



# FOOD 4 FARMERS

Good Food Every Day for Coffee-Farming Families

## 2019 ANNUAL REPORT



# FOOD 4 FARMERS

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

We work to find effective, lasting solutions to hunger by collaborating with coffee-growing communities to develop sustainable food security strategies. Because every community is different and their challenges vary, we focus on accurately assessing needs and key aspects of food security to address.



## THE 4 PILLARS OF FOOD SECURITY

### **AVAILABILITY**

There is food available that is free from adverse substances and in sufficient quantity and quality to fulfill the dietary needs of families.

### **ACCESS**

People have sufficient income or resources to purchase or barter for appropriate and nutritious foods. Access to food can be direct through peoples' ability to produce their own food, or indirect by their capacity to buy food in the marketplace.

### **UTILIZATION**

Food is properly prepared and stored; people have adequate knowledge of nutrition and children's dietary needs.

### **STABILITY**

Access, utilization, and availability must be considered over time. Stability is the resilience of a community's food supply and considers the effects of weather conditions, political instability, and economic factors. Seasonal hunger is a clear symptom of instability.

# 2019: FARMING FAMILIES AT THE FOREFRONT

## Dear friends,

Coffee-farming families are on the front lines of the climate change fight. Though they have contributed the least to the problem, they are feeling the brunt of the impact. In 2019, we witnessed the effects throughout Latin America. Farming families still recovering from coffee leaf rust struggled to put healthy food on the table. But we also saw these same farmers and families leading the way to healthier rural communities.

Our organization partners with coffee cooperatives and farming families to bolster local food systems and build better livelihoods.

We succeed when families have choices. A choice in how they want to earn a living. A choice in how they care for their families. A choice in how they steward the natural world and resources around them. Ultimately, we succeed when they have greater control over their own lives.

We bring a farmer-centric perspective to our work, not ready-made solutions. We look to coffee-farming families as partners and leaders who can chart their own course when they have adequate access to information, training, and resources.

We believe coffee has the power to fuel food-secure communities, strong leadership, and economic opportunities for women, youth, and marginalized people. When we co-create opportunities to diversify income and reduce reliance on export markets, small-scale farmers can stay on their farms, with their families, and in their communities.



*Ana de la Cruz and her husband Juan Torres Ordoñez are Maya Ixil members and participants in the Food 4 Farmers beekeeping program.*

We're proud to share our partners' achievements as they work to put healthy food on the table every day. The goal is to move beyond the day-to-day, hand-to-mouth approach, and provide farming communities with the luxury of a long-term perspective and the ability to plan for the future.

In 2019, our collaborations resulted in a marked

increase in knowledge and skills deployed to create new businesses serving local, regional, and global markets. Our partners have been able to build self-sufficiency, meet the growing demand for healthy food, and use the power of farming to nurture and restore environmental health.

Small-scale coffee producers and their cooperatives brought important and effective tools to this effort: a commitment to conversation and strong relationships; a hunger and thirst to learn; strength for the work a farm demands; and generosity with us.

This report honors these amazing people. We hope you'll read, enjoy, and join us in the work.

Janice Nadworny & Marcela Pino  
Co-Directors

Magda Van Dusen  
Board Chair



# THE CALL FOR 'TRANSFARMATION'



Food and the way it's produced has a dramatic impact on the environment, biodiversity, and food security. Overreliance on input-intensive agricultural systems has left budgets stretched, the environment battered, and farming families hungry. The time for 'transFARMation' is now.

Most coffee farmers are predominantly dependent on a product that provides inadequate income, yet they lack the resources needed to invest in alternatives. Even though the cooperatives we work with produce Fair Trade, organic certified coffees, most have insufficient land to produce enough to achieve a dignified livelihood.

The small-scale coffee-farming families we work with – along with millions of others – live on as little as \$0.50 per person per day, far below the Global Poverty Line of \$1.90. 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 at Maya Ixil reported an average net income from coffee of just \$900.

To make up some of this gap, many farmers must leave their communities to labor on large farms and in cities, or seek work in the U.S. Even in Colombia, considered a middle-income country, coffee farmers are not able to cover their production costs and feed their families. In our partner communities there, 30% of families have been unable to meet their basic food needs.

