

## ECOENTERPRISES FUND

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### *FONDO ECOEMPRESAS, S.A.*

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ForesTrade de Guatemala, S.A.

[www.forestrade.com](http://www.forestrade.com)

The world's leading producer and distributor of fine organic spices and fair trade coffee, ForesTrade's products are carried by such well-known brands as Green Mountain Coffee Roasters, Tazo Tea, Frontier Natural Products, New Chapter and Oregon Chai. The company's business model, which integrates social and environmental concerns, earned ForesTrade the *World Summit Award for Sustainable Development Partnerships* from the United Nations and International Chamber of Commerce.

EcoEnterprises Fund has invested in ForesTrade de Guatemala, S.A., a wholly-owned subsidiary of ForesTrade, to help it continue its mission to "serve as an environmentally and socially responsible international business that directly supports sustainable agriculture, natural resource conservation and socio-economic development."

Conventional agriculture is the mainstay of Guatemala's economy and consumes a large portion of the country's land area. According to the Center for Conservation of Biodiversity in Guatemala, conservation actions must help promote sustainable agricultural production methods to be effective. ForesTrade de Guatemala's shade-grown coffee and cardamom projects are a prime example of how sustainable agriculture can help protect Guatemalan natural areas.

ForesTrade de Guatemala has partnered with over 1,200 small producers in over 50 communities in some of Guatemala's most biologically sensitive regions. For example, near the Sierra de las Minas Biosphere Reserve, the company and Defensores de la Naturaleza, a partner of The Nature Conservancy, conduct training in organic agriculture techniques, provide financial and logistical support for farmer meetings, and help attract working capital financing and loans for cardamom producers. With ForesTrade's support there are 1,341 hectares under organic management and 83,500 hectares of community forestry concessions in the Maya Biosphere Reserve with organic certification. Such actions reduce the pressures of conventional agriculture on the reserve, which harbors 885 species of mammals, birds and reptiles—some 70 percent of all Guatemalan and Belizean species in those groups.

EcoEnterprises Fund co-financed this investment with Conservation International, Root Capital and Netherlands-based Triodos Bank.

Date Invested: November 13, 2001

Current Status as of December 2008: In operation. The company has shown continuous growth, reaching sales of more than US\$10 million over the past few years .