



FOOD 4 FARMERS

2018
ANNUAL
REPORT



FOOD 4 FARMERS

WE PARTNER WITH COFFEE-FARMING
COMMUNITIES TO CULTIVATE A
FOOD-SECURE FUTURE.

CORE VALUES

SHARE TO SCALE

We advocate for all farming families and communities. We aim to scale by sharing what we learn and the tools we develop with other communities and organizations.

LEARNING ORGANIZATION

Our programs evolve as we partner with communities to co-design, implement, evaluate, and refine our work. We are committed to asking good questions and working with our partners to grow from our shared experience.

COMPULSIVE ABOUT COLLABORATION

No single person or organization can solve the complex problems faced by coffee-farming communities. That's why we work with local partners who understand the challenges rural farming families face. We connect communities with the resources they need to follow their own path to success.

CHAMPIONS FOR LOCAL SOLUTIONS

We work FOR our community partners and their success. Our programs and strategies originate in the communities themselves, and have the ability to be sustained locally over time.

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2018: ACTION BEYOND VISION

This year made it clear once again that coffee is simply not enough to support the millions of families who rely on it. The global coffee price has hovered well below the average cost of production, and farmers are struggling to feed their families and maintain their land. The social and economic impact has been enormous. The need to transform coffee farms into economically viable businesses is vital.

For generations, farmers have lacked control over most everything related to coffee production: prices, climate impacts, politics, and consolidation among buyers. Undoing the effects of monoculture is a long-term venture. Simply implementing standard cookie cutter strategies of productivity and quality doesn't last, and can make the problem worse.

Any effort to address problems at origin must first and foremost include the perspectives, values, and culture of the families and communities involved.

In 2018, we witnessed tangible, positive achievements from our community partners in spite of overwhelming odds, whether it was political strife in Nicaragua or the precipitous drop in coffee prices. Our partners went beyond their original vision to create something completely new of their own devising. They made critical investments. They began to focus on the long-term, rather than getting through the next year or the next crisis. They gave themselves the luxury of planning, hope, and a feeling of control over their lives. For us, these are some of the most important indicators of success.

Our work is one piece of this puzzle. We include families and coffee-growing organizations in all aspects of our programs. Building capacity that will last beyond our partnerships is a complex process, which is why we spend so much time in training on



diagnostics, program development, and monitoring and evaluation.

What does “capacity” look like? It's farmers improving the health of their farms, families, and ecosystems. It's the cultivation of nutritious food to feed families and communities. It's knowledgeable, energized, and committed youth on their path to leadership.

It's cooperatives integrating food security into their business planning and management. It's participatory work that considers the value of all voices, and sows the seeds of real, lasting knowledge transfer and economic power to farming families.

We've shared some of these successes and challenges in the following pages. We hope you will get in touch to find out more about our work and how we can extend these partnerships to reach more coffee-farming families. Our gratitude goes out to our donors, our Board, and most of all, the farming families and organizations we work with in Colombia, Guatemala, Mexico and Nicaragua.

Their hope, trust and willingness to take on risk to improve lives are at the heart of our mission. They represent the spirit of collaboration, respect and equality. They inspire us as we work to support a decent life for farming families, and they energize us, every day.

Janice Nadworny & Marcela Pino,
Co-Directors

Magda Van Dusen,
Board Chair

UNDERSTANDING THE THIN MONTHS

In 2007 Rick Peyser, the co-founder of Food 4 Farmers, accompanied a small team from the International Center for Tropical Agriculture (CIAT) to interview small-scale farmers in Mexico, Guatemala and Nicaragua. At the time, little was known about seasonal hunger in coffee communities and the depth of the challenges families were facing. This is his story.

DEAR FRIENDS,

In 2007 when I accompanied a small team from CIAT to interview small-scale farmers in Nicaragua, I had no idea how important and impactful these days would be for me. The team and I conducted one-on-one interviews with small-scale farmers in their coffee parcels, in community cooperative buildings, in their homes. The first person I interviewed was a young woman in her early 30s. We sat near a window in the back room of the community cooperative building in the tiny hamlet of El Coyolar, which had no electricity.