Coffee farming is in dire need of 'transFARMation.' We believe coffee farmers are central to ensuring enough healthy, sustainable, locally-produced food in rural communities. Good food can boost income, support climate resilience, and improve health. A sustainable local food system delivers adequate food for all, without expanding the farm's footprint.

**Food production  
is responsible for**

**26%** | **70%**  
greenhouse gas emissions | freshwater use

**40%**  
of the world's total  
land area is dedicated  
to food production.

**50% of land**  
currently in coffee will be  
unsuitable for growing it by  
2050 due to climate change.

**9 plant species**  
account for 66% of global  
food production.

*Above: Marcela Pino and Bety Ocampo of Food 4 Farmers listen to members of ACODIHUE in a food security group in Guatemala.*



*Beekeepers at Maya Ixil in Guatemala check their hives. Beekeeping can generate new on-farm income, provide families with honey and other healthy products, and boost quality and productivity in nearby coffee plots.*

Beekeeping in Guatemala and Mexico is creating new on-farm businesses that generate income, provide pollination services, and support a diverse range of food crops alongside coffee, reducing pressure on forest systems.

A return to food and farming traditions in Colombia and Guatemala nurtures fragile ecosystems around coffee farms and instills community pride.

Cultivation of women and young people as local leaders is encouraging healthier diets and climate-smart farm practices that support quality of life and a healthier planet.

Shifting the world's approach to agriculture requires hard work, time, patience, and relentless determination. Nobody knows more about these things than coffee farmers.

Sustainable local food systems mean protection of biodiversity and reduced water use, lower methane and nitrous oxide emissions, and prevention of nitrogen pollution and phosphorus loss.

This 'transFARmation' at the heart of our approach is based on education and behavioral change. We work alongside farming families to transform monoculture coffee-dependent farms into thriving, diversified local food and economic hubs while continuing to produce coffee.

We help farmers grow food organically, educate families and students about food security and nutrition, and provide business planning to build their capacity to support local food systems and

economic growth. Our agroecological approach bolsters farm agrobiodiversity to improve the health of people, pollinators, and planet.

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In Nicaragua and Colombia, local produce sold in farmers markets is supplanting highly-processed, nutrient-deficient foods with fresh, organic food grown by coffee farmers.

Strategic on-farm income diversification can solve a multitude of problems. It improves farming families' ability to stay together. It creates opportunities

for the next generation to close the economic gap coffee farmers experience due to the widening chasm between income from coffee and cost of living.

Most important, it brings better nutrition

close to home, reducing the need for outsourced, processed food, while planting the seeds of stronger local food systems, economies, and families who can thrive independently.

## 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.





*Coordinator Luis Jiménez (left) of ACODIHUE and Dora López of COMEPCAFE (center) speak with Teresa de Jesús González about SOPPEXCCA's farmers market program.*

## EXPANDING 'TRANSFORMATION,' EXCHANGING IDEAS

Food security coordinators and community promoters are vital links in our programs. They are more than just points of contact, they breathe life into the strategies we create with our partners and bring them to fruition. They spend their days traveling to remote villages, gathering people together, and building confidence that coffee farmers can provide for their families.

As an organization committed to collaboration, we look for ways to draw people together to share and learn. That's why we brought food security coordinators from Colombia, Nicaragua, and Guatemala together for a Learning Exchange in mid-October.

The coordinators work for our cooperative partners and serve the whole community. They are often the only person in their co-ops charged with managing food security efforts. Exchanges like these can help them feel less isolated in their work and connect them with a readymade network to grow their knowledge and build camaraderie.

The Exchange was held at the headquarters of SOPPEXCCA, a cooperative in Jinotega, Nicaragua. The coordinators not only had a chance to share with and learn from one another; they also visited our projects managed by SOPPEXCCA, including their successful women's organic farmers market.

"I'm taking ideas for our market back to Colombia with me where I can apply components to make us more efficient," said Dora López of COMEPCAFE in Colombia.

