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Glossary

CLAC  Latin American and Caribbean of Fair Trade Small Producers and Workers
FTA  Fairtrade America
IICA  Inter-American Institute for Cooperation on Agriculture
NFOs  National Fairtrade Organizations
UNDP  United Nations Development Programme
SCAA  Specialty Coffee Association of America
SCAE  Specialty Coffee Association of Europe
SCAJ  Specialty Coffee Association of Japan
WFTO  World Fair Trade Organization
SWP  System-Wide Project
FI  Fairtrade International
In 2017 Latin American and Caribbean producers and workers once again suffered major losses as a result of climate change, in a context in which markets are increasingly characterized by growing competition and pressure for lowering prices. This situation requires measures that we can only create by working together with CLAC’s Product Networks, Workers Network and National Networks.

In response to market challenges related to Fairtrade sales and prices, and in line with our strategy for improving the income of small producers and workers to guarantee more dignified standards of living, we have been working together with the Fairtrade system in developing proposals and conducting activities aimed at reaching this goal.

In the area of banana production, we have identified the external social and environmental costs not covered by the prices received by both Fairtrade producers and those in the rest of the sector.

This study was conducted by True Price, an organization from Holland, together with Fairtrade International and CLAC. Social costs (60% of external costs identified) involve the income received by small producers and workers and their access to social security benefits. Environmental costs (40% of external costs identified) involve natural resource management and pesticide use.

The results indicate that Fairtrade producers have reduced their external costs by 50%, confirming the differences characterizing our production. But the results also point to the need to increase our Fairtrade sales volumes and establish minimum prices that correspond to sustainable production and dignified living standards.

CLAC’s Banana Network has implemented an assistance program that is also currently being applied to the coffee sector. It is essentially focused on improving soil management by producing and applying bio-ferments. This project has already demonstrated a significant improvement in productivity, product quality and producer income, and it also reduces pesticide use, frequency of irrigation, and applications of phytosanitary control, and has consequently lowered production costs.

This work continues in 2018 with the goal of defining the advances made and the ongoing challenges in obtaining coffee prices that cover economic, social and environmental costs in a framework of sustainability.

This information will assist us in our dialogue with the industry, consumers and civil society. It will also facilitate the development of specific assistance programs for producers aimed at closing the gap and obtaining income to cover the costs of dignified living, in the face of challenging markets.

CLAC’s Coffee Network and its Coffee Coordinator have worked during 2017 to replicate these efforts in the coffee sector, collecting and validating sustainable coffee prices in thirteen countries.

This work continues in 2018 with the goal of defining the advances made and the ongoing challenges in obtaining coffee prices that cover economic, social and environmental costs in a framework of sustainability.
The Juices and Fruit for Processing Network was reorganized in 2017, with the main concerns focused on the growing competition between organizations and the urgent need to review Fairtrade minimum prices.

Meanwhile, the Honey, Sugar, Cacao and Quinoa Networks held their regional meetings, with a focus on market challenges and climate change issues.

The Workers Network held its conference in Medellin in July 2017, and although challenges vary among the various countries, progress was made in topics such as collective bargaining, the premium’s impact, commitment to Fairtrade, collective work, exchanges and the united front for expanding the Fairtrade market that characterizes the spirit maintained by each of the Network’s members. Workers understand that the Network has provided them with a means to make their voices heard forcefully within the Fairtrade system, and they value this opportunity offered by CLAC.

CLAC’s National Networks, together with its operations team, have conducted an initial round of reviewing the standards for Small Producers’ Organizations. CLAC’s Board of Directors and Standards Committee (CECLAC) have been following this process closely, since the current review is an opportunity to respond to the demand that producers from various sectors and countries have made regarding certain practices and weaknesses still characterizing Fair Trade. CLAC has worked with other Producers’ Networks in Africa and Asia and with Fairtrade International in designing the consultation and also in systematizing the results by country.

The year 2017 has been a year of challenges and action for CLAC. The Fairtrade market continues to expand, but the supply of products is growing more rapidly than the demand. In this complicated reality, a number of buyers have expressed the need to obtain more information regarding Fairtrade impact and greater transparency regarding potential risks in their supply chains as a condition for maintaining their commitment to producers and to Fairtrade.

Latin America and the Caribbean maintain a strong position within Fairtrade, and for this reason these requirements may affect our producers’ sales if we fail to respond to them. CLAC, with support from FLO-CERT and from producers, has worked during 2017 to respond with information regarding the impact on two specific value chains. It has conducted studies in a number of countries and sectors in which data has been collected in the field and reports on impact have been prepared. Looking ahead to 2018, CLAC will be strengthening its Monitoring, Evaluation and Learning (MEL) department, with the aim of supporting impact measurement in the best way possible, and also offering these services in a more agile manner to producers and their markets.

In 2017 CLAC also strengthened Market Coordination service with coordinators for coffee, cacao, sugar, honey, bananas and other products. The Coffee Network participated actively in a number of fairs in the United States, Europe, Asia, Africa and Latin America. The Banana Network also participated in fairs in the United States and Europe, and together with other products, participated in the Biofach Fair in Germany.

CLAC’s Board of Directors and its Product Networks have identified the need to be more closely linked to and active in markets for the purpose of increasing sales to certified organizations and thus increasing producers’ income. In 2017 coordinators and representatives of the Networks visited the Fairtrade Foundation in the United Kingdom, Max Havelaar Switzerland, Max Havelaar France, Fairtrade Germany, Fairtrade Japan, Fairtrade Korea and Fairtrade America.

In 2017 CLAC successfully implemented twelve projects focused on: climate change, labor rights and well-being, child protection, and gender and youth inclusion. The Finland government financed projects for capacity-building in coffee organizations in Nicaragua and Guatemala, and for capacity-building in CLAC to better serve our members, as well as a project for training workers and managers in plantations in the areas of immigration, conflict management and collective bargaining in the Dominican Republic. In addition, CLAC was able, together with Save the Children, to obtain a European Union project focused on protection of children and vulnerable adults in cacao production. In Peru financing was obtained for a number of projects in the banana sector, aimed at strengthening the labor dialogue roundtable and increasing productivity. The projects benefitted 14 countries and 124 Small Producers’ and Workers’ Organizations.

Lastly, I would like to express my appreciation to CLAC’s operations team for their strong commitment to our mission, and for their spirit and dedication, making it possible for us to consolidate our Organizations and Networks, and to build a stronger Latin America for the future.
2017 was a year filled with intense work, but also with numerous achievements for CLAC. Our president, Marike de Peña, has prepared an excellent summary of the year’s most important events. It was a year in which we worked hard to achieve increasing empowerment of small producers and workers across the continent, and to make significant progress in CLAC’s operational consolidation and ongoing improvement.

With our operational staff of at least 60 persons, we increased the percentage of attention to our member organizations and we achieved a slight increase in satisfaction of services, rising to 82.5% (in comparison to 81% for the previous year). We implemented our annual operational plan and budget at a high level of performance and with efficient use of resources, as verified by a number of external evaluations and audits. Thus we are gradually and continually demonstrating improvements in favor of the key players and owners of this Network: small producers and workers.

Our budget for 2017 was 4.9 million US dollars (4.2 in 2016), of which 75% came from funds received through licensing fees for Fairtrade product sales, channeled to CLAC by Fairtrade International (FI). In addition 18% of the budget came from funds for projects generated in the Fairtrade System or channeled through various Fairtrade National Organizations (NFOs) such as Fairtrade Finland, Fairtrade Germany, Fairtrade Foundation in England and Fairtrade Ireland. The remaining 7% came from other direct allies such as TRIAS and BTC, from services provided for impact assessment, from memberships, and other sources.

Of the resources used during 2017, 81% was invested in capacity-building activities for our member organizations and their structures, specifically the Product Networks, Workers Network and National Networks. The other 19% was invested in our communication strategy, advocacy work, monitoring, evaluation and learning, fair trade promotion, governance and administrative expenses.

The following pages illustrate CLAC’s advances in implementing our Strategy, through the efforts of the various departments in our operational structure, working side by side with our members. In addition CLAC’s National Networks present some examples of their ongoing work in line with our Strategy.

With regard to our first strategic line of work, specifically Organizational and Operational Strengthening, aimed at continuing to strengthen CLAC in order to assure a solid, efficient organizational and operational structure as a platform for bringing together Fairtrade Small Producers and Workers in Latin America and the Caribbean: the reader will see how CLAC’s Board of Directors, Surveillance Committee, National Networks and Product Networks have engaged in efforts to contribute to this goal with assistance from the organization’s various departments.
Regarding our second strategic line of work, specifically **Promotion of Fair Trade**, its values and principles: CLAC’s National Networks and its Communication, Advocacy and Products and Markets departments have worked primarily to “Promote Fair Trade principles, values and impact with consumers and civil society in general, in countries in both the North and the South.”

In terms of our third strategic line of work, which is **Strengthening and Developing our member organizations**, with the aim of Contributing to strengthen and develop the capacities of CLAC members, in order to attain greater empowerment and self-managed, sustainable development: the reader will see how our Strengthening and Development Department has been working tirelessly throughout the various regions to achieve this goal.

With regard to our fourth strategic line of work, specifically **Growth and Links with current and new markets**: it is our Products and Markets Department that has primarily contributed to assuring that our member organizations have greater access to markets in the North and the South. One activity particularly worth mentioning is the launching of market studies in the South, in countries with the greatest potential, such as Mexico, Ecuador and Costa Rica.

Our fifth strategic line is **Advocacy**, and the aim is to influence the decision-making of a range of stakeholders (public, private and mixed) in the Fair Trade movement, and in any other forum associated with issues affecting our members. Our National Networks and our Advocacy and Strengthening and Development departments have all contributed to creating opportunities for advocacy work, and to developing a number of studies and research projects with the potential to become useful instruments in this work.

Finally, with regard to our transversal themes—specifically Gender, Climate Change, Food Sovereignty, Child Protection, Youth Inclusion, Environmental Sustainability and Good Labor Practices: we can report that all of CLAC’s operational structures (National Networks, Product Networks and Workers’ Network) and CLAC’s various internal departments have worked to integrate each of these areas into their work. Clearly, the greatest results are demonstrated in the areas of Gender, Youth Inclusion, Child Protection and Climate Change, which, as especially urgent issues, have operational personnel assigned to them.

We are one year away from completing the current Strategic Plan, to then begin a planning cycle once again, to evaluate the goals achieved and the needs still required, to continue to work together to build sustainable and fair trade and a more equitable world for all. ¡Let us celebrate what we achieved in 2017, and set out once again to reach new accomplishments in 2018!
2017 was the second year for the current Board of Directors, which was elected at CLAC’s 6th General Assembly held in November 2015 in San Salvador, El Salvador to serve for the 2016-2018 period.

