

Alliance



THE CACAO MARKET SYSTEM IN HONDURAS



Opportunities for supporting renovation and rehabilitation

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May 2020

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>

Acknowledgements

The authors would like to acknowledge the assistance provided by TechnoServe (TNS) and Lutheran World Relief (LWR) during the planning stage and posterior implementation of field data collection in the project's countries of interest, as well as Rikolto staff in Ecuador. Special thanks go to Luisa Arredondo (TNS) for the guidance during the whole process.

We appreciate the time key informants dedicated to our interviews and are grateful for this. Without your valuable contribution, this work would have not been possible.

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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This publication should be cited as: Wiegel, Jennifer; del Río, Martha; Gutiérrez, Juan Fernando; Claros, Luisa; Sánchez, Derly; Gómez, Lorena; González, Carolina; Reyes, Byron. (2020). The Cacao Market System in Honduras: Opportunities for Supporting Renovation and Rehabilitation. International Center for Tropical Agriculture (CIAT). Cali, Colombia.

Permanent link to cite or share this item: <https://hdl.handle.net/10568/108110>

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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.

CACAO IN HONDURAS



Figure 1 Main cacao producing areas

The majority of Honduran cacao is sold to the Central American market as unfermented cacao, yet a growing percentage is being fermented and exported to Europe and the USA. Similar to Nicaragua, the Honduran cacao sector is re-emerging after the price and *monilia* crisis in the late 90s. Driven by the presence of Chocolats Halba in the northern part of Honduras, the sector has reoriented itself towards fermented cacao, fine and flavor genetic material, and organic production in search of higher prices. Imports are still very low, as are yields, but there have been important recent and ongoing investments to renovate, rehabilitate and expand cacao plantations, with a focus on the fine and flavor market, so areas planted and volumes should increase significantly over the next few years. The presence of Chocolats Halba plus awards won at Cocoa of Excellence in 2015 have helped build Honduras' reputation in the fine and flavor cacao world.

Table 1 Cacao in Honduras²

COUNTRY FACTS AND FIGURES	
Population (rural)	9,3 million (42% rural)
Farmers	270,632
GDP por capita	4,542 USD
HDI Rank	133 (medium)
Poverty (rural)	62% (nd)
PRODUCTION	
Cacao farmers, #	3700
Associated farmers, %	50%
Area harvested, Ha	1,933
Production, MT	751
Global rank among producing countries	35 th
Yields, MT/Ha	0.389
Climate risk	12%
EXPORTS	
Exports, MT (beans)	600 (96%)
Exports, USD	1.5 million
% of all export value	<1%
Principal markets	El Salvador 32% Guatemala 26% Switzerland 24% USA 12% Netherlands 5%
Export Price Beans (USD/MT)	2,457
Quality (ICCO Annex classification)	50% fine and flavor
Certifications	Organic, FT
CONSUMPTION	
Imports, MT, (beans)	157 (9%)
Imports/Exports, volume	26%

The government has given increasing importance to cacao over the years and while they have very little in the way of experts, activities or programs, they have done an important job, under Programa Nacional de Desarrollo Agroalimentario (PRONAGRO) with funding from USDA and COSUDE, at coordinating the sector, promoting dialogue among actors and jointly developing agreements and policy instruments to support the sector including certification of genetic material, organic production standards, fiscal challenges, land titling issues and others.

² See Appendix for data sources.

The traditional private sector has been dominated by just three key intermediaries who export large volumes of cacao to El Salvador and Guatemala. Since about 2007 there have been small initiatives with buyers to develop production of fine flavor cacao, beginning with Xoco, and since 2009 Chocolats Halba has been engaged with the sector supporting supply development for their chocolate operations in Switzerland. Together with Asociación de Productores de Cacao de Honduras (APROCACAHO), Fundación para el Desarrollo Empresarial Rural (FUNDER), Fundación Hondureña de Investigación Agrícola (FHIA) and others, and important funding from COSUDE under PROCACAHO, Chocolats Halba has steadily grown their supply of cacao from Honduras, driving important changes in production as well as post-harvest management that have risen awareness about cacao market opportunities. Good King Cocoa has now established suppliers from Honduras, along with others i.e. Cacao Fino y Maderables. At least four processing facilities for making chocolate and other products have been established over the past five years, including one owned by a farmer organization, even as Chocolates del Caribe closed its large processing plant in Honduras. Dinant, a company known in the region in several crops for production and outgrower schemes for processing for the regional market has established 200Ha of cacao with plans to reach 1000Ha plus 1000 more from outgrowers for processing in Honduras. Many in the sector, particularly Honduran private sector actors, would like to see the sector evolve towards more value added in-country and the growth in PYMEs and brands producing cacao-based products has proliferated over the past five years.