Dora is now working with her counterpart at SOPPEXCCA, Liliam Pérez, to create a workshop for improving produce sales for the families she and her team of promoters support.

Beyond opportunities for the coordinators, the Exchange also gave the women in SOPPEXCCA's organic market program an opportunity to share their experience and expertise as organic farmers and now entrepreneurs.

*Food Security Coordinator Katherine Orozco (left) of Nuevo Futuro listens to Gloria Talavera share her experiences with SOPPEXCCA's farmers market and home garden program.*





# 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, and
- Encourage sustainable farming practices that promote biodiversity and ecosystem resiliency.

## STRATEGIES:



BEEKEEPING



CHICKENS



CACAO



FRUIT TREES



WATER SYSTEMS



COMMUNITY PROMOTERS



SEED SAVING



EDUCATIONAL WORKSHOPS



SCHOOL GARDENS



HOME GARDENS



ORGANIC MARKET



Photo by Julia Luckett



# PARTNER PROFILES

## MAYA IXIL GUATEMALA

Most coffee-farming families at the Maya Ixil Cooperative are still recovering from the effects of coffee rust in 2013, when farmers lost as much as 80% of their coffee.

Prior to the rust epidemic, Maya Ixil exported eight containers of coffee (roughly 320,000 pounds of green coffee) annually. Since then, they've produced just four containers each year. Half of the families in Maya Ixil rely on home production of squash, beans, and maize for food, and have difficulty accessing enough food throughout the year, especially from July to October.

In 2019, the families of Maya Ixil continued to face huge challenges: low coffee prices, rising food costs, and the effects of climate change. Our beekeepers saw their honey production decline by 29% to 5,143 pounds of honey, due to pests and weather conditions that limited nectar sources.



**39%**

**OF BEEKEEPERS  
IN GUATEMALA ARE  
YOUNG PEOPLE**

In spite of these hurdles, the cooperative remains committed to beekeeping as a tool to diversify income and bolster food security.

In 2019, Maya Ixil launched a campaign to recruit new beekeepers by reducing the entry fee. This resulted in a new cohort of 13 young people joining the program. We supplied 33 hives for the group. The co-op's beekeeping coordinator worked with a team of young promoters to build bee boxes and sew protective gear, which they sell to participating beekeepers at a discount.



Ana de la Cruz of Maya Ixil with her family's hives on the outskirts of their village. In the years after coffee rust destroyed their coffee crop, they have diversified into beekeeping, carpentry, and a small store to supplement their income.



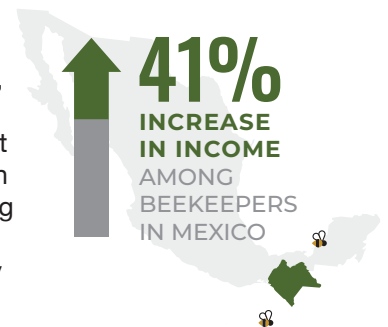
Photo by Julia Luckett

## CESMACH MEXICO

In 2019, the beekeeping coffee farmers of CESMACH harvested 70,510 pounds of honey, far exceeding expectations, thanks to excellent flowering in the nearby bioreserve and good hive management. Honey sales totaled \$44,175, delivering much-needed income to this group of beekeepers and the CESMACH cooperative.

Families at CESMACH typically experience 2-4 months of food scarcity and spend 50-60% of their gross income on food, with most of it brought in from other regions or countries. We began partnering with CESMACH on a beekeeping project in 2015 to improve food security and diversify income.

With a strong group of 86 beekeepers consistently producing high quality honey, CESMACH is now actively looking to diversify their client base. They've been relying on one large honey buyer, leaving them with little pricing power for their high quality specialty honey. As part of this effort, the group is working on organic certification, to access premium markets.



### PARTNERSHIPS & COLLABORATION

- **ECOSUR** - This ecological college in Chiapas delivers training to CESMACH and Maya Ixil on best beekeeping practices, from quality control to honey differentiation and raising queen bees. The co-op's beekeeping coordinator Lucas Abelardo Lopez and his team of promoters regularly visit participants to help with implementation, guidance, and harvests. ECOSUR also supports our partners Maya Ixil and ACODIHUE.
- **Root Capital** - In 2019, we collaborated with Root Capital to further develop the CESMACH beekeepers' business acumen. Thirty beekeepers were trained in financial planning, internal control systems, and resource management.



