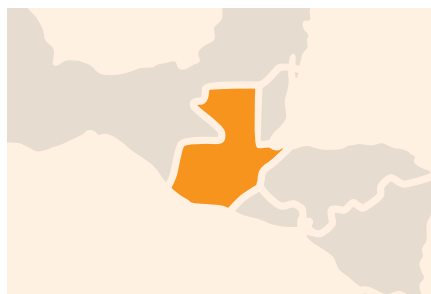


Partner Profile: Manos Campesinas



Photos courtesy of Manos Campesinas



Land distribution is highly unequal in Guatemala. Eighty-two percent of farms are owned by smallholder farmers, but these comprise only one-sixth of the total arable land. A vast share of farmers of Guatemala's small family farms are unable to maintain their livelihood based on their own farm production and cannot generate sufficient income solely through self-employment in agriculture.¹ Limited access to markets, limited negotiating power to obtain fair prices, and lack of quality agronomic technical assistance constrain production and income for smallholder farmers.

Asociación Civil de Pequeños Productores de Café Manos Campesinas (Manos Campesinas) is an agricultural social enterprise and a partner in Global Partnerships' Smallholder Farmer Market Access initiative.²

WHO IS SERVED:

Manos Campesinas currently serves over 1,500 farmers in the rural highlands of southwestern Guatemala, who each cultivate, on average, less than one hectare of land, primarily to grow coffee. Almost thirty percent of Manos Campesinas' clients are

female, and all clients are smallholders cultivating less than five hectares of land.³

WHAT IS DELIVERED:

Farmers who work with Manos Campesinas are provided with training and year-round technical assistance on quality control, crop management, and compliance with international certifications. The farmers are also given higher-priced purchase contracts for their coffee as a result of Manos Campesinas' partnerships with international buyers. These buyers are willing to pay a premium for coffee that is produced in accordance with Fair Trade, organic, and high-quality standards.

WHY IT IS IMPACTFUL:

By partnering with Manos Campesinas, smallholder farmers can significantly increase and stabilize their income. Through technical assistance, farmers can learn new skills and gain access to improved farming practices that lead to better yields, in turn leading to increased income. Additionally, Manos Campesinas helps farmers obtain certifications that guarantee the quality and ethical standards of their products, which enables higher prices and better market access. With this support, smallholder farmers can improve their economic stability and provide for their families, while also contributing to their communities and local economies.

1. "Small Family Farms Country Factsheet," FAO, 2018, <https://www.fao.org/3/i8357en/i8357en.pdf>.

2. Manos Campesinas was a current borrower of Global Partnerships Impact-First Development Fund, LLC, as of March 31, 2023.

3. Data as of March 31, 2022, as reported by Manos Campesinas.