The cacao sector in Honduras may be the most well organized in the region. APROCACAHO has played a strong role organizing and advocating for small farmers and has recently formed Federación Nacional de Productores de Cacao de Honduras (FENAPROCACAHO) to strengthen this function. SAG has played a strong role bringing the sector together under the Comité Nacional de la Cadena de Cacao coordinated by PRONAGRO, and they are now on their third agreement to improve competitiveness within the sector³ (1), negotiated with participation of a broad representation of actors. A formal system was created to coordinate technical assistance for the sector, Sistema Nacional de Asistencia Técnica para el Sector Cacaotero (SINATEC). FHIA has played an important role in research and technical support for the sector for production, genetic material and post-harvest/quality. The level of cohesiveness and engagement between actors is notable.

Major concerns in the sector include productivity, genetic material, market diversification, the sustainability of technical assistance and new cacao production zones. There is general consensus that renovation of existing plantations and new, well planted areas are needed in order to improve productivity, but there is great debate still about what genetic material should be used and what the financial tradeoffs are between productivity and quality. A bigger concern is to ensure traceability of genetic material to ensure that new or renovated plantations are of known genetic material that will be productive, through increasing regulation of seedling providers. A tension exists between those who would like to diversify buyers, and add value in-country, and the recognition that Chocolats Halba has invested in the sector and needs to recover that investment. This is complicated by differentials with local market prices that do not seem to justify the additional cost of post-harvest processing and certifications. Technical assistance, along with many services for the sector have been heavily subsidized by development grants and there are serious doubts about how this will be sustained in the future or what unhealthy distortions are being created today. Finally, cacao production is being promoted in several areas that have not been commercial production areas including la Mosquitia, Olancho and El Paraiso.

³ Acuerdo Marco Para la Competitividad de la Cadena Agrolimentaria del Rubro de Cacao Entre La Secretaría de Estado en los Despachos de Agricultura y Ganadería, y el Sector Privado (2019 – 2022)

Farmers in these areas have no prior knowledge of the crop making technical assistance a critical support function for these areas that the sector needs to maintain post projects.

RENOVATION AND REHABILITATION IN CACAO IN HONDURAS

The focus within the sector since late 2000s has been on reactivating production, so much of the focus has been on supporting renovation of genetic material either through new plantations or grafting new genetic material onto old trees. Several projects have established new areas using different polyclonal and agroforestry system designs. So, while there are still areas to be renovated or rehabilitated, there are also significant newly planted, renovated or rehabilitated areas. The Mesa Nacional recently estimated 6875Ha of cacao, 3000Ha of which are newly planted areas,⁴ (1) quite a jump from the official figures from 2017 in the table above. It will be important to monitor the established plantations to ensure replacement of unproductive or missing plants and to assess the productivity of the genetic materials and combinations introduced.

Farmers with support or technical assistance from projects are either renovating areas by lot, or are introducing new plants into the older plantations and then removing older trees as the new trees grow. The latter system allows for more continuity of production but complicates the establishment of the new plantation following spacing guidelines as older plants get in the way. Some projects are providing donated plants or subsidized plants, such as CAHOVA, and FUNDER under PROCACAHO provides credit for acquiring plants. Most projects are acquiring their plants from farmer organizations that have budwood gardens and nursery infrastructure. Seeds come from farmers, but the grafted material comes from budwood originally from the collections in FHIA or Centro Universitario Regional del Litoral Atlántico (CURLA), and CATIE materials introduced. Farmer organizations play an important role in access to plants and support for R&R. Farmers who are not supported by a project continue producing their own nurseries by seed and using sub optimal planting densities. They often renovate by replacing old trees within an existing plantation. Focus group participants commented on the marked difference between farmers associated with organizations receiving support from development projects and farmers not associated with this kind of support in terms of whether they plant by seed or grafted seedling, planting densities and associated trees.

A relatively common form of rehabilitation in Honduras promoted by projects has been to graft older forastero plantations with budwood from trinitario varieties. In this way they achieve a change in the genetics of their plantation while avoiding many of the costs associated with establishing a new plantation. Some farmers also identify unproductive plants and graft new material onto those. Farmer organizations play an important role in supporting associated farmers in R&R through provision of genetic material, TA focused on R&R, and provision of inputs, in addition to commercializing cacao.

⁴ See Acuerdo Marco for more details. An important effort to collect sector data was made in putting together the document.

