




---

**CO-OP**

Flor de Café (primary co-op),  
Manos Campesinas  
(secondary co-op)

**ORIGIN**

San Marcos, Guatemala

**VARIETALS**

Red & Yellow Caturra,  
Bourbon, Cataui

**ELEVATION**

1300 MASL

**ROAST**

Light medium

**PROFILE**

Intensely floral with the warming  
aroma of cinnamon. Delicately  
sweet with flavors of fresh honey  
and a lemony acidity.

---



**The rocky road is covered  
in tiny daisies, and  
morning glories inhabit  
every corner.**

In the remote mountains far from  
the town of Quetzaltenango, the  
community of El Flor de Café  
was inspired to create their own  
farmer cooperative within Manos  
Campesinas. Their first activity  
as a co-op had a direct positive  
impact on coffee quality: creating a  
centralized wet processing facility,  
drying patio and storage buildings.  
This investment enabled coffee  
from each farm to be processed in  
a dedicated facility where trained  
staff apply consistent methods and  
keep the equipment in top shape.

On a recent visit our Quality  
Manager, Beth Ann, performed a  
quality audit of the facility and met  
with 40 of the 100 farmers. She was  
impressed!

They discussed:

- What she evaluated  
in her Quality Audit
- The previous year's harvest  
results, including:
  - » The physical analysis:  
*size, appearance & any defects*
  - » The sensorial analysis:  
*aromas & flavors*
- The natural characteristics we  
note in their delicious coffee,  
and what improvements could  
be made.

The farmers were excited to learn  
how we analyze their coffee. When  
they learned that their coffee had  
received a score of 84 points (out  
of 100), one declared, "Next year  
we will get 86 points or more!"

This year's harvest is juicy and  
bright, with a heavy body that  
complements the floral aromatics. It  
earned 87.75 points!

The bouquet is intensely floral with  
hints of caramel, freshly peeled  
lemon and the warming aroma of  
cinnamon. Delicately sweet and  
refreshing with flavors of fresh  
honey and a lemony acidity.

*Above left: A coffee tree nursery at the farm of Flor de Cafe president, Juan Perez Ramos.  
Above right: Beth Ann speaking with the Central Washing Station Mill Manager Hugo  
Vasquez Perez about the importance of even drying on the patios.*