The Board’s first physical meeting in 2017 was held on March 15-17 in Lima, Peru. Board members had the opportunity to meet with the Peruvian Fair Trade Network and Peru’s National Coffee Board, and to analyze the most important issues as the year began. Some of the most important topics discussed at the Board Meeting were: advances made in discussions at the global level regarding supplying the companies in the Fair Trade system; attendance by members at the various meetings of National Fairtrade Organizations (NFOs); and reports from Product Networks. The second day was dedicated to a workshop on Monitoring, Evaluation and Learning (MEL), attended by CLAC’s Board of Directors, Peru’s National Coffee Board and the Peruvian Fair Trade Network.

The second physical meeting of the year was held on September 21-22 in Panama City, Panama. The Board conducted an analysis of CLAC’s implementation of its strategy; reports were presented by networks, the operations team and some committees; and the Board prepared an overview of the first round of the Consultation on Standards conducted in the region.
It is important to highlight that representatives from the various National Fairtrade Networks met on the days leading up to the meeting to summarize the results from this consultation. In both settings, those participating defined the steps to follow and compiled the lessons learned from the extensive consultation processes carried out in a number of countries.

Later in the year, on October 16, a virtual Board meeting was held to follow up on the proposals for agreements that were developed at the Panama City meeting. The proposals that were analyzed and approved include the decision to invite Sonia Murillo, a representative of the Sugar Network, to serve as an observer on the Board of Directors (with voice, without vote), given that the previous representative elected by the Assembly resigned from her organization and could thus no longer serve as a representative. Other decisions were on including new members in CLAC’s standards and gender committees, and delegating the review of CLAC’s Membership Policy to the Surveillance Committee.

In addition CLAC’s Operations Committee held a number of physical and virtual meetings (four physical and two virtual) to closely accompany the work carried out in CLAC at the operational level. These meetings contributed to maintaining a strategic perspective in facilitating the organization’s decision-making. The Operations Committee took advantage of opportunities to meet, for example, at SCA 2017 held in Seattle, Washington in April and the Fairtrade General Assembly held in Bonn, Germany in June. At this latter event, CLAC was represented by four delegates selected at the Lima meeting.

CLAC’s Surveillance Committee, for its part, met on September 5-6 at CLAC’s central offices in San Salvador, El Salvador. Committee members followed their usual practice of reviewing CLAC’s Financial Statements and External Audit reports, as well as reviewing and evaluating the 2016 operations plan, among other key accountability matters.

CLAC’s Board of Directors, Operations Committee and Surveillance Committee made significant strategic decisions in 2017, and representatives from the various countries in the region participated in important meetings for decision-making at regional and global levels.
2017: A year of intense efforts to accompany an increasing number of organizations

During 2017 CLAC and its Operations Team accompanied 79% of the Fairtrade organizations, which is 11% more than in the previous year, of a total of 826 Fairtrade-certified organizations in Latin America and the Caribbean.
In the Southern Cone region, composed by Brazil, Argentina, Uruguay, Paraguay and Chile, there was an average of 101 Fairtrade organizations in 2017. They included primarily producers of coffee (Brazil), fruit for juices (Brazil, Argentina, Chile), wine grapes (Argentina, Chile), honey (Argentina, Uruguay, Brazil and Chile), and sugar (Paraguay). Especially worth mentioning is the exceptional work in 2017 by and with young people in the entire region through a Youth Conference in Paraguay. In addition specific workshops were organized on using social networks and photography in order to make social communication more dynamic, particularly through Instagram. Young people from juice and coffee organizations in Brazil are sharing images of their organizations, crops and impressions of Fair Trade on social networks, targeting persons interested in how Fair Trade organizations are working.

In Paraguay, young people worked intensively to support the National Fairtrade Network and the “Okukua” child protection project, implemented by the government and by allies in a region where sugar cane organizations are working. Also, juice producer organizations were able to take a significant step forward in strengthening their organizations and the Fruit and Juice Network through a special project for orange juice organizations in Brazil and Mexico. In Brazil, Boa Esperanza became a Fair Trade Town in November 2017.

**COUNTRIES**
- Brazil
- Argentina
- Uruguay
- Paraguay
- Chile

**PRODUCTS**
- Coffee
- Fruit Juices
- Wine Grapes
- Honey
- Sugar

**ORGANIZATIONS**
- 101

Youth Meeting in Paraguay
Project in Paraguay with Okakua
Boa Esperanza, Fairtrade Town, Brazil
Workshops for youth in photography and social media
Example photographs taken as part of the project
Andean Region

The Andean region, consisting of Colombia, Ecuador, Bolivia and Peru, is the region with the greatest number of Fairtrade organizations, with an average total of 456 in 2017. The primary products in this region are coffee and cacao (in the entire region), bananas (Colombia, Ecuador, Peru), and quinoa (Bolivia, Ecuador, Peru) as well as other products such as herbs, pecans, fruits and vegetables. Coffee producer organizations in Bolivia took significant steps forward in their project for increasing productivity through youth promoters (see more on this on page 28 of this document).

Young people have also been very active in the region’s other three countries, collaborating with non-governmental organizations like TRIAS in Peru and Ecuador in efforts to include new generations in the activities of small producers’ organizations. In Colombia there were efforts to collaborate intensively throughout 2017 with all the Fairtrade organizations in reviewing standards, in creating a Fairtrade coffee strategy in Colombia, and in promoting a video. It was also possible to build a closer relationship with the government through an agreement on collaboration with Solidarity Organizations, through an entity within the Labor Ministry aimed at promoting Fair Trade principles and values in the reconstruction of communities within the country’s new peace process. In Ecuador Fairtrade grassroots organizations have maintained remarkable coordination with the government for a number of years.
Caribbean Region

CLAC has 80 organizations in the Caribbean, located on the various islands, with production of primarily bananas in the Dominican Republic and the Windward Islands, sugar in Belize, Cuba and Jamaica, and cacao and coffee in the Dominican Republic and Haiti. Over half of the organizations in the Caribbean are in the Dominican Republic, where the majority of CLAC’s support activities are concentrated. We should particularly highlight the work carried out in support of the Workers Network in the Dominican Republic.

CLAC has been able to intensify the training workshops offered on a variety of topics to workers. Some of the topics are Fairtrade Development Plans, complaint procedures, and gender. CLAC has also facilitated an exchange between Small Producers’ Organizations in the cacao sector in Haiti and in the Dominican Republic, with a focus on creating a proposal for a project to be implemented in 2018. CLAC has worked intensively in Belize and Cuba with sugar cane organizations, focusing on their respective topics of interest. In the case of Belize efforts were concentrated on child protection issues as well as organizational strengthening, while in Cuba the focus was more on productivity issues.
We have an average of 188 Fairtrade organizations in Central America and Mexico. The majority are coffee organizations (Mexico, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica), followed by honey (Mexico, Guatemala, Nicaragua). There are also organizations that produce bananas (Costa Rica, Panama, Mexico) and other fresh fruit (Costa Rica, Mexico), as well as vegetables (Guatemala, Mexico), cacao (Panama, Costa Rica, Nicaragua), and sugar (Costa Rica and El Salvador). One of the topics in this region on which efforts have been most focused is productivity and adapting to Climate Change. In Mexico CLAC has collaborated with two universities in two different states to analyze the impact from climate change on coffee production and suggest strategies for adaptation and mitigation.

CLAC has also been able to take some major steps forward in child protection in the Mexico and Central American region. It has assisted an increasing number of National Fairtrade Networks (Guatemala, Costa Rica and Mexico) and grassroots organizations in developing their own policies and procedures in this area. In 2017, following five consecutive years of collaboration with TRIAS, an NGO, we have been able to launch the first year of a second project focused on promoting gender and youth inclusion in El Salvador in particular, but also globally across the continent, and also focused on entrepreneurship and comprehensive services in Small Producers’ Organizations in El Salvador. In addition CLAC has successfully completed its project in Costa Rica, Panama and Nicaragua for creating market opportunities in the South with IICA in 2017, and efforts are underway in Costa Rica to continue this relationship with IICA.
The number of workshops offered in 2017 increased, while the number of visits to individual organizations decreased in comparison to the previous year. We have been able to gradually improve in assuring active participation by youth in our workshops. However, the percentage of women’s participation in CLAC workshops has diminished slightly.

The great majority of CLAC activities have been focused on Organizational Strengthening, together with Crosscutting Topics and Compliance with Standards, following by activities in Commercial and Productive Strengthening, and to a lesser degree, Financial Strengthening. The latter may be explained by the fact that much of the effort in accompanyng organizations is concentrated, first of all, on organizational, commercial and productive strengthening to in this way assist Small Producers’ Organizations in becoming more readily eligible to receive financing. Even so, we have set a goal of improving our strategy in financial strengthening, while seeking out alliances for working more in this area in the coming years.
2017 was a year in which CLAC worked very diligently on matters associated with standards. In this section we will present our main activities and achievements in this area.

CLAC’s Standards Committee (CECLAC) met 22 times during 2017. There was a three-day physical meeting and the others were virtual meetings. Two new members joined the Committee, and a new CLAC representative joined Fairtrade International’s Standards Committee (SC). CECLAC provided support to CLAC’s representative on the SC, with precise guidance on CLAC’s opinions and positions on the various agenda topics.

CLAC participated in 14 consultation projects for the review of standards by Fairtrade’s Standards Unit, from the project’s initiation to final decision, and also for follow-up in the field through the Operations Team.

It is worth highlighting the active participation in the process of selecting CLAC’s new representatives on Fairtrade’s Standards Committee. Miguel Mateo of Guatemala was the candidate recommended by CLAC and ultimately selected by the SC. He has been participating in the SC since September. CLAC also confirmed changes in its Standards Committee with the addition of Joao Gasperini of Brazil and Milton Gonzaga of Peru. This means there is a total of five committee members, facilitating a quorum for meetings and increasing the Committee’s capacity for providing assistance.

CECLAC’s first direct task with the National Fairtrade Networks was completed, with assistance from the Operations Team, in a process of consultation on standards. As a result, consultations can be as participative and expansive as possible.

The main achievement was the successful completion of the first round of consultation for revising the criteria for Small Producers’ Organization. It was an expansive process lasting several months and demanding a great deal of coordination and work among all the parties involved. A total of 25 workshops were held in 15 countries in order to complete the consultation. A workshop was held in Panama for analyzing the consultation’s results, with participation by representatives from National Networks, the Board of Directors and CECLAC.

Lastly, CECLAC followed up on new requirements for standards received from the various sub-regions and from one NFO.
In its process of consolidation, the Latin American and Caribbean Workers Network has carried out many activities aimed at developing a strategy for bringing visibility to Fairtrade’s impact on the lives of workers and their families. It has also worked to formulate a participative and democratic manner to develop agreements establishing how this strategy will operate.

During 2017 the Workers Network held its second international meeting. The goal was to continue with the work proposed at the first meeting, with significant emphasis placed on establishing internal regulations and adapting by-laws, while taking into consideration the realities expressed by each one of the workers. In addition the Network’s strategic vision was redesigned in a participative manner, and its work plan for 2018 was developed.

