



## FAIRTRADE PRODUCER PROFILE



### ABOUT THE COOPERATIVE

**Date Established:** 2000  
**Number of Members:** 930  
**Annual Production:** 400 tons

### ABOUT THE COCOA

**Varieties:** Criollo & some hybrid from CATIE  
**Fermentation level:** Above 85%  
**Elevation:** Sea level to 600m  
**Climate:** Humid, sub-tropical  
**Processing:** Natural drying and fermenting; hand-sorting.  
**Harvest Season:** Year-round (40-45% in Dec)  
**Export Season:** Year-round  
**Organic Production:** 40%  
**Organic Certification Agency:** Biolatina

### CACAONICA, Nicaragua

La Cooperativa Agroforestal de Cacao de Nicaragua (CACAONICA) is a cocoa cooperative located in Waslala, a rural community in the North Atlantic region of Nicaragua. Representing more than 2,000 cocoa producers and 90 villages, the Waslala community is a pioneer in the marketing of organic cocoa. The cooperative was established thanks to the support of Promundo Humano, a German-based non-governmental organization. With technical assistance provided by Promundo Humano, members of the cooperative are able to cultivate their organic cocoa while remaining engaged in on-farm reforestation and land conservation. The members of CACAONICA began to realize their goal of selling their cocoa to the international market in 2002. CACAONICA has been Fair Trade Certified by the Fair Trade Labeling Organization (FLO) since 2001.

**With additional proceeds from the Fair Trade price, co-op members have been able to:**

- **Support women's health.** CACAONICA hired several women to visit the houses of cooperative members and advise the women in rural health matters, nutrition, and child care.

*"The sustainable sales of our organic cocoa production through CACAONICA, due in large part to the great advantage of the Fair Price has helped me to improve my life, my house, my nutrition and purchase medicine, which is important because I'm 72 years old."*

**Mariano Ruiz Gonzalez,  
CACAONICA Member**