CORE MARKET SYSTEM FOR CACAO IN HONDURAS

There are two main market channels for cacao in Honduras, quite differentiated with regards to participating actors, types of cacao, and types of farmers, with of course some crossover between the two. The first channel starts with intermediaries who export cacao within Central America, dominated by three major intermediaries (Marvin Handal, Miguel Reyes, Fredy Ayala). They buy their cacao from local intermediaries or directly from individual farmers. Intermediaries transport, dry and clean the cacao. The second dominant channel is Chocolats Halba, who buys mostly certified, fermented cacao from farmer cooperatives who ferment cacao purchased from their associates. At the request of the cooperatives, Chocolats Halba began buying all of their suppliers' cacao, and then on-selling the commercial grade cacao to the large intermediaries. There is a small amount of specialty cacao that is purchased either through cooperatives or directly from farmers where relationships have been built i.e. COAGRICSAL or Xoco, and there is a small amount of cacao that stays on the domestic market.

There are quite a number of sector specific agreements or regulations, giving increasing importance over time to the sector. The most important include the framework agreements for sector competitiveness developed in the context of the Comité Nacional de la Cadena de Cacao since 2010, and the more recent (since 2016) regulations related to use and commercialization of genetic material. Certifications are another important norm, especially organic and more recently fair trade. Support services are quite developed, but are mostly a function of investments and activism on the part of projects in the sector. Technical assistance, genetic material provision, financial services, inputs, coordination are all present to a greater or lesser extent due to project provided incentives.