## FOCUS: YOUNG PEOPLE IN GUATEMALA

According to the UN Food and Agriculture Organization, young people aged 15-29 make up nearly 30% of Guatemala's population of 16.4 million. Fifty percent of them live in rural areas where work opportunities are scarce. Our partners at Maya Ixil near San Juan Cotzal are using beekeeping to not only diversify income, but also to provide economic opportunities for young people. The hiring of young promoters, and the addition of 13 young people to the beekeeping program attests to this.

### ISABELLA DE LA CRUZ MEDINA, BEEKEEPING PROMOTER

Nineteen-year-old Isabella de la Cruz Medina began beekeeping 3 years ago with her father Domingo de la Cruz, the coordinator of Maya Ixil's beekeeping program. She's now an official member of the cooperative and manages 10 hives. She also works as a beekeeping promoter, providing support for other beekeepers.

Isabella joined Maya Ixil because she wanted her own hives. A key benefit of the program is the training she can access to gain useful skills and knowledge. She does all the work in her apiary and uses the Internet to further her learning.

Isabella's favorite part of being a promoter is going out to the field – though, as a young woman, it can be a challenge. Male beekeepers sometimes question her knowledge and are surprised she's able to make it on her own to their apiaries. Some beekeepers still do not believe that she has enough knowledge, but they soon learn to appreciate her skills, especially related to honey harvesting.

Isabella is currently pursuing a technical career in agronomy, with Saturday classes in Nebaj that allow her to care for her apiary and carry out promoter activities during the week. Her goal? To have 70 hives!



### JUSTO PÉREZ ITZEP, BEEKEEPER & COFFEE FARMER

Justo is 20 years old and lives in the community of Xeputul II. His father, Don Nicolás Pérez Rodríguez, emigrated to the United States over a year ago after a landslide destroyed their farm. Don Nicolás had been a participant in our beekeeping program at Maya Ixil. When he emigrated, he left his son in charge of his six hives.

Justo wants to help his family get ahead through beekeeping, and thanks to Maya Ixil's technical support, he now has 21 hives. At harvest time, Justo's mother and younger sisters help out at the family apiary.

During the 2019 harvest season, Justo collected 370 pounds of honey, selling 285 to the cooperative and saving 85 pounds for his family. He has actively put what he has learned at trainings into practice. As his skills have improved, Justo has rented additional land to house a growing number of hives with a goal of owning 50 hives by the end of 2020.



Isabella (center) with Bety Ocampo of Food 4 Farmers and her father Domingo de la Cruz.



# PARTNER PROFILES

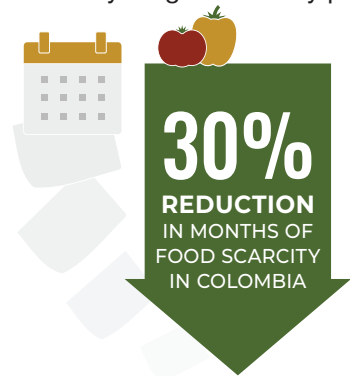


## NUEVO FUTURO COLOMBIA

Since beginning our work with Nuevo Futuro in 2015, consumption of fresh food has increased, families are earning income from sales of their produce, and they are expanding into new markets. The program currently serves one school and 49 families, and will add 50 more in 2020.

Surveys of participants in our home garden program indicate that 95% of the gardens established are still active and well managed. Forty percent of participants did not have a garden prior to the start of the program, and 33% report that they were able to cut their food expenses in half.

Nuevo Futuro's food security coordinator works with a team of young community promoters (in photo above) to train families in organic food production and food sovereignty practices. Nuevo Futuro has also invested in a revolving loan fund with seed capital from Progreso Foundation to help new participants start up their own home gardens. We are co-creating a manual to manage this fund, including eligibility criteria and credit products.