While sitting in the ubiquitous, white plastic chairs at a small table, we slowly worked through the 22 questions on the CIAT questionnaire. Finally, I asked the last question: “Did your family have any periods of extreme scarcity of food last year?”

The young woman paused as tears welled up in her eyes. She reached for a yellow cloth in her pocket to wipe away them away. When she composed herself, she explained that she and her family had 3 to 4 months of extreme food scarcity every single year. I was stunned, and forever changed.

She explained that by May, just months after the coffee harvest, her earnings from coffee were largely depleted. This is just before the rainy season arrives and the market price for her staples – beans and corn – slowly rises until the autumn harvest. These months of food scarcity are so common that they have a name in Nicaragua: “la vaca flaca,” or the skinny cow in English.



Two months later, the CIAT team presented its results after conducting interviews in Nicaragua, Guatemala, and Mexico. I learned that 67% of the farmers interviewed experienced between three and eight months of extreme food scarcity.

Two years later, I accompanied Marcela Pino, then a UVM graduate student, on a monitoring

and evaluation trip for a food security project in Nicaraguan coffee communities. One night at dinner we came up with the idea of creating a non-profit organization 100% focused on food security in coffee communities. Soon, Janice Nadworny joined the conversation, and months later Food 4 Farmers was born to help small-scale farmers develop and implement strategies to overcome “la vaca flaca,” by diversifying their coffee parcels and incomes to grow and market vegetables, produce honey, and much more.

What began as an idea over dinner has grown into an organization with projects in four countries: Mexico, Guatemala, Nicaragua and Colombia. Today, Food 4 Farmers is working with over 3,000 farming families who are developing and implementing their own strategies to leave “la vaca flaca” in the past and put fresh food on their tables every day of the year.

I am grateful to Marcela, to Janice, to a dedicated and talented Board of Directors, to the many donors and volunteers, and of course to our partners – the coffee farming families who have made such a positive difference for themselves and their communities. While we have many miles to go, I hope you enjoy this report that shares our journey over the past year.

Thank you for joining us in this effort.

Rick Peyser,
Co-Founder, Food 4 Farmers

THE WIDENING GAP

Last year in Guatemala, the annual food costs for a family of five were \$5,616 according to the Instituto Nacional de Estadística Guatemala. The farming families we work with at Maya Ixil reported an average net income from coffee of just \$900. To make up some of this gap and support their families, many were forced to leave their coffee farms to labor on large farms, in cities – or migrate to the U.S.

The gap between coffee income and the cost of living continues to grow as food and input costs rise and coffee prices plummet. Even in places like Colombia, considered a middle-income country, coffee farmers are not able to cover their production costs and basic food needs. In our partner communities there, 30% of families have been unable to meet their basic food needs.

For others – like the families who are members of the SOPPEXCCA cooperative in Nicaragua – annual



Photo by Julia Luckett

food costs are more than twice their net average income from coffee.

This is a situation we encounter at all of our partner sites. And, it's not new. Green coffee prices have been hovering around \$1.00 a pound, dropping 29% since 2010, while food prices have skyrocketed, climbing anywhere from 41% to 67% during the same period in the countries where we work.

Strategic on-farm income diversification can help solve both

problems. It improves farming families' capacity to stay together. It creates opportunities for the next generation, and helps close the economic gap coffee producers experience caused by the widening breach between income from coffee and the cost of living.

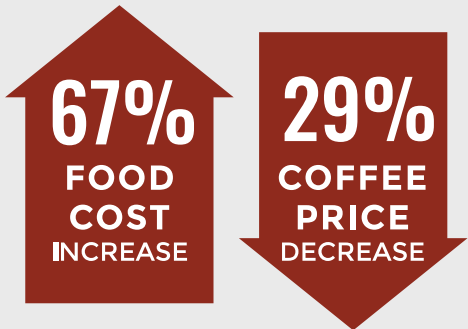
Most important, it brings better nutrition closer to home, reducing the need for outsourced, processed food, while planting the seeds of stronger local food systems, economies, and families that can thrive independently.