At the year’s end, the operational technical committee met, and in compliance with the mandate established at the general assembly, its operational plan was developed and approved.

Among the lines of work established, the following were agreed upon:

- Hold monthly virtual meetings of the Technical Committee of the Workers Network to facilitate implementation and monitoring of compliance with the plan.
- Hold meetings of the local workers committees with the intention of presenting information that will serve as motivation for ongoing participation.
- Develop profiles of plantations that bring visibility to the impact from Fairtrade on workers, their families and the nearby communities.
- Initiate a process with workers’ organizations and other local and national entities to jointly invest in one of CLAC’s transversal themes in each region, depending on the needs in each region.

At the local level, each of the workers committees has developed its own dynamics for holding periodic meetings and assemblies. It is worth mentioning the achievements reached by workers in the Dominican Republic and Colombia, where worker delegates from all the country’s plantations meet regularly to facilitate exchanges on topics of shared interest.

In Argentina, Brazil, Chile, Ecuador and Mexico, local committees have carried out integration activities for building channels of communication and for consolidating social structures.

The biggest challenge proposed is to establish internal regulations to enable the Workers Network to continue to develop within Fair Trade principles and to serve as a guide for workers committees at the local level in each country.
Activities carried out by the Workers Network
In 2017 the Products and Markets Department worked to create stronger links between small producers’ and workers’ organizations and the international market, including buyers, traders and other strategic partners. Also, the department has made efforts to strengthen Latin American and Caribbean organizations in terms of improving quality and productivity. Following are some explanations of our interventions:

### Strengthening the team

For the purpose of increasing expertise and capacities in providing support in the areas of production and access to markets, CLAC expanded its products and markets team in 2017 with three new positions. First of all, the General Coordinator of Products and Markets was created with responsibility for directing the department and working on the minor products. A new Cocoa Coordinator and a second coordinator for coffee were added with the aim of supporting producers of these key products. With a more solid team, CLAC continues to support producer organizations in improving their production capacities and their connection with the Fairtrade market.

### Strengthening product networks

CLAC’s Product Networks, such as the Sugar Network, Banana Network, Cacao Network, Coffee Network, Honey Network, Juice Network and Quinoa Network, are important spaces for discussion and reaching agreements within CLAC. The technical committees for all the networks met at least one time for a physical meeting in 2017 and met additional times virtually. At these meetings, the networks shared and exchanged opinions and experiences associated with challenges in production, in commercial chains, and in markets. The intention is to gradually strengthen these networks as forums for representing the interests of producers in the Latin American continent.
Product networks also play an important role in responding to the consultations on how the Fairtrade system is evolving, as in the case of the Cocoa Network, which organized a workshop on reviewing the model for Fairtrade cocoa prices.

**Attendance at Fairs and Events**

In 2017 the Products and Markets Department continued to enhance CLAC’s participation at international fairs. To promote coffee, CLAC was present at the Global Specialty Coffee Expo (formerly SCAA, in the United States), World of Coffee (formally SCAE, in Hungary), Sintercafe (Costa Rica), SCAJ (Japan), and Café Show (Korea). The aim was not only to bring visibility to CLAC, but also to do more networking with the global industry through specialty coffee tastings, building relationships and holding meetings with buyers, and in some cases, organizing a stand together with the Fairtrade system. CLAC also participated in the First Coffee Producers Forum in Medellin, Colombia, and in the AVANCE Sustainability Forum in Guatemala.

In the produce sector, CLAC participated in Fruit Logistica (Germany) and PMA (United States). This was the first time that CLAC participated at PMA, with a stand organized together with Fairtrade International and Fairtrade America. The objective was to explore the potential in the US market for Fair Trade fruits and vegetables.

To promote the banana sector, CLAC participated in the World Banana Forum in Geneva, particularly in a working group on preventing Panama disease (Fusariosis, TR4). CLAC shared its experience through its program for soil health and increasing productivity (PIP Program).

**Informational Materials**

This year we continued to develop materials for communicating the impact for not only the Fairtrade system but also the global market. In this way, the Commercial Profiles Project moved forward. Specifically, work during 2017 included the compilation of over 450 profiles; ongoing development and maintenance of the CLACBook virtual tool; and continued efforts in the writing and translating of profiles. The final goal is to have all the profiles updated, translated and downloadable in CLACBook by the end of 2018.

In addition the Products and Markets department contributed to the publication of three Product Newsletters written for the market and published in Spanish and English. These included one newsletter each on Coffee, Bananas and Sugar.

Also, a number of videos were developed for the purpose of promoting Fairtrade’s role and impact, primarily for coffee and bananas.
In August 2017 CLAC began its implementation of the second phase of its Productivity Increase Program (Programa de Incremento de Productividad—PIP) in the banana sector. The program’s objective is to improve soil health and fertility in order to increase productivity in banana production. Since results from the first phase were very positive, including improvements in productivity and cost reduction, CLAC decided to continue with a second phase aimed at furthering developing and strengthening the program and expanding it to include more organizations.

Since August, CLAC made a total of 15 visits to benefit 23 organizations, providing training in this program to 200 persons, including producers and technicians in all Fairtrade banana-producing countries in Latin America. CLAC also organized a major event attended by producers from several of the region’s countries and held in Colombia’s Santa Marta banana region, to provide an opportunity for participants to observe the program’s results and for producers to share their particular realities and experiences with other producers. The event had a very positive result in motivating producers to adopt and implement the PIP.

Coffee quality and production workshops

With the new Coffee Coordinator focused on Production and Quality, CLAC was able during 2017 to conduct its first networking and training event for coffee technicians. The event was held in Colombia, at the CENICAFE test center. Twelve technicians from ten organizations representing nine countries participated in the week-long event, and received training in areas such as phenology, climate change, coffee nurseries and sound agricultural practices.

In addition CLAC conducted a number of workshops on improving coffee productivity and quality management in Guatemala, Colombia and Bolivia. These workshops also focused on best practices.
CLAC held 16 training workshops on market analysis and risk management for representatives of 139 coffee producers’ organizations in Mexico, Guatemala, Honduras, Nicaragua, Colombia, Peru and Brazil. Also, 30 organizations received individualized consultation and training by outside experts, to strengthen their abilities in managing trade and market risks.

**Risk Management Training Workshops**

In September 2017 CLAC took on the role of coordinating the implementation of a pilot project in the Dominican Republic for renewing cacao plots with new planting technologies. The Dominican Republic is one of Latin America’s primary suppliers of Fine Flavour cocoa and organic cacao. However, productivity levels in cacao plots in this country are considerably lower than in other countries. This project seeks to improve soil structure and composition in new plantations with the goal of increased production as well as greater resilience to the climate change effects that are experienced at an increasingly severe degree on the island.

**Pilot Project for Improving Cacao Productivity begins**

In September 2017 CLAC took on the role of coordinating the implementation of a pilot project in the Dominican Republic for renewing cacao plots with new planting technologies. The Dominican Republic is one of Latin America’s primary suppliers of Fine Flavour cocoa and organic cacao. However, productivity levels in cacao plots in this country are considerably lower than in other countries. This project seeks to improve soil structure and composition in new plantations with the goal of increased production as well as greater resilience to the climate change effects that are experienced at an increasingly severe degree on the island.
In 2017 CLAC led various Monitoring, Evaluation and Learning (MEL) activities in a number of countries with a focus on different products, as a complement to the systematic MEL activities.

**Nicaragua**

CLAC conducted an impact study for Fair Trade-certified coffee organizations in Nicaragua that are also assisted by the Finland project. The study’s objective can be divided into three areas: a) to evaluate Fair Trade’s contributions to Small Producers’ Organizations over the last ten years, b) to evaluate changes in communities and their members over the last ten years, including factors such as income, family assets and access to basic services, and c) to provide information to Small Producers’ Organizations regarding future development plans.

The study’s conclusion pointed to favorable impacts in terms of improvements to families’ income, assets and living conditions. Improvements in access to basic services and education are reported not only for the families of members in participating organizations but also generally in the communities where these organizations operate. It is important to emphasize that the impact from Fairtrade income varies among members of the organizations. Specifically, members with more land and consequently more land in coffee production more clearly experience the benefits.
Dominican Republic

CLAC initiated a diagnostic study on the regional context for families of small banana producers in the northern part of the Dominican Republic. The study comprehensively covered the families’ living situations, including demographic aspects, health, education, poverty, employment, trade and the environment. The study’s results will be available in 2018.

Colombia

CLAC also conducted an assessment of Fairtrade impact in small producers’ and workers’ organizations in the banana sector in Colombia. The objectives were: a) to study the impact generated between 2012 and 2016 in the target population, b) to evaluate the effectiveness of Fairtrade as a sustainable means for improving banana production, c) to study the perceptions of the target population regarding the effects of Fairtrade, and d) to formulate recommendations.

The study concluded that Fairtrade has demonstrated that it is a tool for the sustainable development of producers and workers in Colombia’s banana regions. It has helped to decrease the housing deficit, eradicate child labor, close the gap caused by illiteracy and dropping out of school, facilitate access to higher education and provide spaces for the physical and emotional well-being of communities. It was also demonstrated that as a result of Fairtrade, 90% of families have sufficient income to set aside small amounts of savings.

Brazil

In 2017 CLAC also initiated a pilot program for monitoring and evaluating the development of coffee organizations in Brazil as a result of the Fairtrade Premium. There are limitations in the monitoring and evaluation of results from a centralized perspective—by CLAC or Fairtrade, for example. The primary limitation is that the organizations do not “own” the process and therefore do not see any associated benefits.

Therefore, this pilot project is aimed at developing a system for monitoring results from the organizations’ perspective, with the organizations directly involved in the project’s design and taking ownership and responsibility in maintaining the project. The incentive for organizations is that they will be able to obtain relevant, timely data for their own development. This is the only way to establish a monitoring and evaluation system that is viable and sustainable.

During the last quarter of 2017 CLAC also conducted household surveys for the third consecutive year, and this year they were conducted in coffee and banana organizations in Peru. This work is carried out in collaboration with the Fairtrade system, and the idea is to interview the same group of families in their households every three years, in order to better understand the process of Fairtrade evolution and impact at the household level. This year we interviewed 232 households in three coffee organizations and three banana organizations in Peru. The results will be systematized during the early months of 2018.
In 2017, in accordance with its Advocacy Strategy, CLAC focused on strengthening National Fairtrade Networks’ capacities in the following areas: advocacy work; accompanying initiatives and opportunities at the national level; and ongoing promotion and follow-up for campaigns promoting fair trade through the Fair Trade Cities and Towns and Latin American Fair Trade Universities.