After five years of work, we are now transitioning out of our active collaboration with Nuevo Futuro. The association has successfully incorporated our food security program into their long-term strategic plan and they are successfully managing it on their own.

### PARTNERSHIPS & COLLABORATION

- **Engineers Without Borders** is helping Nuevo Futuro develop water systems to help families with home gardens get through the dry season. EWB teams have designed and installed 2,000 liter storage tanks sufficient to water 600 square feet of plants for approximately six weeks.

## COMPECAFE COLOMBIA

The remoteness of the indigenous villages served by COMPECAFE makes it challenging to build community-wide food security. Yet in 2019, they overcame significant hurdles and added 150 new families in the municipality of Caldono to the 137 families that currently participate in Morales.

The key to COMPECAFE's success lies in their food security coordinator and her team of 17 young promoters. These promoters support families with training in healthy soil and water management and agroecological farming practices, all in a culturally-appropriate way and in their own language. The aim here is to revitalize traditional crops and recipes, to cultivate healthier diets and cultural pride.

This work has yielded exciting results: families are now selling surplus produce in nearby markets, raising poultry, and building their business skills and confidence. There are more than 240 active home gardens with 30 new families slated to join the program in 2020. COMPECAFE has also adopted Food 4 Farmers' promoter methodology to deliver trainings on coffee quality so families can earn a higher price for their coffee.



*Clara Cometa, a member of COMPECAFE, participates in an exchange where participants display their produce and share their learnings.*







## FOCUS ON: DORA LÓPEZ, FOOD SECURITY COORDINATOR COMPECAFE, COLOMBIA

### HOW HAVE YOU BENEFITED AS THE COORDINATOR OF COMPECAFE'S FOOD SECURITY PROGRAM?

It's the experience I've gained working with the COMPECAFE team as well as with a committed community of producers. I've discovered the strength that exists both in myself and in the people I serve. It has been an honor and point of pride to leave my mark on the community and on all actors involved in the program. Coordinating the food security program has meant leaving a legacy of knowledge, learning, and shared experiences.

### WHAT IS THE MOST OUTSTANDING ASPECT OF THE PROGRAM?

The ability to work across the political, social, environmental, and personal spheres. To form a team that is able to bring a message to an entire community and integrate that at the family and community levels.

### HOW DO YOU THINK THIS HAS HELPED YOUR TEAM DEVELOP THEIR SKILLS?

Among our team of 17 promoters, there are six women and nine young people. The program has helped them come together as a team. Before this, most had few opportunities to discover and demonstrate their skills. They've discovered their own leadership abilities as they provide trainings based on what they've learned and make follow-up visits to the families they serve.

In the villages where they work, there are few opportunities [for young people], mostly low-paid informal jobs. The

unexpected impact of the program is that we have seen young people developing professionally while at the same time promoting family development.

This has been a great opportunity for them to stay close to home. These young people value the relationships they develop with the families. They value working in their own language and culture, and they're providing a much-needed service. What's more, they really enjoy it.

"We want people to understand how they can improve their quality of life by producing their own food, which ultimately means food sovereignty."

### WHAT ACHIEVEMENT ARE YOU MOST PROUD OF?

Knowing that the families, who are small-scale coffee farmers, are now producing their own food. They understand the importance of good nutrition and of caring for their natural resources – the richness right on their own farms. Now that they know how they can diversify their diets, it's possible to take advantage of what they already have right at home.

### WHAT IS YOUR DREAM FOR THE PROGRAM?

To share the food security program with everyone. When I say everyone, I mean the 1,403 people who are part of the cooperative and everyone in the region. We want to share this message with all who are interested in having healthy and abundant food available to the whole family. We want people to understand how they can improve their quality of life by producing their own food, which ultimately means food sovereignty.



# PARTNER PROFILES

## SOPPEXCCA **NICARAGUA**

Our 'Mercadito Nutri-Hogar' program uses home gardens to improve nutrition, while launching women on a path to entrepreneurship. During the year, the 30 women in our organic farmers market program dramatically improved availability of organic produce to local residents, growing high quality fruits and vegetables and developing a continuous supply to stock the Jinotega market throughout the year.



