

COLOMBIA
TRES SANTOS
El Bado Edition

DIRECT TRADE PARTNERS Nilson López and María Etilvina Días Finca El Bado	ELEVATION 1850-2150 m	
REGION Buesaco, Nariño	HARVEST July - August 2018	
CULTIVARS Caturra, Bourbon	LOOK FOR Honey, tangerine, cola	

Buesaco, Nariño, is well on its way to earning grand cru status in Colombia's coffee landscape. A handful of passionate farmers are leading the way, and the López family is the flag-bearer: it has won the prestigious Cup of Excellence competition more than any other family in Colombia, blazing a trail that many others are now hustling to follow.

Nilson and Cielo López grew up with coffee as the children of growers, and represent a new generation approaching the family business with a different kind of expectation and outlook. They've embraced a winning recipe for success, one that doubles down on all things related to quality: more sorting of cherry, more careful drying, increased attention to detail at every step. They've also resisted a country-wide push to replace the classic varieties like Caturra, Typica, and Bourbon, known for their ability to produce especially delicate flavor traits, with the latest hybrids bred with disease resistance and productivity as the primary targets.

El Bado is a small farm nestled between the Ijagüi river and the El Credo ravine in Buesaco, Nariño. It was first planted nearly 25 years ago by Doña María Etilvina Días and her late husband Don Humberto Loaiza, and has grown slowly over the

past couple decades to a size of roughly seven hectares. Today it is managed by Maria's son, Nilson, who lives on the farm with his wife Cielo López. They are a dynamic duo, with huge hearts and an obvious desire to create value in their community. Nilson is a natural leader, and has been organizing local farmers in Buesaco for many years. He even ran for mayor a few years ago in an effort to mobilize institutional resources to support coffee farmers.

Cielo runs a local coffee shop and is helping farmers connect with the specialty market as a cupper and local buyer for Inconexus. The recent successes of the farm are in large part a result of their dedication to continuous improvement. Their quality management systems are top shelf, and the fact that this coffee qualifies for Tres Santos year after year is a direct result of the shared and sustained effort of Nilson, Cielo and Doña Etilvina to pursue quality at all costs.

Geoff Watts
Vice President for Coffee
Green Coffee Buyer for Colombia

