

## Specification selection criteria Connecting Central America Programme

CBIs experts have identified the following elements as highly important selection criteria. Based on a comparison of these criteria and the information provided in the application form, a selection of companies will be made in order to create the best possible match for the Connecting Central America Programme.

- Produce those (varieties of) products identified as having potential in the European market, for example:
  - Fresh Fruits & Vegetables:
    - Tropical Fruits & Vegetables:  
(baby) banana, (organic) pineapple, (water)melons, sweet potato, mango, limes, avocado hass, butternut squash
    - Exotic Fruits & Vegetables:  
rambutan, okra, oriental vegetables, French beans, sugar snaps and sugar peas, pitahaya, ginger, papaya
  - Cacao:
    - High quality cacao (distinctive from bulk), but also average quality with certifications
  - Coffee:
    - High quality coffee (distinctive from bulk), but also average quality with certifications
  - Fish & Seafood:
    - Shrimp, rock lobster, cobia, reef fish such as swordfish, snapper and grouper, tilapia
- Be certified / in the process of achieving quality and/or sustainability certifications:
  - Fresh Fruits & Vegetables:
    - Tropical & Exotic Fruits and Vegetables:  
GLOBALG.A.P., GLOBALG.A.P.-GRASP, SMETA-ETI, BSCI, Rainforest Alliance
  - Cacao:
    - Organic certification, Fair Trade (FLO), Utz/RFA
  - Coffee:
    - Organic certification, Fair Trade (FLO), Utz/RFA
  - Fish & Seafood:
    - MSC, ASC, GLOBALG.A.P., FIPs
- Have the capacity to produce enough volumes:
  - Fresh Fruits & Vegetables:
    - Tropical Fruits & Vegetables: Minimum 1 x 40ft reefer container per week (20-22 MT)
    - Exotic Fruits & Vegetables: Minimum 1 order of approximately \$1.000,- FCA airport country of origin per week
  - Cacao:
    - At least 2 containers without customers per year (unsold potential, no existing customers)
  - Coffee:
    - At least 5 containers without customers per year (unsold potential, no existing customers)
  - Fish & Seafood:
    - 1-2 containers or 30 MT per month