**40%**

OF FOOD SECURITY GAP  
**FILLED** IN NICARAGUA

All participants were trained in seed saving and best farm practices. The most popular crops grown in 2019 were lettuce, cabbage, celery, beetroot, onion, carrot, cucumber, pipian, ayote, and string beans. Women were trained in sales, financial management, and producing value-added products. Developing professional skills paid off, boosting monthly sales from \$28 in January to \$1,300 in December.

In 2019, Nicaragua and Honduras suffered a drought that caused major losses of maize, beans, and other crops. Home gardens helped SOPPEXCCA members weather the crisis, provide healthy food for their families and neighbors, and boost income. In 2020, SOPPEXCCA will add 15 more women to the program.



*Gloria Talavera of SOPPEXCCA sells her produce at the market.*

## PARTNERSHIPS & COLLABORATION

- **ASDENIC** - Food 4 Farmers and SOPPEXCCA continued to partner with local NGO ASDENIC to support teachers, students, and their families in our school garden program with four elementary schools in the Jinotega/Matagalpa region. The program serves 560 students and their families and 29 teachers. A major challenge for one of the schools has been access to water. In 2019, we worked together to meet this challenge and helped the school access water for irrigation and drinking.



*Members of ACODIHUE in Aldea Cabc discuss potential food security strategies.*

## ACODIHUE **GUATEMALA**

ACODIHUE is our newest partner. This cooperative of 5,500 members in the northwest corner of Guatemala covers a large swath of communities across the Cuchumatanes Mountain Range. Following a community diagnostic in 2017, we are now working together to boost food security by adding home gardens to their beekeeping program.

The average farmer in ACODIHUE cultivates coffee on 2.5 acres. Net annual income hovers around \$1,600 for a family of seven, leaving families to struggle with several months of food insecurity every year. Though their coffee is highly sought after, few farmers earn enough to escape poverty. Many dedicate their land to coffee with few to no food crops. Cheap, processed foods have supplanted traditional healthier diets, causing widespread childhood stunting with lifelong consequences.

We are working with 100 families to strengthen their beekeeping businesses, while recruiting new beekeepers. Food security will be improved by establishing home gardens and educational workshops. We're developing a monitoring system and training protocol for ACODIHUE's food security coordinator and promoters to ensure that the co-op can continue the work on its own.



*Elvia Monzon is a member of ACODIHUE's beekeeping project.*



## FOCUS ON: LILIAM ARAUZ PEREZ, FOOD SECURITY COORDINATOR, SOPPEXCCA

Liliam is 25 years old and an agricultural engineer with a master's degree in rural development. Her first job after university was with SOPPEXCCA, managing the food security program. Liliam says she's grateful for the opportunity to grow both personally and professionally through the program.

At first, her biggest challenge was gaining the trust of women farmers at SOPPEXCCA. Liliam needed to convince them that the program had a social focus, and the only things needed from participants were responsibility, dedication, participation, and motivation. Liliam worked hard to build trust through continuous technical assistance and unwavering support of families and gardens.

Initially, some women – and their families – considered the gardens a "waste of time." Then SOPPEXCCA decided to launch the women's organic market. Attitudes quickly changed when Sandra Isabel Obando began to see



*Liliam Arauz Perez (right) visiting Sandra Isabel Obando in her home garden.*

new revenue from selling her produce. She quickly became an inspiration and role model.

For Liliam, the most outstanding aspect of the program is the impact on nutrition for rural families. "Teaching people to grow their own food on small plots gives value to the land they have. The opportunity to consume vegetables that are free of chemicals and produced with their own hands has made them realize the economic importance of their farms."

Liliam is proud to see women who started out as timid and hesitant now confidently negotiating prices, building their client base, and taking pride in their achievements. Consequently, it's these women who are coming up with new ideas for 2020. The market has gone beyond improving family income by helping these 30 women strengthen their confidence and knowledge.

Liliam dreams of making the program available to all members of SOPPEXCCA, so everyone has an organic home garden on their farm to improve family nutrition and health.