With a focus on assisting the development of advocacy strategies at national and local levels—in coordination with CLAC’s advocacy strategy—CLAC held national workshops in the following countries:

- Bolivia
- Chile
- Paraguay
- Nicaragua
- Costa Rica-Panama
- Colombia
- Peru
- Ecuador

These national workshops contributed to identifying the needs for advocacy by Small Producers’ Organizations and the potential opportunities for doing this work—as a first step toward developing advocacy plans for moving toward resolving the organizations’ diverse needs.

CLAC’s Advocacy department also accompanied a number of initiatives, with the following especially worth mentioning:

1. Support for activities in Mexico’s National Fairtrade Network, to involve the Universidad Politécnica de Huatusco (UPH) and the Universidad de Chapingo in the campaign. An important result from building these connections was a major celebration of World Fair Trade Day held at UPH.

2. Support to CoopeVictoria to initiate the local campaign in Grecia (Costa Rica).

3. Support to the Dos Costas Cooperative with its local campaign in Boa Esperanza (Brazil).

4. Support to Ecuador’s National Platform with the campaigns in Riobamba and Quito. Both cities declared themselves as Fair Trade Cities during the second half of 2016. The National Fairtrade Network has made a significant impact on public administrations and on the National Fair Trade Strategy promoted by the national government.

5. Support to Peru’s National Fairtrade Network for its activities with the Universidad Nacional de Piura, particularly in assisting young producers to participate in the activities.

8. A major event was held in Bolivia in 2017 with a regional focus, providing an opportunity for participants to exchange experiences in advocacy work. As a result of this event, the National Fairtrade Network is currently better positioned, with more visibility in the government’s platforms. In addition, ECLAC in conjunction with CLAC published a book entitled El Aporte del Comercio Justo al Desarrollo Sostenible (Fair Trade’s Contribution to Sustainable Development).

Latin American Fair Trade Universities

The basic objective of this campaign is to create a network of Latin American and Caribbean universities that support fair trade through various academic activities, through public outreach and through direct networking with small fair trade producers, defined as broadly as possible to include both those linked to international solidarity networks and those working to build rural-urban and south-south fair trade.

The Fair Trade Universities campaign obtained excellent results in 2017, with two universities joining the campaign, specifically the Universidad Autónoma Chapingo and the Escuela Superior Politécnica de Chimborazo (ESPOCH) in Riobamba.

Alliances are an important focus of CLAC’s advocacy strategy, and thus CLAC reached an important agreement with the Corporación Unificada Nacional de Educación Superior (CUN) for its work with small coffee producers in the Planadas municipality in Colombia.

Knowledge generation has accompanied Fair Trade promotion, and something especially worth highlighting is a report published by the Universidad Uniminuto de Colombia on Public Policies for Promoting Fair and Solidarity Trade in Latin America, an effort also supported by assistance from Finland and participation by a number of researchers in this area.

Univ. Autónoma de Chapingo, Mexico

Fair Trade Cities and Towns

In 2017 Boa Esperanza declared itself a Fair Trade City. Thus, there are currently three Fair Trade Cities in Brazil, and Boa Esperanza is the sixth Fair Trade City in Latin America.

In addition local committees were established in three other cities in Latin America during 2017 with the aim of preparing for such declarations. These cities include Arroyos y Esteros in Paraguay, Marcala in Honduras, and Grecia in Costa Rica. It is hoped these initiatives lead to the addition of three more cities to the campaign in 2018. These three local initiatives are noteworthy as achievements during 2017 that maintain the campaign alive and active, and that also promote alliances with different sectors and stakeholders at the local level.
In 2017 CLAC’s Programs and Projects department made progress in the relationships it has established with strategic partners. The department laid the groundwork for moving toward more effective management. It designed and implemented a model for managing projects based on Fair Trade principles, making it possible for all stakeholders involved to actively participate in decision-making and to become empowered. In this way CLAC’s projects are being transformed into genuine development tools that allow member organizations to meet their goals, while at the same time CLAC has been able to expand its services.

This department is also paving the way for establishing a common language and work methodology that will facilitate managing projects with the potential to attain significant, long-lasting impacts. This is demonstrated by what has been accomplished through the teamwork by CLAC’s National Fairtrade Networks, Small Producers’ Organizations and Operations Team.

Achievements in Active Projects

In 2017 this department completed 12 active projects implemented in eight countries in three regions, focused on four products, and associated with three transversal themes in CLAC’s 2016-2018 Strategy. Some of the most significant results are related to progress made in active projects as well as the successful completion of a number of projects implemented with assistance from Fairtrade Finland and Belgium Technical Cooperation.
A project entitled “Youth Leading Adaptation to Climate Change for Fair Trade Coffee in Caranavi, Bolivia” is underway in Bolivia, funded by Fairtrade Germany and LIDL. Participating in the project are 330 producers from eight of the country’s Fairtrade coffee organizations. The project’s impact objectives are to contribute to the organizational strengthening of Small Producers’ Organizations to make them more resilient to climate change; to improve organic coffee production systems; and to build the capacities of young leaders, moving toward 2018. Some of the project’s most important accomplishments are:

- 90% of organizations have technical teams, promoters and/or directors who are trained in climate change and are replicating the training they received with their members.

- 50% of organizations have analyzed their climate risks and have developed and implemented adaptation plans or strategies that help to reduce their vulnerability to climate change and allow them to better respond to this phenomenon, looking toward 2018.

- 80% of producers participating in the project note that the use of sustainable agricultural practices has a positive impact on productivity and/or quality of crops and on resilience to climate change.

- 69% of youth participate in leadership-training schools and report that they have improved their abilities in leading teams, speaking in public and participating in their organizations.

- 100% of trained promoters adopt and then replicate the knowledge they acquired to ten producers each.

- 320 coffee nurseries have been established on the plantations of participating producers, each with a capacity for 1,000 plants.

- The project has motivated and empowered directors of the eight organizations, as they feel part of all the decision-making processes.
Life and Cocoa

The “Life and Cocoa” project, financed by the Belgium Technical Cooperation, was completed in December 2017. The project’s objective was to contribute to improving the quality of life for cocoa producers in Peru and Ecuador. To this end CLAC worked diligently together with participating organizations, Heifer International and Belgium Technical Cooperation in the areas of productive, organizational and commercial strengthening aimed at the sustainability of cocoa producers’ organizations. The project’s main results are the following:

<table>
<thead>
<tr>
<th>ECUADOR</th>
<th>PERU</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase in yields from 278 kg/hectare/year in 2016 to 591.91 kg/</td>
<td>Increase in production from 700 kg/hectare/year in 2016 to 710 kg/</td>
</tr>
<tr>
<td>836 participating families, 256 women.</td>
<td>111 families participating in project, 60 women.</td>
</tr>
<tr>
<td>Close to 440 hectares (approx. 348 families) fertilized with fertilizer</td>
<td>55,000 cacao plants produced in organizations’ nurseries.</td>
</tr>
<tr>
<td>produced in families’ own fertilizer production units (300,000 kg).</td>
<td>28 new trained leaders participating actively in organizations’</td>
</tr>
<tr>
<td></td>
<td>decision-making bodies (assemblies, committees, etc.).</td>
</tr>
<tr>
<td>42 trained leaders participating actively in organizations’ decision-</td>
<td>Improved quality control system in organizations.</td>
</tr>
<tr>
<td>making bodies (assemblies, committees, etc.).</td>
<td></td>
</tr>
<tr>
<td>Improved quality control system in organizations.</td>
<td></td>
</tr>
</tbody>
</table>
Training to provide knowledge and improvement in labor and social protection standards in the Dominican Republic’s banana sector

A project was implemented in the Dominican Republic’s banana sector for training that provides knowledge and improvements in the labor and social protection standards for workers. It has been financed by Fairtrade Finland. The project’s objective is to “Contribute to the development of a labor environment that is dignified and respectful of the rights of workers in the Dominican Republic’s banana sector.” The main achievements of this project, completed in 2017, were the following:

<table>
<thead>
<tr>
<th>Achievement</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,350 workers on Fairtrade plantations have access to benefits in the</td>
<td>in the Dominican Republic’s Social Security System.</td>
</tr>
<tr>
<td>3,327 workers on Fairtrade plantations are enrolled in the Social Security</td>
<td>Treasury (TSS).</td>
</tr>
<tr>
<td>54 workers have gained competencies as trainers of trainers in the areas</td>
<td>of immigration advocacy, labor rights and social security.</td>
</tr>
<tr>
<td>1,200 workers with new knowledge on immigration advocacy, labor rights and</td>
<td>social security.</td>
</tr>
<tr>
<td>1,300 workers know how to use the mechanism for registering complaints and</td>
<td>suggestions to channel their concerns and demands associated with their</td>
</tr>
<tr>
<td>suggestions to channel their concerns and demands associated with their</td>
<td>labor rights on Fairtrade-certified plantations.</td>
</tr>
</tbody>
</table>
Developing Sustainable Living Conditions for Small Coffee Producers’ Organizations in Guatemala and Nicaragua

The projects in Guatemala and Nicaragua assisted by Fairtrade Finland were also completed in December 2017. The objective of these projects was to contribute to attaining sustainable livelihoods for the families of small fair trade coffee producers. The main results achieved were the following:

**GUATEMALA**
- 16 SPOs implement gender inclusion policies and implement production plans for improving the quality and productivity of their land plots.
- 1,096 small producers (376 women) have access to fertilizer that they have produced in their own bio factories (approximately 37,000 liters).

**NICARAGUA**
- 65% increase in production (from 9.18qq/hectare in 2015 to 15qq/hectare in 2017).
- 9,485.45 manzanas (1 manzana = 0.7 hectares) of renewed coffee plants.
- 14 bio-factories established to enable SPOs to produce their own bio-inputs.
- 19 young people trained in sound agro-ecological practices are currently assisting their own SPOs.
The project for improving CLAC’s capacities in providing services to members, with assistance from Fairtrade Finland, was also completed in December 2017. The project was focused on CLAC’s organizational strengthening and on enhancing the links among member organizations through CLAC’s product networks and national networks.