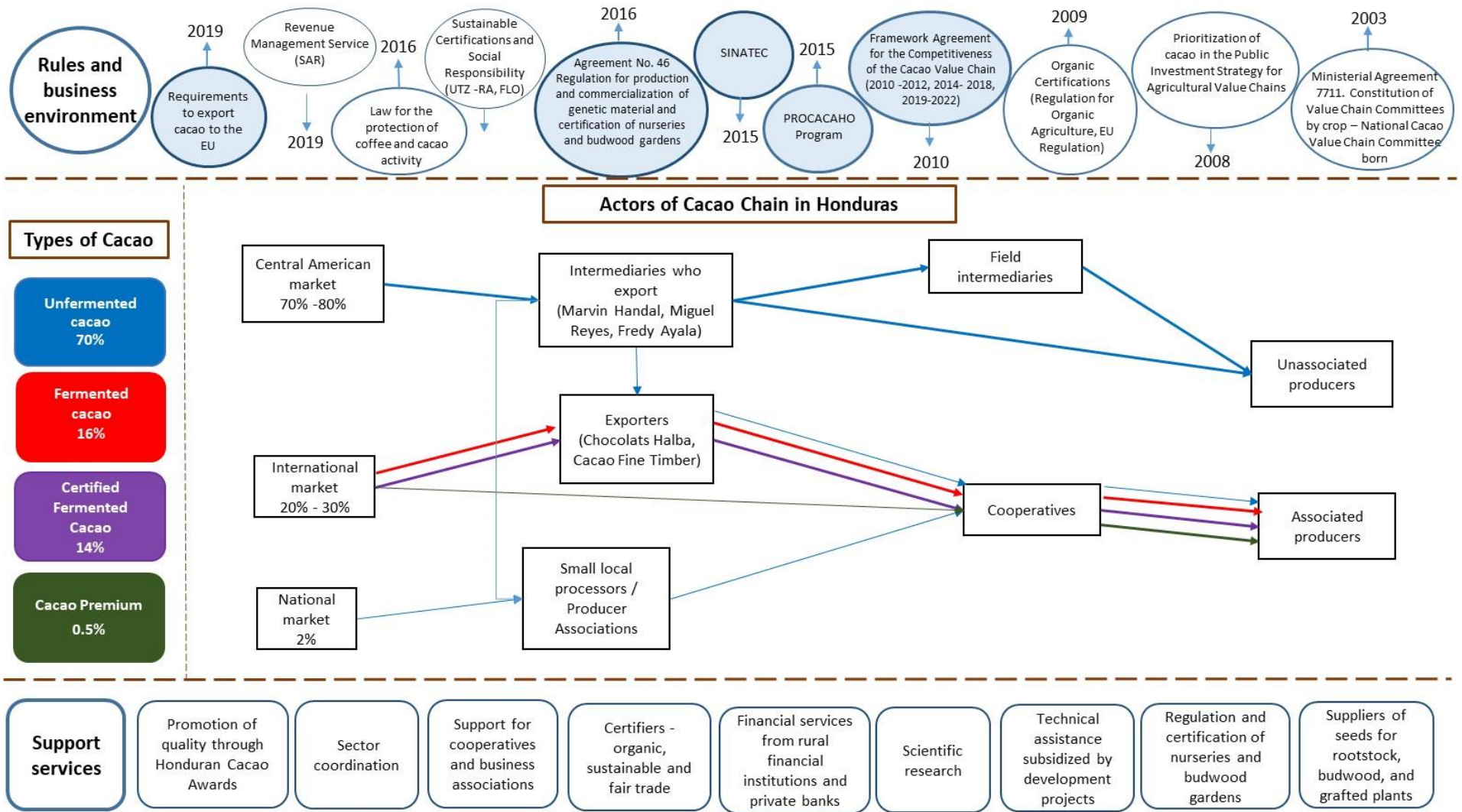


Figure 2 Core market system for cacao in Honduras

KEY SUPPORTING MARKET SYSTEMS

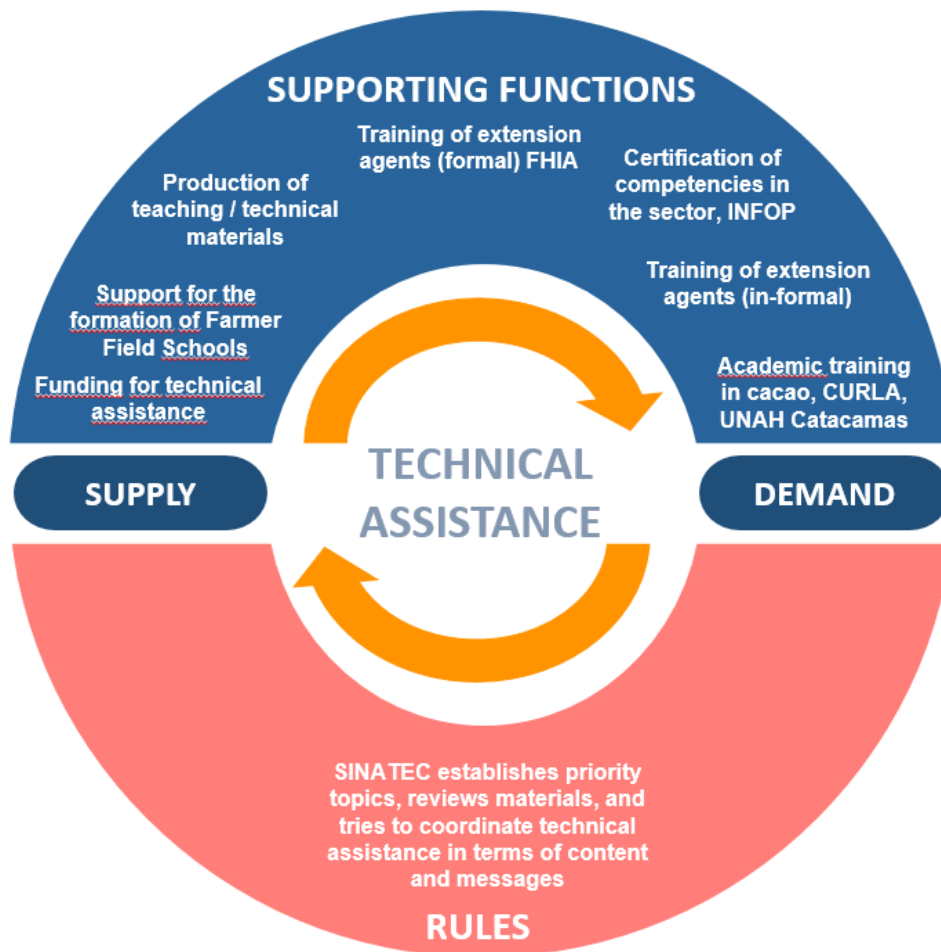


Figure 3 Market system for technical assistance for cacao in Honduras

Technical assistance is provided by farmer organizations, and international (Helvetas, Heifer, AeA) and national (FUNDER, CASM) NGOs, all with funding from international donors (COSUDE, EU, IDB). Buyers support TA for post-harvest quality management. TA is provided through farmer organizations where they exist, hiring TA providers to work within the cooperatives. The FFS methodology is widely used, based on guides developed by CATIE PCC, together with Cacao Móvil app content. While this is dominant in the northern part of the country, it is unclear how much it has permeated new cacao areas. Renovation with new genetic material, grafting, clone combinations, and pruning are important parts of TA content. Organic practices and nutrition are gaps.

Honduras has strong systems for training TA providers including academic training (CURLA, UNAH), courses, materials, visits and research outputs (FHIA), and training materials for farmers and extension agents, mentioned above, which help to harmonize methodologies and content. Digital technologies, including WhatsApp groups are important for the dissemination of information. A sustainable funding model for TA is missing, as has been largely funded by donors.

