



A MEMBER OF THE UNIÓN REGIONAL DE PEQUEÑOS PRODUCTORES DE CAFÉ COOPERATIVE, MEXICO

COFFEE RESEARCH STATION, UNIÓN REGIONAL DE PEQUEÑOS PRODUCTORES DE CAFÉ COOPERATIVE, MEXICO

Unión Regional de Pequeños Productores de Café Cooperative, Mexico

One of our longest-standing relationships is with members of the Unión Regional de Pequeños Productores de Café Cooperative (Huatusco), in the state of Veracruz, Mexico. The cooperative is founded on principles of democracy and has nearly 2,000 members. Huatusco is our single largest supplier of green coffee.

In FY '00, we donated \$2,000 to support the cooperative's efforts to produce certified organic coffee and we provided funding for a communications network and sustainable improvements to the coffee-processing mill.

In FY '03, when cooperative members identified pre-harvest financing as a pressing need, we provided \$150,000 in financing and credit.

In FY '04, we contributed \$12,300 to fund a scholarship for the children of the cooperative's members. The scholarship was created in honor of Manuel Sedas, the cooperative's founder, on his 100th birthday.

We have also worked to bring our relationships with NGOs to bear for the benefit of the Huatusco community. Each year, \$15,000 of funding is

directed to Coffee Kids, to support a community development center in the region, while our contributions to Grounds for Health support ongoing health screenings and the development of sustainable community health infrastructure in the community.

Additionally, in FY '06, we brought researchers to the cooperative, as part of our work around developing Key Performance Indicators that can help us understand how to be better partners to the communities that grow the coffee we purchase.

The managers and workers of the Huatusco cooperative wholeheartedly agree that better coffee quality leads to higher coffee prices. They have taken steps, with our support, to enhance the quality of the coffee they produce. As one of the cooperative's officers said to us recently, "The members of the co-op want Green Mountain Coffee Roasters to be successful in the marketplace. When Green Mountain Coffee Roasters is successful, we are successful. This is a win-win relationship, and we want to do everything we can to make our relationship strong so we can both succeed."