Activities included: strengthening the capacities of members of CLAC’s Board of Directors and its operations personnel; improving the Communications department; preparing and distributing didactic materials for accompanying members; as well as generating knowledge based on conducting studies on agricultural insurance, Fair and Solidarity Trade public policies, and Fairtrade’s contribution to sustainable development. Among other results that have strengthened CLAC, the project also contributed to conducting activities associated with climate change adaptation and mitigation.

| A team of strengthening promoters trained in Fairtrade standards, time management and other topics. |
| A coordination-level team learning English and studying leadership topics virtually. |
| Members of the Board of Directors with training in English, projects and gender. |
| National Network Members trained in the area of transformational leadership. |
| Youth in El Salvador have been able to help the natural ecosystem recover and to protect the groundwater reserves in their communities by planting native species. |
| A Climate Change six-module course, available for CLAC members and technical personnel, available on the claase platform. |
| Publication of Public Policies on Fairtrade studies; a study of the Current Situation of Agricultural Insurance in Latin America and the Caribbean, and a book on Fair Trade’s Contribution to Sustainable Development, the latter published together with ECLAC. |
| A new CLAC webpage presented in three languages (Spanish, English, Portuguese), and a communications technical team trained in audiovisual media. |

Lastly, the Programs and Projects department has also worked to design new projects, and it presented 17 concept notes and final proposals in 2017. Of these 17 proposals, nine have been approved, six are being evaluated, and two have been rejected.
One of the transversal themes in CLAC’s strategic plan is gender and youth inclusion. We would highlight the following accomplishments during 2017: at the structural level, the Board of Director’s Inclusion Committee maintains an active role in analyzing and providing feedback on strategies in coordination with the Gender and Youth department. A physical meeting was held in 2017 to analyze gender and youth strategies, with the gender strategy implemented through a number of phases and the youth strategy currently being reviewed by the Board of Directors. One of the Committee’s challenges is to assure representation by young people, and to that end, the Committee has begun to invite National Fairtrade Networks to nominate young men to serve on the Committee and in this way guarantee representation by both genders on the Committee.

In coordination with the Communications department, the Gender and Youth department has worked to bring visibility to the importance of women and men working together, based on a recognition of the contributions made by women in organizational and entrepreneurial processes. To this end, CLAC implemented a campaign in 2017 to promote internal and external communication entitled “Fair Trade is Inclusive.” Twelve news items were published in various countries, and six women leaders from Nicaragua, Ecuador, Mexico, El Salvador and Haiti were interviewed. Together with the Programs and Projects department, the Gender and Youth department has reviewed the basic reference criteria for designing projects with gender and youth inclusion in mind. Inputs have been provided for the designing of proposals framed in this strategy, and the necessary resources are now available for implementing a women’s leadership school in the Dominican Republic in 2018. The Gender and Youth department also participates on the advisory committee for implementing the pilot project on Youth Leading Adaptation to Climate Change in Fair Trade Coffee in Bolivia.

Graduation from the Women’s Leadership School II
In 2017, as part of CLAC’s gender strategy, the department developed a variety of materials focused on increasing awareness, including: PODCASTS on gender and masculinities, with methodologies for facilitating workshops, as well as a manual in Spanish, Portuguese and Creole with methodology for women’s leadership schools. The department also finished a toolbox for the transversalization of gender in grassroots organizations, developed within the framework of the alliance established with TRIAS and others in El Salvador.

Enthusiasm for implementing actions in favor of participation by women and youth can be observed in the ten National Fair Trade Networks, including those in Mexico, Guatemala, Nicaragua, the Dominican Republic, Colombia, Ecuador, Peru, Bolivia, Paraguay and El Salvador. Eleven workshops for increasing awareness were held in these countries, focused on gender, masculinities and leadership (with 223 men and 79 women). And in El Salvador a second women’s leadership and empowerment school has been promoted.

With regard to youth inclusion, a regional meeting was held in the Southern Cone with participation from four countries: Paraguay, Brazil, Chile and Argentina. In addition five national conferences were held: in Colombia, Ecuador, Bolivia and El Salvador and there was also a youth camp in Mexico. In total, these events reached an attendance by 300 young people, of whom 34% were young women from organizations of producers of sugar, coffee, bananas, honey, cacao, wine and handicrafts. Participants shared experiences, identified proposals for their countries, and analyzed a draft of CLAC’s strategy for youth inclusion. CLAC has formed youth committees in five countries, and three have inclusion committees. CLAC provided training for youth on tasting, markets, value chains and other topics. A total of 1,556 participants in inclusion-related activities were registered, including adults and young people, with 42% women.

Some challenges are:

To continue with the transversalization of the gender perspective and youth inclusion in all CLAC interventions.

To maintain political dialogue as a strategic issue for organizational sustainability; to guarantee the planned management of resources for implementing strategies and accompanying organizations in the various countries; and to expand alliances at local and international levels.
Social Compliance

With regard to the transversal theme of child protection, CLAC made progress in complying with its policy on protection for children and vulnerable adults, and also in increasing our member organizations’ understanding and implementation of Fairtrade criteria and national standards associated with labor and the inclusion of minors. CLAC has placed special emphasis on the following lines of action:

- Developing the capacities of CLAC’s operations team and our member organizations as well as National Networks in the areas of child protection and labor freedom.

- Developing contacts and exploring alliances with national and local entities, both public and private, focused on child protection, to develop a better understanding of our potential allies in this area of work, and to work on building alliances.

- Validating CLAC’s strategy on child protection, and our tools and methodologies for implementing this strategy, currently in the process of being communicated to and promoted with our member organizations.

- In compliance with our policy on protection of children and vulnerable adults, CLAC has implemented new procedures for our visitors and external collaborators to communicate and declare acceptance of this policy, and for obtaining authorization for conducting interviews with and recording audiovisual material with minors.
In Guatemala CLAC has initiated a project focused on good labor practices and child protection in the San Marcos area, with activities for increasing awareness and providing training to the Board of Directors and technical personnel of the participating organization; the development of a protection policy for this organization; an analysis of the main vulnerabilities that may affect children and adults in coffee production areas; and the development of an action plan to be implemented in 2018.

In Paraguay and Colombia CLAC has consolidated alliances and has initiated joint actions with stakeholders in the government and civil society, identifying topics of shared interest in which we can join efforts in preventing and remediating child labor. The stakeholders are: the National Secretariat for Children and Adolescents, Local Council on Children in the Independence district, and “Paraguay Okakuaa” Project financed by USDOL in Paraguay; and the Labor Ministry, a network of businesses against child labor, Save the Children and academics in social pediatrics in Colombia. Also in Colombia, CLAC has participated in a consultation process led by the government for the purpose of reviewing legislation on child labor.

National Networks in Costa Rica and Mexico have been taking ownership in this issue, advancing in the development of child protection policies at the national level. For example, the Network in Costa Rica has generated alliances with public stakeholders, and the Network in Mexico has worked on creating an inclusion committee.

CLAC, in alliance with government stakeholders, has organized workshops for training, increasing awareness, and disseminating tools and actions for addressing child labor. Its approach is for organizations to take ownership in this work and implement actions with CLAC’s support. A total of 29 workshops were implemented in 111 organizations in Paraguay, Jamaica, the Dominican Republic, Bolivia, Colombia, Peru, Panama, Costa Rica, Nicaragua, Guatemala, El Salvador and Mexico.

Several of these workshops have facilitated moving forward in analyzing dangerous child labor, recognizing the difference between appropriate, permitted work for adolescents and dangerous, prohibited work in the production of coffee, bananas, cacao and sugar cane in Paraguay, Colombia, Mexico, Belize, Peru, Guatemala, the Dominican Republic and El Salvador. This analysis will continue in other countries and will also be focused on other products in 2018.

Following are some achievements to highlight:

We have learned about both the topic of standards and how we can plan for and guarantee quality [of life] for the children and adolescents in our district and our organization. It is basic and important to learn about the laws in our country, about the issue of treatment of minors, about the issue of child abuse and exploitation. In this way we not only improve the quality of our organization, but we also improve the quality of life for our children, and also our district and our country.

Lyly Pareja Madera,
Technician,
Cooperativa Agraria Cafetalera San Fernando, Peru.
Food Sovereignty

It is necessary to address food sovereignty, diversification of production and local fair trade in order to build more sustainable, resilient food systems. Small producers grow over 70% of the food consumed in the world, and they are key actors in development, elimination of hunger, eradication of poverty and protection of natural resources. Small fair trade producers’ organizations, coordinated at the regional level through CLAC, have included food sovereignty as one of the transversal themes in their work.

From this starting point, we can see that food sovereignty involves not only guaranteeing access to food, but also guaranteeing the right of particularly rural populations to build a model of production, distribution and consumption that is appropriate for their local realities. This model must be compatible with the Earth’s sustainability, it must be inclusive and it must seek greater equity.

Alongside food sovereignty, a number of rural movements around the world are also promoting agro-ecology as “a way of being, of living and of producing,” and a “social, cultural and political process” that harmonizes relationships between nature and human beings. They also want to see renewed value assigned to territories, the defense of water and native seeds, the cultural patrimony of rural peoples and all ancestral heritage.

Many of CLAC’s member organizations work daily on food sovereignty, and CLAC has initiated a small-scale project for systematizing the lessons learned through these activities. We initiated these efforts in 2017 with Unión Majomut, a coffee organization in Mexico that has been investing its efforts in this area for many years, particularly through women’s groups. We would like to learn from this experience and share it with others through our channels of communication with other CLAC members. The results will be available in 2018.
Climate Change

The manifestations of climate change are observed in all the regions where CLAC is operating. Due to the accelerated rhythm and considerable magnitude of climate changes, they are modifying natural dynamics and negatively impacting ecosystems and society in general.

Consequently, CLAC has a Climate Change Program aimed at increasing the organizational capacities of our members to confront the effects of climate change and thus become more resilient. Throughout this Annual Report, CLAC has emphasized how it is addressing this issue through the different areas of its work, and it is clear that many of the projects implemented by CLAC include this focus.

However, there are other activities to mention in relation to this issue. One of CLAC’s most outstanding accomplishments during 2017 was the Alianza Ambiental Sostenible de Sierra Nevada (Sustainable Environmental Alliance of the Sierra Nevada) in Colombia. This Alliance is comprised of five certified banana-producing groups and six certified coffee associations in the Sierra Nevada de Santa Marta. Its objective is to conserve the waters that originate in the mid-elevation coffee-growing regions and the high elevation areas of the mountains, and flow down to irrigate the municipality of the banana-growing region.

With a strategy of establishing biological corridors for conserving the primary source of water, eleven associations and other local entities have carried out activities focused on environmental education and sustainability, reaching 1,000 producers in six macro-watersheds (Río Bonda, Río Córdoba, Río Frio, Río Sevilla, Río Tucurinca, Río Fundación).

At the same time, another environmental project has been conducted in northern Colombia, with participation by two banana organizations and 18 Workers’ Corporations from the Urabá banana-growing region. At an initial workshop on Environmental Assessment and Climate Change, it was found that all the municipalities in the region experience the same needs, and thus the importance of working together became apparent. As a result, a process of establishing an environmental awareness and education project for the general community began in 2017, with each of the participating organizations making a contribution from their social premium.
In addition CLAC has held a number of Environmental Assessment and Climate Change workshops for coffee-growers’ organizations in Colombia, providing training on topics associated with climate change; it has stimulated the strengthening of individual processes for mitigating environmental contamination and adapting to climate change and has promoted joint actions in environmental awareness and education processes in various communities. CLAC participated in a joint Training on Climate Change for certification implementers and technicians from 30 banana, coffee and panela organizations in Colombia.