SINATEC is a working group that helps harmonize TA in cacao across TA providers and between providers and consumers of the service to ensure content is evidence based and relevant to the sector. SINATEC both regulates TA in terms of content and approach, but also supports TA by coordinating the sub sector. SINATEC can be a strong ally for developing and disseminating R&R content.

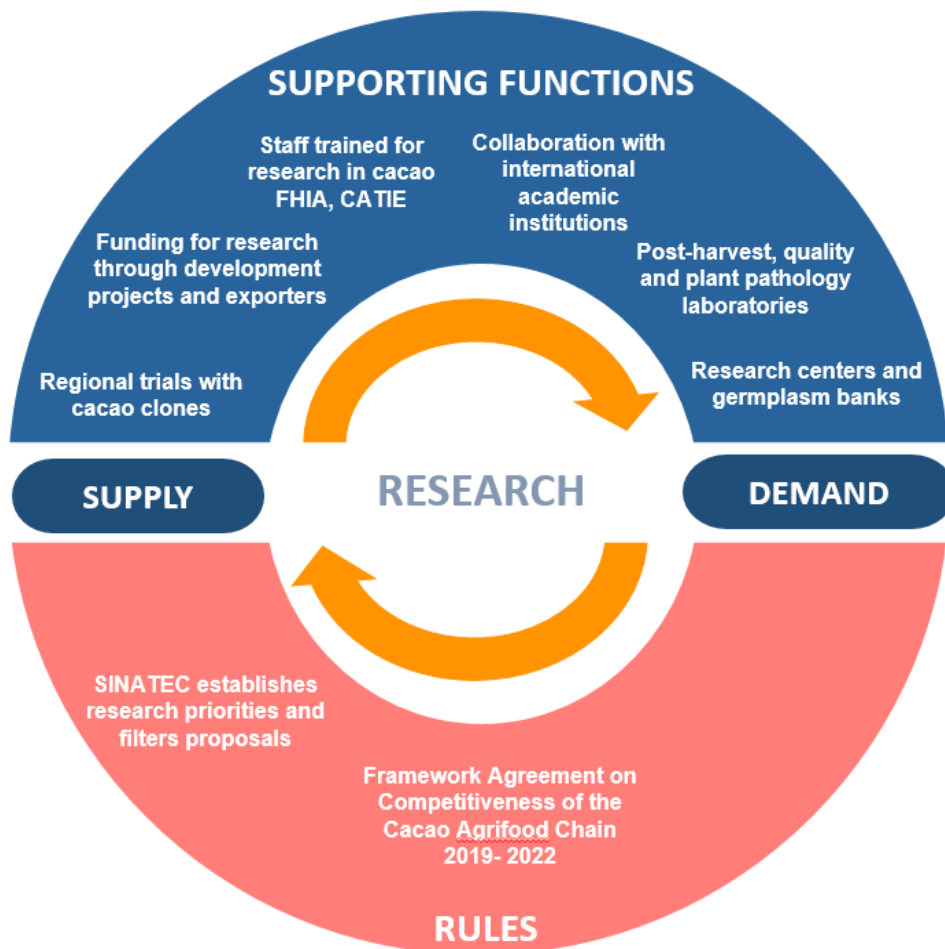


Figure 4 Market system for research for cacao in Honduras

Research in cacao in Honduras is largely carried out by FHIA and regional universities, along with some NGOs (Helvetas, Rikolto, WCF) with funding from donors (COSUDE, EU) and FHIA own funds. FHIA has by far the largest research infrastructure, having done research for several decades, including an international germplasm collection, a long-term agroforestry trial and more recently laboratories for research on post-harvest and quality. FHIA also has trained cacao researchers. Research results, however, are not always disseminated in farmer friendly form and FHIA engagement depends on donor funds. Regional universities (CURLA, UNAG) have just begun to engage in research with small amounts of university funding. Cacao nutrition, performance of genetic material in different regions, and organic production are research gaps.

Support services include collaborations with international research centers including CATIE and WCF, and universities in Switzerland are important. The connection within the cacao research sector in Honduras and with cacao research regionally needs to be strengthened as well as the diversification of actors engaged in research.

The Framework Agreement for sector competitiveness outlines research priorities for the country and SINATEC plays a role of prioritizing topics and as an entry point for international research entities wanting to engage the sector.

