CLAC held its VII General Assembly on November 8-9, 2018 in Lima, Peru. Approximately 180 delegates from 18 Latin American and Caribbean countries attended, together with about 50 producer observers from those countries, as well as outside observers from Germany, Switzerland, Canada and other countries.
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## Glossary

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<th>Abbreviation</th>
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<tr>
<td>CLAC</td>
<td>Latin American and Caribbean Network of Fair Trade Small Producers and Workers</td>
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<tr>
<td>CN</td>
<td>National Network (Spanish: Coordinadora Nacional)</td>
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<tr>
<td>SPO</td>
<td>Small Producer Organizations</td>
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<tr>
<td>NFO’s</td>
<td>National Fairtrade Organizations</td>
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<td>FI</td>
<td>Fairtrade International</td>
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<tr>
<td>WFTO</td>
<td>World Fair Trade Organization</td>
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<tr>
<td>SCAA</td>
<td>Specialty Coffee Association of America</td>
</tr>
<tr>
<td>SCAE</td>
<td>Specialty Coffee Association of Europe</td>
</tr>
<tr>
<td>SCAJ</td>
<td>Specialty Coffee Association of Japan</td>
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<tr>
<td>CC</td>
<td>Climate Change</td>
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<tr>
<td>SC</td>
<td>Standards Committee</td>
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<tr>
<td>IICA</td>
<td>Inter-American Institute of Cooperation on Agriculture (Instituto Interamericano de Cooperación para la Agricultura)</td>
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<tr>
<td>UNDP</td>
<td>United Nations Development Program</td>
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<tr>
<td>ILO</td>
<td>International Labor Organization</td>
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<tr>
<td>INTA</td>
<td>National Agrarian Technology Institute (Instituto Nacional de Tecnología Agraria) (Argentina)</td>
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<tr>
<td>ECOSUR</td>
<td>El Colegio de la Frontera Sur (Mexico)</td>
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We regret that factors such as the concentration of power in value chains, laws on unrestricted competition and economic crises in consumer countries are limiting growth in Fair Trade. Also, climate change is further reducing Fair Trade’s impact. For example, natural disasters have affected as much as 90% of income for the world’s most vulnerable populations and have caused the hunger suffered by more than 45 million people, with a tendency toward this number increasing to as many as 75 million over the next decade.

According to an Oxfam report, ten supermarket chains in Europe controlled 50% of the sale of food products in 2018; and although small-scale agriculture feeds 70% of the world’s population, 65% of the world’s agricultural land is in the hands of only 1% of farming operations.

The concentration of power in value chains has consequences for the 2.5 billion producers and workers who produce food, and also for the 7 billion consumers.

Supermarket chains and food processing companies keep over 80% of the value of products such as cacao, sugar and coffee, while producers receive less than 8% of the value of the final product by consumers.

In a world in which free trade has spurred the destruction of natural resources and impacted the dignity of people and communities, the strength and mission of Fair Trade lies in changing trade in such a way that the interests of people and the planet are served, making it a tool for development, progress and well-being.

The Sustainable Development Goals, backed by the international community, seek to end hunger, poverty, and inequality between countries and regions, to establish responsible production and consumption, to empower women and young people, and to mitigate the negative effects of climate change. The ten principles of Fairtrade, our standards and our actions all respond to the Sustainable Development Goals. Our experiences and our contributions are vital for achieving these goals and ensuring that 2030 does not arrive with only promises and good intentions.

In order to have an impact and be a part of change, we must reflect upon the current collective potential and the future of CLAC and our networks, so that together, with one voice, we can confront the social, environmental and trade injustices suffered by our peoples. It’s time to act. We invite you to be leaders in a different kind of future and active participants in turning the Sustainable Development Goals into reality.
In 2018 CLAC has continued to strengthen its operational and policy structures. The Monitoring, Evaluation and Learning (MEL) department has intensified its efforts to collect information and measure impact, in order to share the positive experiences and report on Fair Trade’s impact to trade entities and the Fairtrade system, and the same is true for the Communications and Information Technology department.