In Ecuador CLAC held a workshop on developing plans for adapting to climate change at Fincas de El Oro-Machala. The workshop’s objectives were focused on increasing awareness and providing training on climate change, analyzing risks and opportunities from this phenomenon, and learning to design an adaptation plan.

Also, in Mexico CLAC conducted a situational assessment of climate change and productivity with the country’s organizations, for the purpose of facilitating decision-making and implementation of actions.

Other activities in the region that are important to mention are those carried out in the framework of collaboration with Fairtrade Finland, with a major part of financial and human resources invested in actions associated with climate change, and primarily based on generating knowledge. In addition, in 2017 some of these efforts were oriented toward following up on and strengthening activities that started in previous years.

As part of collaborative efforts with Fairtrade Finland, CLAC worked to conduct a survey on climate change manifestations, impacts, vulnerability and mitigation and adaptation actions as reported by Small Producers’ Organizations in the coffee sector in Latin America and the Caribbean. The survey’s objective is to obtain a more complete panorama of the current situation with regard to these elements and thus contribute to decision-making for guiding CLAC’s Climate Change Program.

At the same time, and within the framework of collaboration with Fairtrade Finland, CLAC held five workshops on climate change throughout 2017. The tools used had been developed in previous years (climate change course and manuals) in Bolivia, Colombia, Peru and Ecuador with promoters and directors from various organizations and with CLAC operations personnel.

Also, CLAC continued to support the work of recovering natural ecosystems in La Fortuna Cooperative in El Salvador. Various activities around planting native trees and project maintenance were carried out in 2017.

Lastly, it is important to mention that CLAC developed and published a manual in Spanish and Portuguese on sustainable water use. The manual was based on experiences of organizations that entered a competition organized by the Progreso Network in 2016, in the framework of the Climate Change Program.
### 2017 Financial Activity Summary

#### REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fairtrade International (FI) funds</td>
<td>$2,333,235.00</td>
<td>47%</td>
</tr>
<tr>
<td>FI Coffee, Cacao, Banana funds</td>
<td>$943,739.00</td>
<td>19%</td>
</tr>
<tr>
<td>Coffee Development Plan</td>
<td>$280,960.00</td>
<td>6%</td>
</tr>
<tr>
<td>TRIAS Project</td>
<td>$108,179.00</td>
<td>2%</td>
</tr>
<tr>
<td>Fairtrade Finland projects</td>
<td>$404,432.00</td>
<td>8%</td>
</tr>
<tr>
<td>Dialogue Roundtables Project / Fairtrade Ireland</td>
<td>$45,000.00</td>
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</tr>
<tr>
<td>Honey for the Future Project / Fairtrade Germany</td>
<td>$24,384.00</td>
<td>0%</td>
</tr>
<tr>
<td>FI Funds for Household Surveys</td>
<td>$9,132.00</td>
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</tr>
<tr>
<td>FTF Hurricane Matthew Emergency Assistance</td>
<td>$38,518.00</td>
<td>1%</td>
</tr>
<tr>
<td>Memberships and own funds</td>
<td>$4,247.00</td>
<td>0%</td>
</tr>
<tr>
<td>Impact Assessment Services</td>
<td>$157,310.00</td>
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</tr>
<tr>
<td>BTC Project</td>
<td>$63,735.00</td>
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<tr>
<td>Shared Interest Project</td>
<td>$2,800.00</td>
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</tr>
<tr>
<td>Bolivia Youth, Coffee and Climate Change Project / Fairtrade Germany-LIDL</td>
<td>$57,816.00</td>
<td>1%</td>
</tr>
<tr>
<td>Gender and Food Sovereignty Project / Sodexo - FT Foundation</td>
<td>$23,023.00</td>
<td>0%</td>
</tr>
<tr>
<td>Climate change funds / FT Foundation</td>
<td>$22,997.00</td>
<td>0%</td>
</tr>
<tr>
<td>2016 FI Funds</td>
<td>$457,885.00</td>
<td>9%</td>
</tr>
</tbody>
</table>

**TOTAL REVENUE**  
$4,977,392.00  
100%  

#### EXPENDITURES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field personnel, travel expenses and field activities (workshops, trainings, experience exchanges, participation in fairs, technical accompaniment, etc.)</td>
<td>$3,401,454.00</td>
<td>73%</td>
</tr>
<tr>
<td>Advocacy</td>
<td>$96,689.00</td>
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</tr>
<tr>
<td>MEL Activities</td>
<td>$102,549.00</td>
<td>2%</td>
</tr>
<tr>
<td>Communications and promotion of Fair Trade</td>
<td>$136,521.00</td>
<td>2%</td>
</tr>
<tr>
<td>Governance (participation in consultations on standards, meetings of the Board of Directors and other committees, meetings within FI system)</td>
<td>$152,422.00</td>
<td>3%</td>
</tr>
<tr>
<td>Administrative expenses and administrative personnel</td>
<td>$407,684.00</td>
<td>9%</td>
</tr>
<tr>
<td>National Networks strengthening and operations</td>
<td>$345,495.00</td>
<td>9%</td>
</tr>
</tbody>
</table>

**Subtotal of Funds Disbursed**  
$4,642,814.00  
7%  

**Funds to be disbursed**  
$334,578.00  
9%  

**TOTAL EXPENDITURES**  
$4,977,392.00  
100%
CLAC’s National Networks are very important since they constitute CLAC’s operational force. These Networks are comprised of the Fair Trade small producers’ organizations in each country, covering a range of products. Thus far, there are 14 legally established National Networks in the following countries: Mexico, Guatemala, El Salvador, Nicaragua, Costa Rica, the Dominican Republic, Haiti, Peru, Brazil, Colombia, Bolivia, Chile, Paraguay and Ecuador. It is important to mention that the National Networks have their own processes, structures and decision-making.

Following is a summary of the primary activities carried out by each of these Networks:

**Mexican Network of Small Fair Trade Producers – (CMCJ)**

The Mexican Fairtrade Network (CMCJ), committed to strengthening Small Producers' Organizations in Mexico, coordinated 19 events including workshops and meetings for exchanging knowledge and wisdom on various topics, specifically: compliance with standards, analysis of risks in coffee production, analysis of assessment results, climate change strategies, child protection and planning for gender activities. Participating in these events were 55 organizations and 361 producers of Mexico’s primary products.

Especially worth highlighting are a consultation on standards with Small Producers’ Organizations in the Fairtrade system and workshops on child protection to assist organizations in better understanding this process.

CMCJ led 20 meetings with participants including the following stakeholders: ECOSUR Universities (San Cristóbal/Tapachula), CHAPINGO (Centro de Investigaciones Interdisciplinarias para el Desarrollo Rural Integral/Centro Regional Universitario Oriente), Centro de Investigación Científica de Yucatán (CICY), and Centro de Investigación y Asistencia en Tecnología y Diseño del Estado de Jalisco (CIATJ), among others, as well as representatives of political institutions such as Fideicomiso Sur Sureste de la Comisión Nacional de Gobernadores (FIDESUR).

CMCJ also promoted fair trade through fairs, seminars, forums, World Fair Trade Day celebrations, markets, and fair trade university declarations. In terms of advocacy work, CMCJ succeeded in attaining a declaration from one of Mexico’s largest agricultural universities, Universidad Autónoma Chapingo (www.chapingo.mx).
It also made progress in obtaining the signing of an agreement with Colegio de la Frontera Sur (ECOSUR), and it has followed up on a work program between the Universidad Politécnica de Huatusco and the COORPROVER organization. In public policy work, CMCJ has established a bridge of communication between entities in the federal and state governments through FIDESUR, and has established a presence in other organizations such as the National Organics Council.

Mexico was the site for two meetings of product networks, the Honey Network and Juices Network. Also, Mexican producers participated in a meeting of the Latin American Juices Network held in Brazil.

The Mexican Network served as liaison for assistance, resources and solidarity received following the earthquake in September 2017. Assistance came from some Mexican organizations, CLAC personnel, National Networks such as the Guatemalan Network, and the Fairtrade Germany office.

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**Guatemalan Network of Small Fair Trade Producers – (CGCJ)**

The Guatemalan Network of Small Fair Trade Producers acquired legal status in 2008 as a second and third-level organization. The Network has 21 member organizations that bring together over 25,000 families that produce, create over 100,000 jobs in rural areas, export products with international quality standards, generate significant amounts of foreign currency for their country and promote the development of at least 150,000 Guatemalans.

The Network’s organizations are located in eleven of Guatemala’s departments and they produce three certified products: coffee, honey and vegetables. They boost local economies as a result of the social premiums from the direct sales of their products, significantly reducing the commercialization chain.

This National Network’s main goals are to coordinate and support Guatemalan organizations of small producers who are certified in the fair trade system, in order to improve the standard of living and well-being of the population involved; and to strengthen and consolidate these organizations and the relationships between producers and the fair trade system.

Its mission is to coordinate and represent small producers’ organizations that participate in and are certified in the Fair Trade system; to advocate for them in relation to public policies and private organizations; to assist them in obtaining training, market intelligence and financial services; and to promote their competitiveness and self-sustainability.

Over the last four years, and as a result of CLAC’s support, a Fairtrade Finland Project was carried out with coffee organizations, and it has strengthened the work of these organizations and the Network in particular.
El Salvador Network of Organized Small Producers - (CESPPO)

In 2017 the El Salvador Network of Organized Small Producers (CESPPO) carried out a sustainable process in number of different areas, thus impacting the social development of the families in its cooperatives.

In the area of Finances, CESPPO worked on a Financial Sustainability Strategy based on investing in and carrying out entrepreneurial projects with women and youth, and at the same time CESPPO was able to increase its capital. In the Commercialization and Markets area, CESPPO participated in major international and national fairs with support from the Salvadoran Coffee Council (Consejo Salvadoreño del Café). As a result, 100% of El Salvador’s Fairtrade coffee is commercialized in European and US markets.

In the Programs area, CESPPO is pleased to announce that it has completed two years of participation in the FENIAGRO-PERI-FIDA regional project, resulting in two years of participation in events for exchanging knowledge held in Paraguay, Colombia and Guatemala, and in specialized workshops on cacao and coffee production.

Also in 2017 CESPPO completed a three-year project in alliance with TRIAS, a Belgium NGO, resulting in an impact of over 87% in the perception of changes in Small Producers’ Organizations, according to the SPIDER measurement implemented in various areas.

The Producer Development Initiative carried out in the El Sunza organization has been completed, and has led to the implementation of 71 irrigated hectares. As part of this project, a well was drilled and a sprinkler irrigation system was established with Ben & Jerry’s funds and co-investments from the organization.