SANDRA ISABEL OBANDO, NICARAGUA

During the political crisis that rocked Nicaragua in April 2018, many of the roads to communities served by SOPPEXCCA were barricaded. Food prices quickly rose and many coffee farmers like Sandra had to go into debt to feed their families.

Sandra put the skills she learned in Food 4 Farmers' organic market program to good use, feeding her family with the fruits and vegetables she grew, while she earned additional income selling produce to her neighbors, and quickly repaid her debt. Sandra continues to sell produce at the new farmers' market in Jinotega, and has grown confident in her abilities as an expert in organic produce cultivation.



IN GUATEMALA SINCE 2010



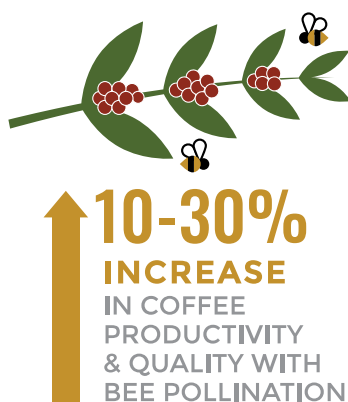


BETTER COFFEE, BETTER INCOME WITH BEES

Beekeeping is a strategy for economic diversification, food security – and better coffee! Research shows pollinators have a positive effect on the quality and productivity of coffee, resulting in 10-30% higher yields and reduced incidence of peaberries.

In countries like Mexico and Guatemala, where shade-grown coffee and diverse farms adjacent to forests are common, coffee agroecosystems have doubled the richness and diversity of pollinator species, resulting in a higher fruit set compared to specialized shade and sun-grown coffee common in Brazil and Costa Rica.

In Chiapas, Mexico, where Food 4 Farmers works with the CESMACH coffee cooperative, the ‘pollination effect’ informs farming practices. It’s estimated that bees’ service in coffee agroecosystems could be worth \$9-18 million in Chiapas alone, \$22 to \$44 million in Mexico, and \$180 to \$360 million worldwide. And, this doesn’t even account for their role in pollinating other crops that contribute to food security and livelihoods for all kinds of smallholder farmers.



Beekeeping fits nicely with coffee farming, since harvest times rarely compete, and beekeepers can easily maintain apiaries on their land. Food 4 Farmers has been supporting beekeeping projects in Mexico and Guatemala since 2014 – with other co-ops waiting to join in.

Our training and research partner is El Colegio de la Frontera Sur (Ecosur), an ecological university in Chiapas, Mexico. Ecosur’s Bee Team has been studying the diversity of bees and their impact on farms and ecosystems, and supports honey production by small beekeepers through the analysis and description of “coffee garden honey.”

We’re currently raising funds to conduct further research in Chiapas with Ecosur, colleagues from the University of Vermont’s Gund Institute, and CESMACH, to determine the degree and interdependency of relationships between bees and coffee. The underlying belief is that better livelihoods and better coffee can go hand-in-hand, providing food security for families and a more sustainable supply of high-quality coffee.

CANDIDO AND SELENI PEREZ, MEXICO

When Candido first joined Food 4 Farmers’ beekeeping program, he didn’t expect much. Then he and his wife Seleni quickly realized how income from honey could transform their family economy. Candido now manages 36 hives, with enough income from honey to properly care for their coffee farm, and enough left to buy food.

This strategy has enabled them to eliminate the four months of food insecurity they reported in 2015. They recently invested a portion of their coffee income in a small convenience store that Seleni manages.



CULTIVATING CONFIDENCE: GENDER & LEADERSHIP

Women are powerful connectors and effective agents for change in coffee communities.

As an organization co-founded and led by women, we know the most powerful tool for the communities we serve is access to knowledge. A major portion of our focus is on education and professional skills training for women. To accomplish our ambitious vision of good food every day for coffee-farming families, we nurture female leaders – coffee farmers, family members, co-op staff, and students.