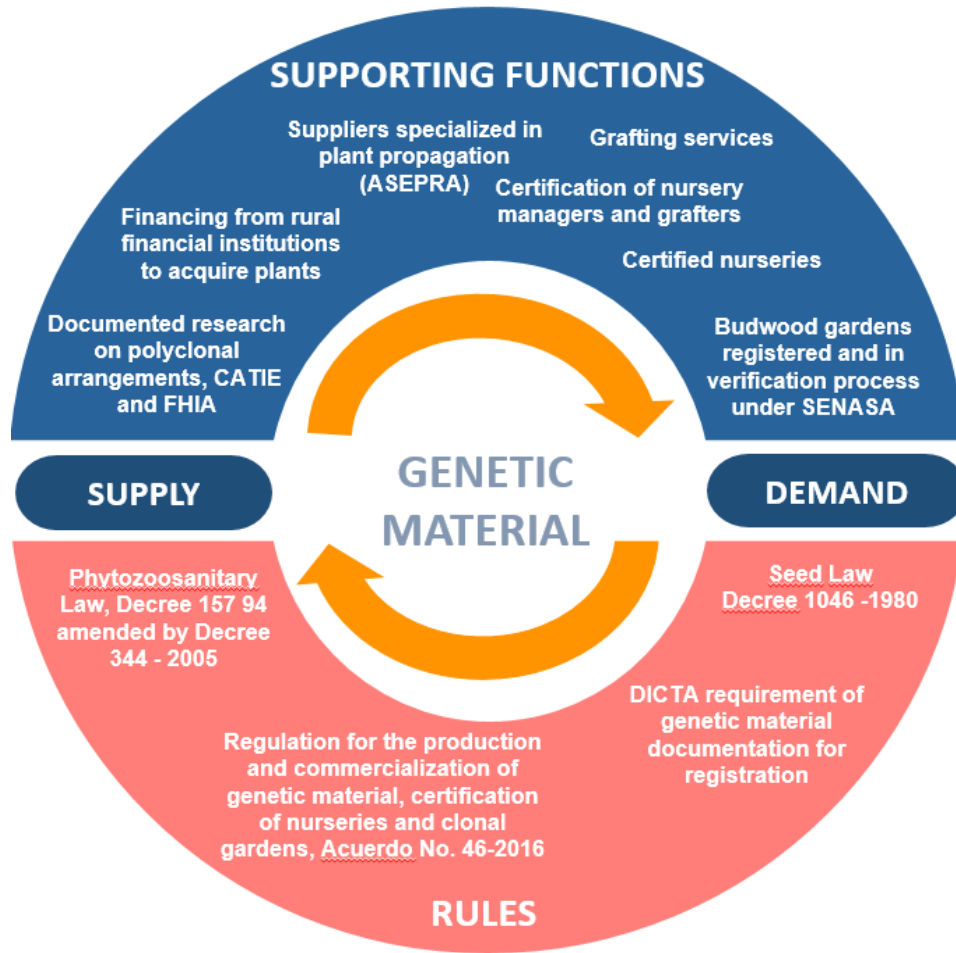


Figure 5 Market system for genetic material for cacao in Honduras

Genetic material for small farmers connected to development projects, is provided by NGOs or farmer organizations and subsidized by donor funds. FHIA and Asesoría y Servicios en Producción Agroindustrial (ASEPRA) have the largest capacity for producing plants. ASEPRA was formed to provide specialized services including provision of seeds, seedlings and grafting services. Cooperatives have also been supported since 2007 (CATIE PCC) to manage budwood gardens and produce plants for distribution to farmers. Most associated farmers get their plants from their cooperative. Based on a 2016 regulation, SENASA is working to register genetic material providers for cacao. Twenty-two budwood gardens were identified; only FHIA has completed the process documenting the origin of the materials. Fourteen nurseries have been certified. Despite increasing awareness of the importance of grafted plants, many farmers, not supported by development initiatives, continue to plant by seeds given the significantly lower cost (1/3 of the cost)

Support services include a network of trained grafters, budwood gardens registered by SENASA, and certification of best practices/competencies for nurseries, nursery managers and grafters. Different

financial models are available to help farmers purchase plants and the research on characterization and intercompatibility of genetic materials and polyclonal arrangements help guide selection of materials.

General as well as cacao specific regulations exist to support traceability and quality in seed, budwood and seedling providers and they are starting to be applied.