In the Gender and Youth area, CESPPO provided support through specialized courses on cacao and working as a barista, as well as by providing business assistance with a focus on chain development, for the implementation of a campaign entitled “Fair Trade is Inclusive.” This campaign seeks to bring visibility to women’s role in Small Producers’ Organizations and in agriculture.
2017 marked the third year since the Nicaraguan Network of Small Fair Trade Producers’ Organizations (CNCJ-Nic) was established as a platform for bringing together Fairtrade-certified organizations working with the following products: coffee, cacao, honey, sesame seeds, peanuts, fruit, turmeric and ginger root. In Nicaragua 89% of Fairtrade-certified small producers’ organizations are involved in coffee production, and the remaining 11% are distributed among the other products mentioned above.

The most significant accomplishments in 2017 in the Network’s strengthening process are the following:

- With regard to cacao producers, the Network has significantly improved communication and the dynamics for working with producers’ organizations. Two Nicaraguan cacao producers’ organizations participated in CLAC’s Cacao Network meeting, which continued the process of strengthening the Network. CNCJ held several meetings between producer organizations and CLAC personnel to define the areas of work for small cacao producers’ organizations in 2018.

An important ally for cacao producers in 2017 was Ritter Sport, a German chocolate company that operates in Nicaragua. CNCJ worked with Ritter Sport to coordinate activities aimed at strengthening small producers’ organizations, having created a tool for assessing social, economic, productive and environmental factors for advancing organizations’ sustainability processes.

Another focus was training designed to strengthen managing and understanding fair trade goals, principles and standards.

- With regard to coffee producers, the Fairtrade Finland/CLAC project was successfully completed, and as a result, the Nicaraguan Network has been strengthened internally and has an increased presence in the country in terms of both small producers’ organizations and allied stakeholders, including the Instituto Interamericano de Cooperación para la Agricultura (IICA), Instituto Nacional de Tecnología Agropecuaria (INTA) and La Escuela Nacional. The Network carried out a wide range of productive activities as part of this project. The most significant were: first, training for 20 sons and daughters of producers (25% female) to become promoters, through a specialized course on small-scale sustainable coffee production, after which they worked within their respective cooperatives; and secondly, a significant boost to organic coffee-growing through the strengthening of 16 small factories for organic inputs that produced a variety of organic products and inputs.

- Other accomplishments included a study conducted on the impact for Nicaragua’s Fairtrade-certified coffee organizations. Results indicated that 65.87% of the organizations in the study sample recognized that Fair Trade had allowed them to renew their coffee plants, to improve the management of their coffee plantations, and to cover their basic needs.

Another aspect viewed positively was the impact generated by fair trade in organizations’ decision-making, cohesiveness, internal politics and transparent administration.

- CNCJ-Nic together with SOPPEXCCA, PRODECOOP, Tierra Nueva, Las Diosas, Del Campo and UCA Miraflor, participated in EXPOAPEN 2017 and won second place among Fair Trade organizations in the promotion of brands and products. EXPOAPEN’s goal was to assure the local market promotion and dissemination of products manufactured from coffee, cacao, honey, sesame seeds and other products from the participating organizations. EXPOAPEN is the most important international fair for Nicaragua’s productive sector, and participants include national and international consumers, suppliers and buyers.
2017 has been a crucial year in terms of CNCJCR-P’s participation in the Costa Rican Family Agriculture Network (REDCAF). The purpose of the REDCAF network is to “Promote national coordination and dialogue for advocacy, construction and implementation and the monitoring of differentiated public policies for Family Agriculture, through actions and strategies that contribute to the allocation of resources and strengthening of family productive units and their organizations, promoting their comprehensive improvement and local and national empowerment, with an eye toward sustainable territorial development and Nutritional and Food Security and Sovereignty.”

CNCJCR-P President Sonia Murillo participates in REDCAF’s Coordinating Committee, representing national producers. Representation from CNCJCR-P in this entity is transcendental, as it highlights the importance of Free Trade as part of the strategy to follow in order to strengthen the economy of our producer families and to promote a trend in our local markets and consumers of preferring national products produced through Family Agriculture in its many expressions.

CNCJCR-P implemented in 2017, for the second consecutive year, the Project for Promoting Costa Rica’s Fair Trade Coffees in high-quality international markets. It took the best advantage of the world’s two most important coffee fairs, SCAA and SCAE, as channels for carrying out this project. CLAC, the Costa Rican Association of Fine Coffees, Fairtrade International and the National Network carry out this project jointly.

The project promotes the exhibition of a selection of the best coffees from eight Costa Rican Fairtrade-certified Small Producers’ Organizations at the world’s most important international coffee fairs. The main objective is to position Costa Rican Fairtrade-certified coffees within the sector of high-quality or specialty coffees.

Another significant contribution in 2017 consisted of eight workshops on “Formulation and design of a business plan for a project linked to the “Fair and Solidarity Agro-tourism” model as an alternative for business diversification. The workshops were organized with assistance from IICA and CLAC’s national manager, and targeted four Small Producers’ Organizations: PROBIO, COOPEVICTORIA R.L., COOBANA R.L. and AGROATIRRO R.L.

CNCJCR-P organized six national training courses and workshops during 2017 to strengthen agro-entrepreneurial capacities, targeting Small Producers’ Organizations in Panama and Costa Rica, with a focus on products such as coffee, bananas, pineapple and sugar cane. CNCJCR-P participated in four Fairtrade International consultations, with the one most worth highlighting the Standard Consultation Review for Fairtrade Small Producers’ Organizations, with participation by 15 Small Producers’ Organizations from Costa Rica and two from Panama.

In addition, CNCJCR-P is part of the “National Platform on Sustainable Pineapple Production” as part of its advocacy work, fulfilling positions as owners and alternates representing the productive sector of small and medium producers on the National Follow-up Committee. The role of this committee is to analyze, improve and comply with the actions led by the government in the action plan for strengthening responsible pineapple production and trade.
In 2017 the Colombian Fair Trade Initiative set new ambitious goals on policy and structural matters, taking actions in organizational, productive and economic aspects of its work, particularly those aimed at recovering and adhering to the criteria and principles of Fair Trade, which has been one of the most important movements in recent decades, serving to dignify participation by small producers in the market.

CLAC played a fundamental role in strengthening these aspects during 2017, with five agreements reached, facilitating improvements in administrative structure. In addition to receiving important resources, the Colombian Initiative had opportunities to strengthen its organizational and political training and representation in private and public entities. It took actions such as reviewing public policies with government representatives in relation to the standards regulating the hiring of minors and work by older adults. It also took actions to establish opportunities for organizational building and training for young people, including them and helping them to become key players in small producers’ organizations.

In 2017 the Colombian Initiative participated in reviewing standards in the Fairtrade system. It offered its perspective to participants on contextualizing the changes and impacts from the last reform of fair trade criteria at regional and international levels.

With assistance from CLAC, the organizations participating in the Colombian Initiative have enhanced fulfillment of their own strategic objectives, conducting activities necessary to care for and preserve natural resources and manage and care for water in particular. These actions strengthen the Initiative’s most important challenge, which is to move toward organic production.
2017 was a year marked by great accomplishments for the Colombian Fair Trade Network (CCCJ), despite some administrative difficulties that have been resolved. CCCJ started out the year by “reorganizing the home front,” beginning with a reconstruction of our accounting system and attention to some of our legal commitments.

CCCJ participated in a number of important events in the Fair Trade movement during 2017. In February it attended the meeting for implementers and youth in Alcalá, Valle del Cauca. And in June it participated in the Fair Trade meeting in Medellín, also attending the world summit for coffee producers that was held in the same city.

In addition, there were meetings and workshops in Colombia on child protection, and they presented a good opportunity for joint work between the Colombian Initiative and the Colombian Network in August.

Also in August, standards were reviewed at the national level, and the majority of organizations in Colombia participated. CCCJ participated in a consultation event at which standards were reviewed on the basis of the Fairtrade proposal and analysis processes conducted by organizations and by regions.

The two representative organizations in Colombia (Colombian Fair and Solidarity Trade Initiative and Colombian Fair Trade Network) endorsed Colombia’s proposal. Later, in September, CCCJ participated in providing feedback on and validating the standards work, as a result of a meeting with representatives from the National Networks from various Latin American and Caribbean countries in Panama City, Panama.

Then in October the CCCJ participated together with all its organizations in Colombia’s Coffee EXPO. This is the fair for promoting the most important specialty coffees in Colombia and Latin America. The event brings together the entire value chain for coffee, and offers a platform for presenting the tendencies and innovations in the coffee market at national and international levels.

Lastly, in November, CCCJ presented its feedback on CLAC’s Gender and Youth Policy, at a meeting convoked by CLAC in Quimbaya, Quindío, and in December, CCCJ attended an event in Ibagué, Tolima at which Fair Trade in Colombia was emphasized as a model to be implemented with victims from the country’s conflict.
In 2017 the Ecuadoran Fair Trade Network (CECJ) changed its directors for the 2017-2019 period, the goals of which are to represent and advocate for its member organizations at local and international levels.

The areas of advocacy emphasized during 2017 are as follows. First, CECJ supported the recognition of the Escuela Superior Politécnica de Chimborazo (ESPOCH) as a Latin American Fair Trade University. This university has carried out a number of activities for promoting and disseminating information on Free Trade. Secondly, national and international forums were held with the Instituto de Altos Estudios del Ecuador (IAN), and the 5K por el Comercio Justo, fairs were held at events, and winners were announced in the development of a mobile application that will serve as a catalogue of Fair Trade products.

CECJ continued to actively participate in discussion roundtables on Ecuador’s trade strategy with the aim of establishing public policy. In May CECJ made a presentation at the International Fair Trade Forum in Bolivia, demonstrating the tireless, ongoing work and also the difficulties confronted in this major space for advocacy gained with the Ecuadoran government.

During 2017 CECJ carried out two very important projects in its strengthening process, including the TRIAS Project, emphasizing Gender and Generational participation, and resulting in the election of a new “GEN GEN Committee” for the 2017-2019 period, with participation by a representative of plantation workers.

In addition, the GEN GEN Policy was approved and presented in the framework of the Third National Conference on Youth and Gender. And seven workshops on Internal Control Systems applicators were facilitated.

Another important activity was carrying out the project with ALADI for promoting and disseminating information on Fair Trade at the national level, with the development of fact sheets on impacts and the development of a National Forum for Fair Trade Products.

In 2018 CECJ has legally established six organizations as new members and has approved two more organizations, leading to greater representation and sustainability.
The coffee project entitled “Youth Leading Adaptation to Climate Change in Fair Trade Coffee” in Caranavi, Bolivia received an evaluation visit by CLAC’s Programs and Projects department. Results indicated 75% compliance based on administration and transparency activities, training events and communication. According to producers, the Field Schools were one of the most successful activities.

Attending the First National Conference of Youth in Fair Trade Organizations in Bolivia” were 35 representatives (54% women and 46% men) from the five product networks in CNCJ-Bolivia. Participants elected the organizations to serve on the Fair Trade Youth Committee, which is now stands as follows:

- Presidency: Cacao Network.
- Vice-presidency: Coffee Network.
- Minutes Secretariat: Quinoa Network.
- Treasury: Handicrafts Network.
- Member: Chestnut Network.