We've found that when women grow healthy organic food and earn extra income, they save money diligently, invest in new businesses, and bring better nutrition to their families and communities. The women we work with use education to drive positive economic, environmental, and social change. They are generous in sharing what they learn, and support others so they can succeed, too.

Three of our five partner organizations are managed by women, and our co-op food security coordinators are all women, as are half of the food security promoters. In 2018, women and girls represented 80% of participants in our food security programs. Here's how they led positive change:

- In Nicaragua and Colombia, women used educational workshops and trainings to improve family nutrition, sanitation, and farm soil and water health.
- In Mexico, Guatemala, Nicaragua, and Colombia, women launched on-farm businesses, including organic produce, cacao, beekeeping, and chicken production.
- In Colombia, female promoters provided support to members of their cooperatives with home gardens. Their expertise ranges from irrigation and nutrition, to organic seed starting, transplanting, and pest control.

We are committed to cultivating women leaders at coffee growing organizations through mentorship and professional development. We've seen women develop the skills needed to effectively lead and sustain community food security programs for hundreds of families.



KATERINE OROZCO, COLOMBIA

She's a young visionary! Katherine Orozco joined Nuevo Futuro's food security program as a graduate student at the University of Cauca. She now serves as the organization's program coordinator, energizing a group of promoters to improve nutrition among community members.

Katherine understands that collaboration is the key to sustainability. She helps members sell organic home garden produce at a local farmers' market at the university, and encourages the adoption of traditional recipes and heirloom crops. We're now helping her develop skills in program management and grant writing to capitalize on her talents.



WHERE WE MAKE A DIFFERENCE

FOOD 4 FARMERS CONFRONTS SEASONAL HUNGER, SO COFFEE-FARMING FAMILIES CAN GROW AND THRIVE.

WE PARTNER TO:

- Strengthen local food systems
- Diversify income & build economic independence
- Cultivate leadership among women and young people
- Encourage sustainable farming practices that promote biodiversity and ecosystem resiliency.

STRATEGIES:



BEEKEEPING



CHICKENS



CACAO BEANS



FRUIT TREES



WATER SYSTEMS



COMMUNITY PROMOTERS



SEED SAVING



EDUCATIONAL WORKSHOPS



SCHOOL GARDENS



HOME GARDENS



ORGANIC FARMERS' MARKET



SINCE 2011, WE'VE PARTNERED WITH COFFEE-GROWING ORGANIZATIONS REPRESENTING 3,000 FAMILIES IN COLOMBIA, GUATEMALA, MEXICO, AND NICARAGUA TO HELP THEM BUILD LASTING FOOD SECURITY.



Photo by Julia Luckett

CESMACH MEXICO

CESMACH is a cooperative of 660 members in Chiapas. The majority are organic coffee farmers living in the El Triunfo Bioreserve buffer zone, an area that protects the nearby cloud forest and tropical rainforest. It's estimated that most families suffer two and a half months of food scarcity every year.

Our current partnership began in 2015 with the goal of growing and professionalizing the co-op's fledgling beekeeping program. As of 2018, 85 members are beekeepers and all are using organic honey production methods. Since the program's start, they have increased annual honey production by 95 percent to more than 44,000 pounds.



Photo by Julia Luckett

MAYA IXIL GUATEMALA

Similar to our program with CESMACH, the farming families at Maya Ixil want to grow and professionalize their beekeeping program. Though the group produces highly sought after organic coffee, this only provides families with \$900 per year in net income on average, or \$0.44 per person per day – far below the Global Poverty Line of \$1.90 per person per day. June to October are the most difficult months for families, when coffee income runs out and they are unable to cover the cost of food.

The families of Maya Ixil identified beekeeping as a key strategy to improve income and address food security challenges. Beekeepers here have been largely successful, increasing honey production by 109% since 2016.

We're now working with Maya Ixil to create a marketing strategy, including organic certification, branding and market development.



