

Ixil Coffee Farmers' Proposed Roasting Facility: List of Equipment, Training, Supervision, Marketing

Cost as of May 9, 2011

<u>ITEM</u>	<u>7.6 Quetzal Guate= \$1.00 U.S.</u>	
Retrilla para Café con motor Trifasico (Separator)	Q 36,000	\$ 4,737
Molino de Discos Completo 3qq/hr con motor Trifasico (Grinder)	Q 12,500	\$ 1,645
Llenadora Volumetrico (Volumetric Filler/Loader)	Q 18,500	\$ 2,434
Selladora de Bolsas (Bag Sealer)	Q 2,500	\$ 329
Elevador de Cangilones (Bucket Elevator)	Q 26,500	\$ 3,487
Mezanini (Mezzanine for the Separator)	Q 5,500	\$ 724
Despedrador de Café Tostado (Rock remover from Roasted coffee)	Q 15,785	\$ 2,077
Tolva para café molido (Hopper)	Q 1,500	\$ 197
Romana (Balance)	Q 2,220	\$ 292
Afiladora de Discos (Disc Sharpener)	Q 5,550	\$ 730
Juego de Disco de Repuesto (Replacement discs)	Q 388	\$ 51
Arrancadores y Protectores para Motores (Motor starter & Protector)	Q 2,500	\$ 329
Transporte del Equipo (Delivery of equipment to the Site)	Q 3,500	\$ 461
Instalacion Mecanica (Mechanical Installation)	Q 1,500	\$ 198
Platica del Uso (2 day equipment training)	<u>Q 3,000</u>	<u>\$ 395</u>
Total in (except for the Roaster):	Q 137,443	or USD: \$18,086
Add tostador 100 libras (100 lb. roaster):	<u>Q 112,000</u>	<u>or \$ 14,737</u>
<u>Total Roasting Equipment & Initial Training:</u>	Q 249,443	or USD: \$32,823

- **The Cooperativa has indicated an ability and desire to contribute toward this facility.**

Additional components are required to make this a successful, export quality roasting facility. In addition to our own efforts, we have discussed with USAID, Guatemalan Ministry of the Economy, ANACAFE, and others their possible participation in sharing in the cost of this initiative. Following are the costs related to turning the equipment and training into an income generating operation of international specialty coffee standards.

Cupper/Roaster:

Earth Friendly prefers to use a cupper/roaster expert with whom we are familiar. We suggest either of the following two professionals: Sr. Jose Padilla or Sr. Francisco Luna.

Earth Friendly has extensive experience working with both gentlemen. Each is an specialty coffee industry recognized professional and has owned his own cupping and roasting operation for years. Said total includes transportation, cooperative supplied apt and meals.

Q 67,200 or \$8,842 USD

Sr. Garcia, Ministry of the Economy has indicated a desire to assist providing cupping classes. Sr. Luna may be the choice here-since he currently consults with another Guatemalan NGO. Otherwise, ANACAFE may be called upon to provide these classes and roasting, training instruction and supervision.

Sales and Marketing of the roasted Ixil Coffee:

Custom coffee bags: Beyond roasting and packaging their own beans for export to Earth Friendly's customers; the indigenous farmers want those customers to know their Maya history, their struggles, their culture, their stewardship of the Rainforest. Creation of custom valved coffee bags advancing their story and their product: (Approximately 30,000 bags)

Q 84,000 or \$11,053 USD

Brochure/product handout to be placed in each case of roasted Coffee that this Ixil cooperative produces. Also to be distributed Elsewhere (40,000 pieces)

Q 41,600 or \$ 5,474 USD

Communication with Earth Friendly by email and phone:

Q 800 105 USD

Site visit by Earth Friendly during training:
Roasted coffee samples sent to Earth Friendly Coffee during the 8 month training of roasting staff:

Q 16,000 \$ 2,105 USD

Q 2,600 or \$ 342 USD

Total for this initiative:

Q 461,643 \$60,744 USD

If you are interested in helping us make this roasting facility a reality for these farmers of the Ixil Triangle; please call Diane Hughes , 907-235-4229