Among the most important activities during 2017 for the Bolivian Fair Trade Network (CNCJ-Bolivia) was the First International Fair Trade Conference: an Alliance for Sustainable Development, with participation by Fair Trade National Networks and Small Producers’ Organizations from Ecuador, Peru, Chile, the Dominican Republic, Colombia and Bolivia. The experiences in advocacy work that were shared at this event were very helpful in supporting CNCJ-Bolivia’s process of strengthening its organization and increasing its visibility.

An agreement on inter-institutional assistance was signed in 2017 with the Federación de Cooperativas Agroindustriales de Nicaragua (FENIAGRO, R.L.) for the development of a proposal on Differentiated Tax Treatment for Fair Trade Organizations in Bolivia.

With the aim of developing a tool for guiding its actions, CNCJ-Bolivia has developed a five-year Institutional Strategic Plan with the following strategic lines of action:

1. Strengthening the organization and product networks.
2. Development of small producers’ organizations.
3. Political advocacy and institutional positioning.
4. Promotion of Fair Trade as a link in the chain that brings together Small Producers’ Organizations and the market in a Plural Economy.
5. Development of markets that promote fair trade.
The Peruvian National Fair Trade Network (CNCJ-Peru) carried out the following activities in 2017:

Its Board of Director approved institutional policy guidelines for the generational inclusion of young people, oriented toward increasing awareness and building capacities of young members and the sons and daughters of members in relation to Fair Trade and cooperativism topics. CNCJ-Peru also carried out activities to develop the leadership capacities of young members with the aim of incorporating them into positions in their organizations focused on organizational and entrepreneurial management. These activities are being implemented with support from TRIAS, a Belgium NGO.

CNCJ-Peru concluded the Human Talent Management Course for coffee organizations, with training provided to 24 participants from 13 Small Fair Trade Producers’ Organizations. Financial assistance was provided by Fairtrade Finland.

In May 2017 CNCJ-Peru’s leaders and youth worked together with the Bolivian Network during the Fair Trade week in La Paz, Bolivia. Participants at the event shared experiences and highlighted fair trade values and impacts in the Andean region.

CNCJ-Peru participated in the Third Global Conference of the World Banana Forum, held on November 8-10 in Geneva, with 300 delegates from 40 countries. The event’s Final Declaration highlights Peru’s success in harmonizing labor relations through a Roundtable Dialogue among small banana producers’ organizations.

In Piura CNCJ-Peru conducted a Labor Climate Measurement assessment in the region’s small banana producers’ organizations, with assistance provided by CLAC, Fairtrade Ireland and Fairtrade International.

Lastly, CNCJ-Peru, in an agreement with Fairtrade Germany and CLAC, successfully conducted a pilot project for improving the competitiveness of Peru’s organic bananas. Six Small Producers’ Organizations established demonstration plots that attained successful results with the application of bio-ferments.
2017 has been a year of many accomplishments and significant advances for the Paraguayan Fair Trade Network, as a result of the commitment made by the Network’s members, who represent nine small sugar cane producers’ organizations.

In 2017 CPCJ placed emphasis on empowering young people in its member organizations, through their involvement in important activities throughout the year, contributing to the Network’s growth.

It is important to emphasize that the work is carried out by following the Network’s Strategic Plan for 2017-2021, which seeks to optimize joint efforts without neglecting the day-to-day activities of each member organization.

The Network continues to follow its policy of strengthening strategic alliances, working together with both governmental and nongovernmental entities that assist in following the path outlined.

Another activity prioritized in 2017 was accompanying the Campaign to make Arroyos y Esteros a Fair Trade City in Paraguay. This declaration will further enhance the country’s positioning and will contribute to promoting Fair Trade values at both local and international levels.

Without a doubt, the Paraguayan Network’s greatest accomplishing during 2017 was consolidating the LAC Sugar Network Meeting in Paraguay!

Among the most outstanding activities in 2017, we would mention the following:

- Workshop for exchanging knowledge regarding the Sistema Participativo de Garantías.
- Celebrations in commemoration of World Fair Trade Day with two major activities for promoting and disseminating information on Fair Trade.
- Regional youth conference on Fair Trade with participation by representatives from Brazil, Uruguay, Chile, Argentina and Paraguay.
- Sugar Network Meeting attended by all the members in this network.
- Workshop on associativism and the national framework of standards in relation to non-profit associations.
- First round of consultation on standards for Small Producers’ Organizations.

CPCJ’s commitment is to continue to grow as a National Network, and to serve as a reference point in the continent.
In 2017 the Chilean National Fair Trade Network (CNCJ-Chile) carried out actions to develop and expand Fair Trade in Chile and in the region, conducting activities in organizational development, export promotion, and supporting the development and growth of Fair Trade in Chile.

To assist small producers in visualizing Fair Trade, an International Fair Trade Seminar was held, with participation by key players in international fair trade, including CLAC with attendance by its President and Executive Director.

CNCJ-Chile enhanced its promotion of building capacities and competencies among its members, with actions such as trainings in Productive Promotion (training to access government instruments in the areas of productive, economic and environmental promotion) and workshops on international marketing, organizational assessments supported by CLAC, and coaching on organizational strengthening, to mention a few.

CNCJ-Chile also designed Promotion projects and programs with CORFO, INDAP, PROCHILE and CRDP Maule, to carry out activities during 2018 in areas including social innovation, Fair Trade, and Gender Equity and Inclusion. Alongside these efforts, CNCJ-Chile participated in Consultation Roundtables organized by the Associativity Division of the Ministry of the Economy, covering the topics of Gender, Public Policies and Governance.

CNCJ-Chile is formed and visualizes itself as the entity that promotes Fair Trade among small producers in Chile.

With regard to the promotion and distribution of products offered by CNCJ-Chile, and linking with new organizations, it is especially worth mentioning the business conferences including potential international clients and businesses that are members of CNCJ-Chile. There is also a planned visit by representatives of CNCJ-Chile organizations to the Anuga Fair in Germany, a project that was conferred with assistance from ProChile.

In the area of Promotion, a national poster, a website, a corporate brochure and promotional material for disseminating information on Fair Trade were developed. In addition the CANASTA JUSTAS project was carried out with support from member businesses and the Universidad Católica del Maule, in a pilot project developed for Christmas and year-end festivities.

Other important activities in which the Network participated included a workshop for reviewing Fair Trade Standards with assistance from CLAC; and a Fair Trade meeting addressing topics including Advocacy, Certification, Commercial Promotion, and South-South Relationships with key international players from CLAC, Peru’s National Fair Trade Network, and WFTO, together with Chilean authorities and national-level Fair Trade organizations.

The Network also organized roundtables and activities for the Fair Trade Day celebration in May 2017, and also a workshop for reviewing Minimum Prices, with assistance from CLAC.

Important agreements were signed, including an agreement between El Diario DECOOP Chile and CNCJ-Chile. The newspaper of Chilean cooperatives will disseminate information regarding all the activities of member organizations and CNCJ-Chile, with the aim of promoting Fair Trade in Chile. Another agreement signed was between CNCJ-Chile and the Ministry of the Economy’s Division of Associativity and Social Economy. In this agreement the Ministry recognizes the Network as an entity authorized to support the pre-certification of new organizations of small-scale agriculture in the country.

The Network continues its efforts to incorporate new organizations in fair trade, and to include offers by its member organizations in national bidding processes for public purchases. Various municipalities have registered their disposition in fair trade campaigns in the region.
In 2017 the Brazilian Association of Fairtrade Producers’ Organizations (BRFAIR) dedicated efforts to improve its organizational strengthening, communication and transparency. It also sought to expand participation by its members in political debates on Fair Trade and in workshops focused on strengthening processes. Following are some of the outstanding activities carried out by BRFAIR during 2017:

- Hiring of an Executive Manager.
- Manager’s visit to BRFAIR members.
- Celebration of World Fair Trade Day.
- Active participation in Consultation on Standards for Small Producers’ Organizations.
- Participation at “International Coffee Week” in Belo Horizonte (Minas Gerais) to promote the Network’s organizations and products.
- Promotion of Fairtrade coffees at International Fairs, through coffee tastings.
- Participation at International Juices Network Meeting.
- Workshop on Risks in Coffee Market.
- Informational materials on BRFAIR activities for members.
- Virtual exchanging of experiences among National Networks in Brazil, Costa Rica and Mexico.
For the Dominican Republican National Fair Trade Network, 2017 was a year of strengthening and empowering its member organizations, particularly its committees and the Workers’ Network.

Representatives from twenty plantations actively participated in each of the workshops and trainings carried out during the year and focused primarily on developing Good Labor Practices. Especially worth mentioning is the development of a “complaints and suggestions procedure” that was developed jointly by managers, mid-level managers and workers. The process promoted improvement in the relations and communication between all the parties involved.

A General Assembly of workers was held and new representatives to the National Network were elected. Each of the committees presented impacts from the use of the Fairtrade premium. Some examples were housing construction and repairs, support to communities for various social development projects, scholarships, schools, and homework rooms, among others.

The Network provided Small Producers’ Organizations with support and follow-up on compliance with Fairtrade standards, through various workshops and training courses on preparing Development Plans, on managing and using the premium, and on institutional strengthening.

The Network also continued to very successfully carry out the Program for Increasing Productivity, through agronomic management of banana production systems that improve productivity and product quality while preserving the environment.

Because of all of the above, COORDOM continues to work for and with the small producers and workers in each of its member organizations, while consistently emphasizing compliance and respect for Fair Trade values and principles as the main focus of its work.
Haitian Network of Small Fair Trade Producers – (KOSEA)

In Haiti 2017 was characterized by a slow return to normality following the combined effects from Hurricane Matthew and the political disturbances associated with electoral campaigns for renewing the country’s political leaders.

In this context, the Haitian Fair Trade Network (KOSEA), in alliance with BUPRODER, dedicated its efforts particularly to advocacy activities aimed at bringing visibility to the system and coordinating post-hurricane assistance to organizations in the country’s extreme southern region. As a result of solidarity assistance from CLAC, Fairtrade Germany and the Fairtrade Foundation, it was possible to assist small producers directly affected by Hurricane Matthew, by distributing food and sanitary kits, and repairing the roofs of their homes.

Nevertheless, the de-certification caused by the lack of payment by CAUD, located in the country’s southwest region most affected by the hurricane, continues to be a source of concern. This situation is one of the greatest challenges for 2018.

Although KOSEA has not yet obtained legal status, organizational life within its organizations has been promoted largely by organizing their respective general assemblies and participating in regional events such as the Cacao Network meeting held in Santo Domingo in November 2017.

KOSEA producers greatly appreciate CLAC’s two missions to Haiti during 2017. The first was for surveying and the second was a technical cacao visit. These visits represent a clear sign that Haiti continues to form part of the region’s great fair trade family.