Photo by Julia Luckett

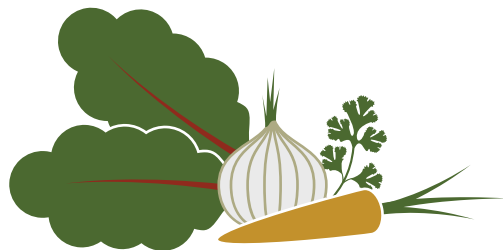


SOPPEXCCA NICARAGUA

The families of SOPPEXCCA in and around Jinotega face an estimated three and a half months of food insecurity, every year. Low income from coffee, combined with the lack of access to healthy food or a secure social safety net, has left families vulnerable. We have worked with the cooperative since 2011 to create long-term strategies to address seasonal hunger and build a more secure and diverse economic foundation.

Together, we've implemented a range of strategies, including crop diversification, school garden programs, soil and water conservation, and food security education for hundreds of families. 2018 was particularly difficult for SOPPEXCCA, as the co-op and its members reeled from the political crisis that shut off access to many communities.

Fortunately, 28 women in our program were able to realize one of their major goals – the launch of Jinotega's first organic farmers' market. Their home gardens also provided much-needed stability during the crisis; now, the new market is delivering weekly income. A full renovation of a new market facility is underway.



**ONIONS, CILANTRO,
SWISS CHARD, CARROTS**
MOST POPULAR VEGETABLES
IN HOME GARDENS



COMEPACAFE COLOMBIA

COMEPACAFE in Piendamó is a cooperative of more than 1,400 coffee farming families, the majority of whom are indigenous. The average net income from coffee translates to about \$1.31 per person per day, well below the Global Poverty Line. We began working with COMEPACAFE in 2015, on a multi-year food security program to implement a variety of strategies, including the creation of home gardens, participation in farmers' markets, professional and technical training for community promoters, and the revitalization of traditional crop production and recipes.

Our 2016 baseline showed that 28% of families could not cover their basic food needs. After 3 years, this number has decreased to 15%. Given the success of the program, COMEPACAFE has added a new group of 150 families to expand its reach.



NUEVO FUTURO COLOMBIA

While most of our partners struggle with food scarcity, Nuevo Futuro in Popayán faces different challenges. The organization encourages members to diversify their farms and grow food staples, including maize, beans, and vegetables. Our baseline showed that 85% of the population have consistent access to food. Their concerns center around the lack of diversity in diets, and an increasing reliance on processed foods and carbohydrates. The combination of volatile coffee prices and rising production costs has set the community up for greater vulnerability to food scarcity. Currently, the cost of coffee production represents 60% of average net income, while food costs have risen 41% in the past 10 years.

Our work with Nuevo Futuro focuses on food security education and food utilization. Coordinator Katerine Orozco has energized this program, reaching out to families and organizing promoters to expand its reach. Nuevo Futuro families actively participated in local farmers' markets, trained on rainwater harvesting and irrigation techniques, and hosted a celebration of food sovereignty, nutrition, ancestral recipes, water, health and nutrition.

FOOD 4 FARMERS HOW OUR APPROACH WORKS

- We build capacity from the inside out by cultivating leadership and expertise locally that leads to lasting solutions.
- We collaborate with partners, cooperatives, and organizations deeply rooted in the communities they represent so strategies fit each community's culture, needs and priorities.
- We are nimble. We provide an adaptable framework that supports a variety of community-led solutions.
- We take a long-term approach to developing solutions based on trust and respect, because we understand that real and lasting change takes time and commitment.
- We are data-driven, beginning with a participatory diagnostic that is inclusive and localized, to create a roadmap for communities to achieve and measure results.

FOOD 4 FARMERS 2018 CONTRIBUTORS

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Food and Nutrition Resources Foundation
Newman's Own Foundation

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Anonymous

FEATURED SUPPORTERS

Support for Food 4 Farmers' programs comes in many shapes & forms. Here we highlight a few stories from our donor network.