*Rosibel González in her home garden before and after.*



## GROWING INTEREST IN ORGANIC AGRICULTURE IN NICARAGUA

Ever since she was a child, Rosibel González has been fascinated with agriculture, dedicating herself to the family coffee farm. Now with the support of her husband and kids, Rosibel's fascination is growing and yielding strong results.

Rosibel is part of SOPPEXCCA's Mercadito Nutri-Hogar, a women's organic farmers market and one of the most successful Food 4 Farmers programs. Rosibel is now able to provide healthy, organic produce for her family that comes from her own land. Her income has increased by 10% through the program, and she has used proceeds to send her daughter to university. Her daughter also works with her at the market.

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*"It's a great advantage to produce vegetables without pesticides so we don't jeopardize the health of our children."*

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# FOOD 4 FARMERS 2019 FINANCIALS

Cash Basis. Unaudited.

## BALANCE SHEET

2019

### ASSETS

#### Current Assets

Bank Accounts \$115,564.98

Accounts Receivable 0.00

Other Current Assets 1,943.99

Total Current Assets 117,508.97

**TOTAL ASSETS \$117,508.97**

### LIABILITIES & EQUITY

Current Liabilities 20,068.49

Equity 97,440.48

**TOTAL LIABILITIES AND EQUITY \$117,508.97**

## STATEMENT OF ACTIVITIES

2019

### INCOME

Individual Donations \$87,775.91

Corporate Donations 205,180.30

Foundation Donations 74,765.26

Interest Income 147.53

**TOTAL INCOME \$367,869.00**

### EXPENSES

Program Expenses 225,087.08

Fundraising Expenses 15,179.49

Organizational Expenses 72,354.38

**TOTAL EXPENSES \$312,620.95**

Net Operating Income \$55,248.06

Other Expenses 0.00

Net Other Income 0.00

**NET INCOME \$55,248.06**

## 2019 DONORS

### FOUNDATIONS

Amazon Smile Foundation

Coffeelands Foundation

Food and Nutrition Resources Foundation

Nell Newman Foundation

Paypal Giving Fund

Rick Steves Foundation

The Morris & Bessie Altman Foundation

### CORPORATIONS

Addison Coffee Roasters

Allegro Coffee

Alto Cold Brew\*

Amazoa Coffee\*

Atlas Coffee Importers

Blank Page Café\*

Bluestone Life

Brio Coffeeworks\*

Bunn-O-Matic

Café Mam

Caffe Ibis\*

Camano Island Coffee Roasters\*

Cambio Roasters\*

Capitol Grounds/802 Coffee

Cogito Coffee

Dean's Beans

Dirty Paws Pet Spa

Dispatch Coffee

GloryBee Foods

Henderson's Café\*

InterAmerican Coffee

Jacavio's Java

Green Mountain Coffee Cafe & Visitor Center

Madcap Coffee

Mercanta the Coffee Hunters

Merrifield Coffee\*

Mocha Joe's Roasting

Mr. Espresso

Nomad Coffee

Pavement Coffeehouse\*

Philz Coffee

Propeller Coffee Company

RGC Coffee

Roosevelt Coffee

Root Capital

Scout & Co.

Signature Coffee

Speeder and Earl's

Stone Environmental

Sustainable Harvest, Inc.