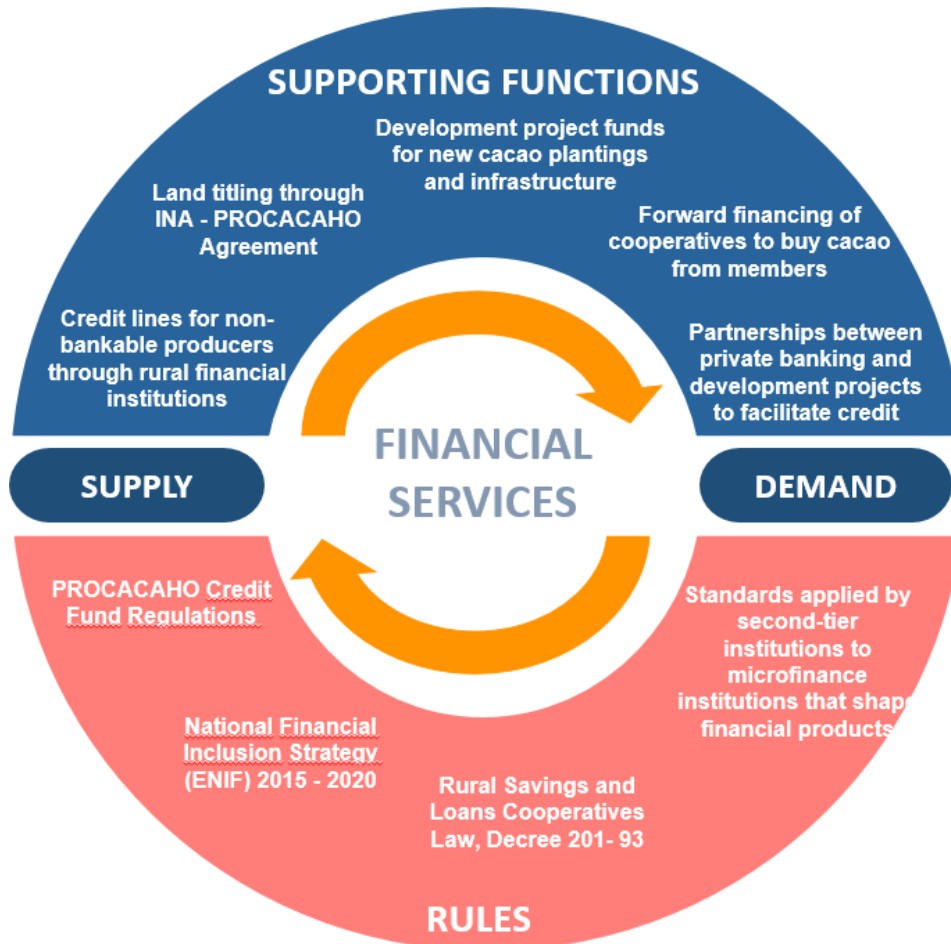


Figure 6 Market system for financial services for cacao in Honduras

The formal financial system in Honduras does not offer *financial services* to cacao farmers given their characteristics and that of the crop which is little known, long term and not particularly profitable. Many cacao farmers do not have land titles that can serve as guarantees. PROCACAO, through an agreement between FUNDER, Cajas Rurales and several financial institutions (Banrural, Atlántida, FINCA, Cooperativa Ceibeña, Chorotega), has created lines of credit in cacao. Farmers with guarantees borrow in the commercial bank while farmers with no guarantees can borrow through a Caja Rural with which they are associated. They currently have 70 million Lempiras in 2,500 active loans, an average of around \$1,000. Repayment starts after 2.5 years. Credit products include establishment of new areas, maintenance costs, commercialization, even purchase of infrastructure and land.

Support functions for financial services in cacao include the intermediation of FUNDER (under PROCACAO) with different financial instruments and institutions to establish an offering of financial

products for the sector. Land titling is also being supported by PROCACAO through INA, the competent entity, to be used as collateral to facilitate access to finance.

Rules influencing the provision of financial services include those of second tier lenders, the law that governs financial institutions and in particular rural savings and loans cooperatives, the regulations of the PROCACAO credit fund, and the National Financial Inclusion Strategy of the government.

