

## ECOENTERPRISES FUND

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

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Terrafertil, S.A.

[www.terra-fertil.com](http://www.terra-fertil.com)

Established in March 2005, Terrafertil is one of the first companies to commercialize new value-added products from Ecuador's abundant fruit supply. The company processes and markets dehydrated organic and conventional tropical fruits, such as bananas, mangos, papayas and gooseberries to U.S., European and local customers. Recently, the company has begun to export organic fresh fruit as well.

One of the company's objectives is to enable families to generate income and improve their livelihoods by becoming suppliers to Terrafertil. To help achieve this, the company has initiated a program to collaborate with the local community on environmental training to reduce pesticide use in local agriculture. In addition, Terrafertil pays its employees wages that are 70 percent higher than those of the flower industry.

Terrafertil is located in the buffer zone of several biological reserves, including the Reserva Ecológica Cayambe-Coca, home to 900 species of birds, 110 amphibians, 140 reptiles and more than 200 mammals. Terrafertil's efforts provide an alternative to the main commercial activity, conventional flower production, which compromises the region's environmental integrity given the intense use of pesticides. The Nature Conservancy in Ecuador endorses sustainable development projects like Terrafertil to help protect the surrounding ecosystems.

The company has obtained organic certification from Ecuador-based BCS (BCS Öko-Garantie GmbH) ([www.bcsecuador.com](http://www.bcsecuador.com)), fair trade certification and ISO 9001 quality assurance certification.

EcoEnterprises Fund co-financed this investment with the project principals.

Date Invested: May 19, 2006

Current Status as of December 2008: In operation. Terrafertil has achieved solid growth since start-up, with sales more than doubling each year.