart production practices, and alternative crops by altitudinal zone based on recent studies by CIAT and others on the future impacts of climate on coffee production in El Salvador. IDB, MAG, CENTA,

³ Calculation based on reported numbers of plants distributed by CENTA and others.

Ministerio de Medio Ambiente y Recursos Naturales (MARN) and CIAT have already begun this work and WCR, the Borlaug Institute and CENTA have already begun work on varietal resilience. Bringing this together could help improve recommendations for investments, financial services, technical assistance, seedling production, even post-harvest processing recommendations for areas with distinct coffee potential or challenges within the country. Cacao has been seen as an alternative to coffee and this work could cross crops to understand where and under what conditions cocoa is an alternative and where additional alternatives need to be identified. This exercise would be of use and interest to the private sector as well. This should also consider national climate commitments and how climate subsidies should be used to drive market-based solutions in the sector. There is already one large GCF project underway in the country and another is under development.

- **Strengthen the market system for seeds and seedlings** – Given the number of commercial nurseries and the volumes of purchases of seedlings for distribution through public, private and NGO programs, there is an opportunity to work with those who are procuring seedlings to promote best practices or specific genetic materials, and with nurseries to build capacity and support systems. Public sector investments in plant distribution under the loan from BCIE and private sector investments under the Starbucks plant distribution program will continue for the near future. This provides an opportunity to use these investments to drive changes in the sector and ensure quality of new coffee plantations as well as cost effective models for seedling production.
- **Explore market niches for small farmers** – El Salvador is becoming known as an origin with a diverse offering of coffee attributes. Yet much of this innovation and capturing of value added is happening at the level of larger estates. MOCCA should explore opportunities for small farmers to engage in high end coffee niches for the international and domestic markets, not just certifications. The specialty coffee and barista boom, as well as the increased interest from exporters in El Salvador should provide opportunities for experimentation.

WORKS CITED

1. **Consejo Salvadoreño del Café.** *Estadísticas Cafetalera al 30 de Junio de 2019. Informe Oficial.* [En línea] 2019. <http://www.csc.gob.sv/estadisticas/>.

APPENDIX: Sources used for table included in the country snapshot

Data	Source
Population (rural)	FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/OA Data for 2017
Farmers	Ministerio de Economía (2009). IV CENSO AGROPECUARIO 2007-2008, El Salvador, C.A. http://www.fao.org/fileadmin/templates/ess/ess_test_folder/World_Census_Agriculture/Country_info_2010/Reports/ESV_SPA_RES.REP_2008.pdf
GDP per capita	WDI World Bank (2019). Data online: https://data.worldbank.org/indicator/ny.gdp.pcap.cd Data for 2017
HDI Rank	Data - Human Development Reports – UNDP (2019). Data, online at http://hdr.undp.org/en/data# Data for 2017
Poverty (rural)	WDI World Bank (2019). Data online: https://datos.bancomundial.org/indicador/SI.POV.NAHC?view=chart Data for 2017 (2014)
Coffee farmers, #	Consejo Salvadoreño del Café. 2019. Registro de Productores.
Associated farmers, %	Agencia de los Estados Unidos para el Desarrollo Internacional. 2017. Renovation & Rehabilitation for Resilient Coffee Farms: A Guidebook for Roasters, Traders and Supply Chain Partners. And Key informant interviews.
Area harvested, Ha	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data for 2017
Production, MT	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data for 2017
Global rank among producing countries	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019 online at http://www.fao.org/faostat/es/#data/ Data for 2017, countries ranked by Production, MT
Yields, MT/Ha	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data for 2017, calculated as Production/Area harvested.
% of area needing R&R	Agencia de los Estados Unidos para el Desarrollo Internacional. 2017. Renovation & Rehabilitation for Resilient Coffee Farms: A Guidebook for Roasters, Traders and Supply Chain Partners.
R and R potential	Agencia de los Estados Unidos para el Desarrollo Internacional. 2017. Renovation & Rehabilitation for Resilient Coffee Farms: A Guidebook for Roasters, Traders and Supply Chain Partners.
Climate risk	Calculated as percent of currently suitable land requiring transformational adaptation by 2050 using data from: Bunn, Christian; Lundy, Mark; Castro, Fabio, 2018, "Replication Data for: The impact of climate change on coffee production in Central America",

	https://doi.org/10.7910/DVN/9QUGUR , Harvard Dataverse, V1 https://cgspace.cgiar.org/handle/10568/97532
Exports, MT (beans)	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data for 2016. Total cacao exports (cacao exports unprocessed/beans).
Exports,'000 USD	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data for 2016
% of all export value	Total export value: WDI World Bank (2019). Data online: https://datos.bancomundial.org/indicador/SI.POV.NAHC?view=chart Cacao export value: Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/TP Data for 2016. Calculated as Value of all crop exports/Value of total exports
Principal markets	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data on exporting partners from 2016
Export Price Beans (USD/MT)	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data from 2016. Calculated as Exports,'000 USD/Exports, MT
Quality COFFEE	EXPORTACIONES DE CAFÉ POR CALIDAD 30 Junio 2019 AIP_ES. http://www.csc.gob.sv/estadisticas/
Certifications	Key informant interviews, major certifications used.
Imports, MT, (beans)	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data from 2016, Total imports (bean imports)
Imports/Exports, volume	Organización de las Naciones Unidas para la Alimentación – FAO. FAOSTAT 2019, online at http://www.fao.org/faostat/es/#data/ Data from 2016. Calculated as Imports, MT/ Exports, MT

**COFFEE
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**MARKET SYSTEMS
IN THE AMERICAS**

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