RELEVANT INITIATIVES IN THE SECTOR

- **Programa de Mejoramiento de Ingresos y Empleos para familias productoras de Cacao PROCACAO, Café Resiliente en Centroamérica, \$11.6 million, 2015-2021, FUNDER, APROCACAO, COSUDE, Chocolats Halba:** This Project is now in its second phase, and will focus on strengthening farmer organization under FENAPROCACAO to ensure farmers' voice in policies related to the sector; technical assistance to improve productivity, and organizational/business strengthening for cooperatives to strengthen market access and value added. This program focuses on approximately 2,000 cacao farmers in the northern region including Cortés, Atlántida and Colón in terms of impact, but the project is also aligning with and supporting the development of the sector nationally including farmer advocacy in policy and marketing relations and multi stakeholder engagement to improve chain competitiveness and benefits for small farmers. Production of organic cacao will be an important component. This has included topics of access to finance, promotion of quality and exports, even land titles and fiscal challenges.
- **Fortaleciendo la Cadena de Valor de Cacao de Calidad en el Departamento de Olancho, 5.4 million, 2017-2021, Helvetas, Rikolto, Chocolats Halba, EU:** With funding from the EU, this project will work with farmers associated with APROSACAO to improve productivity and quality, increase cacao areas, and build sustainable production and business models for greater inclusion in the cacao value chain in Olancho. Focus will be on organic cacao and other certifications.
- **COAGRICSAL Chocolate plant:** Cooperativa Agrícola Cafetalera San Antonio Limitada (COAGRICSAL) is a large and well-established coffee cooperative which has been slowly growing in cacao, supporting establishment of new areas with members, fermentation facilities, and most recently, 2019, have inaugurated a chocolate making plant. The infrastructures COAGRICSAL has for post-harvest processing and transformation of cacao to value added products, even for cacao tourism, is an asset to the sector. COAGRICSAL is exporting directly cacao to at least two buyers with very specific quality demands. They will also need to see how their new chocolate facility becomes sustainable financially and helps to capture value from buyers. There will be important opportunities to learn from COAGRICSAL's experiences. They were part of the Mapa de Sabores but have not used the protocols since, and were also part of the initiative to produce small grain cacao beans for snacks and continue to export to Good King Cocoa as well. They have developed a brand and a diversity of offerings for their cocoa based products.
- **Various other cacao projects** – Progresia/Swisscontact, PRONAGRO/USDA, PRAWANKA/AEA, CAHOVA/SOCODEVI, Chocolate para todos/Heifer, DICTA/KOLFACI, CONECTA+/MIAMBIENTE, Cacao Fino y Maderables de Honduras, FHIA, BID: Many projects are intervening in different geographical and thematic areas of the cacao value chain and it will be important to engage where possible to support a shared vision of the systemic change needed in the sector.

ENTRY POINTS FOR MOCCA

- **NCI for cacao** – Given how structured the cacao sector is currently, the level of support from donors that includes support for governance, and the recent creation of FENAPROCACAHO, there is an opportunity for MOCCA to support the emerging sector governance structures. The current governance has a heavy weight of development cooperation, representation of organized farmers, especially from the north, and the private sector is Chocolats Halba. Non associated farmers, estimated to be half of cocoa farmers, other buyers, and connections with other cacao producing regions are possibly areas to strengthen. The existence of IHCAFE and associated institutions provides an opportunity for learning across sectors, despite the huge difference in scope between the two sectors.
- **Financial products for cacao** – Funder has seemingly developed a diverse set of financial products and is successfully applying them with both commercial banks and community savings and loans associations, obviously with important incentives provided by the project. This is an interesting opportunity to understand how these different financial products work and what would be required to sustain these services post project, and begin creating the conditions to sustain that. This could also provide lessons learned for other MOCCA countries.
- **Strengthening research and dissemination** – While FHIA is a huge asset, and has dominated the research landscape in Honduras, there is an opportunity to connect the sector (and FHIA) to additional research actors and vice versa. The level of organization, particularly the existence of SINATEC, provides a platform for prioritization of research needs, dissemination of research results, and even incorporation of new knowledge into extension programs. The current level of activity in cacao in the country offers an exciting platform and partners with whom to engage with on research, making it attractive to the research community. At the same time, the lack of awareness, access to and use of global research on cacao provides an opportunity to bring new knowledge to the table.

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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	Instituto Nacional de Estadística (2008). https://www.ine.gob.hn/images/Productos%20ine/EAN/EAN%202007%20%202008/tenencia%20EAN%202007%20-%202008.pdf Censo 2007/2008
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 2018
Cacao farmers, #	Pro Honduras. 2019. [en línea] http://www.prohonduras.hn/images/mosaicoexport/cacao.pdf 10 de junio del 2019.
Associated farmers, %	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.
Climate risk	Calculated as percent of currently suitable land requiring transformational adaptation by 2050 using data from: Bunn, C; Lundy, M; Wiegel, J; Castro-Llanos, F. 2019. Impacto del cambio climático en la producción de cacao para Centroamérica y El Caribe. Centro Internacional de Agricultura Tropical (CIAT), Cali, Colombia, available at: https://cgspace.cgiar.org/handle/10568/101293
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, 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 CACAO	Based on classification in the ICCO Annex C of Fine and Flavor producing countries. Is based on expert assessment of quality potential not actually cacao sold at differentiated prices. https://www.icco.org/about-us/international-cocoa-agreements/cat_view/30-related-documents/215-fine-or-flavour-cocoa.html
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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This study was commissioned by TechnoServe as part of the baseline assessment for the Maximizing Opportunities in Coffee and Cacao in the Americas (MOCCA) project.

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