In 2016, GloryBee stepped up to fund our beekeeping programs at CESMACH and Maya Ixil, and the company has been a key partner in our efforts to develop a "specialty" market for the high quality honey these coffee farmers produce. Our mutual goal is to grow honey production, bring high quality "coffee garden honey" to US buyers, and pay farmers more so their businesses and families can thrive.



Equator has been with us from the start – and every year since – supporting our work. They've helped us launch new programs, while sustaining other communities well on their path to lasting food security. From beekeeping to healthy farm soil and clean water, women's farmers' markets to school gardens, Equator has made it possible for hundreds of coffee-farming families to build better livelihoods.



Addison Coffee Roasters encourages customers to donate to Food 4 Farmers via their online retail store, as well as at their shop, matching donations dollar for dollar. They've been a stalwart supporter of and advocate for our work since 2014.



With a mission to "better people's day," Philz Coffee starts with a coffee sourcing commitment that includes generous financial support for our food security work. Since 2015, Philz has made it possible for all of our partners to improve livelihoods, nutrition, and help their communities by building stronger local food systems. Philz' "Cup of Love" is making life better for thousands of families.



Specialty Green Coffee Importers

Long-time donor InterAmerican Coffee has been making key investments in our work since 2012, and has supported our beekeeping program with the Maya Ixil cooperative since 2015. Maya Ixil's indigenous community of coffee farmers has been ramping up honey production and quality, developing their new business to access national and export markets. InterAmerican's support has made a real and positive difference to this group of 191 farming families.



In 2018, Allegro provided key financial support to help us develop effective monitoring tools for communities to measure their progress, educate families about good nutrition and healthy farm practices, and build thriving new on-farm businesses to supplement coffee livelihoods.



Along with donating a portion of sales to our beekeeping program at CESMACH, Brio sells used burlap bags and donates proceeds to Food 4 Farmers. Co-owners Magda and Nate Van Dusen were on our 2018 Vermont City Marathon relay team, and Magda serves as our Board Chair.



Camano Island has donated a portion of their Coffee Lover's Club sales to Food 4 Farmers since 2016. In 2018, Camano Island supported our home garden and egg production program at Nuevo Futuro in Colombia, and our beekeeping work with Maya Ixil in Guatemala.



Café Mam offers coffee produced by farmers living the highlands of Chiapas, Mexico. In 2018, Café Mam's generous support funded our work with 85 coffee-farming families at the CESMACH cooperative, where they're supplementing their coffee livelihoods with income from beekeeping.

FOOD 4 FARMERS

2018 FINANCIALS

Accrual Basis. Unaudited.

BALANCE SHEET	2018
ASSETS	
Current Assets	
Bank Accounts	\$42,872.66
Accounts Receivable	44,397.44
Other Current Assets	2,610.48
Total Current Assets	89,880.58
TOTAL ASSETS	\$89,880.58
LIABILITIES & EQUITY	
Current Liabilities	23,890.21
Total Current Liabilities	\$23,890.21
Equity	65,990.37
Total Equity	\$65,990.37
TOTAL LIABILITIES AND EQUITY	\$89,880.58

STATEMENT OF ACTIVITIES	2018
INCOME	
Restricted Donations	\$141,750.75
Unrestricted Donations	253,387.34
Revenue	30.10
TOTAL INCOME	\$395,168.19
EXPENSES	
Development Expenses	40,171.13
Organizational Expenses	63,185.48
Program Expenses	199,605.00
TOTAL EXPENSES	\$302,961.61
Net Operating Income	92,206.58
Other Expenses	(4,102.87)
Net Other Income	4,102.87
NET INCOME	\$96,309.45

FOOD 4 FARMERS

YOU CAN HELP COFFEE-FARMING FAMILIES THRIVE! SUPPORT OUR WORK, SPONSOR A PROJECT, CONNECT WITH US ON FACEBOOK, TWITTER OR INSTAGRAM, AND SPREAD THE WORD ABOUT HOW FOOD 4 FARMERS PROVIDES EFFECTIVE SOLUTIONS TO FOOD INSECURITY.

VISIT US AT WWW.FOOD4FARMERS.ORG



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