Sweet Basil Cards

Sweet Maria's

The Coffee Exchange

The Great Northern

Toronto Coffee Community

Uncommon Grounds

Village Wine and Coffee

Vivid Coffee\*

Vermont Artisan Coffee & Tea

Warren Strausser Real Estate



## INDIVIDUALS

Geoff Adams  
Richard Alther  
Holly & Mané Alves  
Anonymous  
Peggy AuBuchon  
Jess Avison  
Chris Bailey  
Caroline Ballard  
Cate Baril  
Tonya Bates  
Katherine Baumann  
Bechtold Family  
Jonathan Beit-Aharon  
Mary Berger  
Casey Blanchard  
Stacy Bocskor  
Lindsey Bolger  
Kara Branson  
Scott Brayman  
Alec Brecher  
Bob & Joan Britt  
Jan Brydon  
Julia Caminiti  
Ed Canty  
Dewey Caron  
Kristin Conklin  
Ryan Contravallis  
James Cote-Wurzier  
Daniel Cowan  
Ken Crites  
John Di Ruocco  
Sandi Dincki  
Karen Dolan  
Debra & Robert Duvall  
Matt Earley  
Dan Fender  
Bill Fishbein  
Patricia Fontaine  
Kyle Freund  
Genevra Gallo  
Alison Gibson  
Al & Linda Gilbert  
Myla Goldman  
Missy Gorham  
Jerry Greenfield  
Douglas Griswold  
Chelsea & Nick Hadsel-Mares  
Jennifer Harris  
Jeffery Hedges  
Kevin Hern  
Don & Catherine Holly

Alan Homans\*  
Paul Huyffer  
Susan & Dave Johnson  
David Jonah  
Russell Kaplan  
Katra Kindar  
Rebecca Lessard  
Len Littenberg  
Bill Mares  
Kenneth Mares  
Nate Marshall  
Diana McCargo  
Robert McDonald  
Trevor McGovern  
Beth McLaughlin  
Carrie McLaughlin  
Kevin McLaughlin  
Andi Trindle Mersch  
Nicholas & Alexis Mersch  
Christine Miyachi  
Constance Moser  
Ray & Dana Murphy  
Eric Nadworny  
Howard Nadworny  
Janice Nadworny  
Nancy Nelson  
Allan Nicholls  
Bety Cruz Ocampo\*  
Dominick O'Dierno  
Teresa Pete  
Rick & Janis Peyser  
Wendy Pickering  
Nancy Pierce  
Lori Pietropali  
Marcela Pino  
Colleen Popkin  
James Prevo  
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Mike Proia  
Mari Puncel  
Lucy Quacinella  
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Lori Rowe  
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David Stuller  
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Peter Swift  
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Kirk & Loretta Walters  
Jeffrey Wettstein  
Jonathan Wettstein  
Kayd Whalen  
TJ & Jen Whalen  
Gail Wild  
Erica Wilfred  
Alyson Willsie  
Henry Wilson  
Lesla Wilson  
Sandy Yusen

## IN-KIND

Blank Page Café  
Scott Brayman  
Rick Brokaw  
George Burrill  
Kevin Clayton  
Coffeesock  
Connie Coleman Jewelry  
Michele d'Aprix  
Tom and Lori Delia  
John Dooley  
Five12 Apparel  
Frost Beerworks  
Missy Gorham  
Honey Road Restaurant  
Bill Jacobus  
Kestrel Coffee  
Breana Killean  
Sheila McGovern  
Howard Nadworny  
O Bread Bakery  
Philo Ridge Farm  
Kim Ready  
Rod Shedd  
Shelburne Orchards  
Kim Smith  
Bob Stiller  
Village Wine and Coffee

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***\* Sustaining Partners make monthly, quarterly or annual recurring donations of at least \$20 per month to build out the 'last mile' of our programs.***

# 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.

## BOARD

Stacy Bocskor  
Rainforest Alliance

Carrie McLaughlin  
Power Factors

Juliana Rangel Posada  
Texas A&M University

Lindsey Bolger  
Industry Consultant

Andi Trindle Mersch  
Philz Coffee

Magda Van Dusen, Chair  
Brio Coffeeworks

Ed Canty  
Cooperative Coffees

Eric Nadworny J.D.  
Dignity Health

Kayd Whalen, Vice Chair  
InterAmerican Coffee

Bill Mares  
Vermont Beekeepers  
Association

Rick Peyser (Co-Founder)  
Lutheran World Relief

Sandy Yusen, Secretary  
Champlain College

Mike Proia, Treasurer  
Blank Page Café

*Back cover: Domingo de la Cruz, beekeeping coordinator  
at Maya Ixil, samples fresh honeycomb.*





# FOOD 4 FARMERS

Good Food Every Day for Coffee-Farming Families

VISIT US AT [WWW.FOOD4FARMERS.ORG](http://WWW.FOOD4FARMERS.ORG)



@FOOD4FARMERS

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