CLAC’s Programs and Projects department has worked successfully to obtain resources for highly important projects focused on adapting to and mitigating climate change and respecting human rights. The Standards Department has worked together with CLAC’s Standards Committee (CECLAC) and the National Networks to coordinate a consultation process with small scale producers organizations on standards. The aim is to achieve feasible changes, provide incentives for good practices, and prevent the incorrect use of these practices.

CLAC’s team has been working with great commitment, dedication and perseverance to provide services to a growing number of member organizations, and also to the Fairtrade system. It has conducted consultations and received visits by traders and communication media.

The Product Networks and the Workers Network have made progress in developing internal regulations and in developing their strategies, which have been integrated into CLAC’s Strategic Plan for 2019-2021.

These strategies agree on the need for CLAC to participate more vigorously in developing and expanding markets in both the North and the South. In response to this need, CLAC has enhanced its participation in fairs and commercial tours, has conducted market studies in various Latin American countries, and together with Fairtrade Africa and the Producer Network is Asia and the Pacific, is developing a strategy for expanding Fair Trade markets in the South.

In June 2018, CLAC had the honor of serving as the continental host for Fairtrade International’s General Assembly held in San Jose, Costa Rica. It was a very successful event, thanks to assistance from the Costa Rica-Panama National Network. In addition to the Assembly, there were field trips, a products fair, awards to Fair Trade organizations and leaders, and also informative workshops on CLAC’s work.

Especially noteworthy at the Assembly was the election of Miguel Munguía and Merling Preza as CLAC’s representatives on Fairtrade International’s Board of Directors for the 2018-2021 period, to be ratified annually.

CLAC continues to participate in various committees and working groups in the Fairtrade system, as well as in decision-making bodies in some of the system’s member organizations.

In November 2018 CLAC held its seventh General Assembly in Lima, Peru, with participation of 180 delegates representing 85% of CLAC’s member organizations, in addition to 36 observers, primarily from small-scale producer organizations. Various activities were carried out within the framework of the Assembly, including a workshop on gender and youth inclusion, meetings of Product Networks and the Workers Network, a cultural night and field trips. These activities were all organized with the unwavering support of Peru’s National Fair Trade Network.

Colombia’s National Coffee Federation and CEPAL gave keynote presentations at the Assembly on the coffee crisis and the development of market initiatives and sustainable labels. There was also a panel with Fairtrade representatives from Switzerland, Germany and Canada. In addition the Assembly received and approved operational, financial and administrative reports, and it also approved improvements in CLAC’s Membership Policy and the By-laws at the recommendation of CLAC’s Oversight Committee.

The Assembly ended with democratically-held elections for CLAC’s new Board of Directors and Surveillance Committee for the 2019-2021 period. Appreciation was expressed to members of the outgoing Board of Directors, and new members were welcomed as they take on this great responsibility, with a traditional toast featuring Peru’s pisco sour.

CLAC’s Board of Directors looks forward to continuing to strengthen our joint efforts and our work to influence changes in trade, based on our values and principles of justice, solidarity, fairness, transparency, respect and responsibility.
2018 marked the completion of CLAC’s Three-Year Strategy and another year in which we have harvested the fruits from the collective efforts guided by our membership with great dedication.

**A RETROSPECTIVE LOOK: CONSOLIDATING OUR HORIZONS**

**CLAC’S ORGANIZATIONAL AND OPERATIONAL STRENGTHENING**

This is the first line of action in our three-year strategy. We have sought to strengthen our operational structures, specifically the National Networks in each country, the Product Networks and Workers Network, and to maintain a minimal but efficient operational structure for executing this strategy.

In addition, we have concentrated significant efforts on improving internal and external communication, making progress in our financial sustainability and optimizing our processes.

**PROMOTION OF FAIR TRADE, ITS VALUES AND PRINCIPLES**

This has been our second strategic line of action, aimed at expanding our knowledge of fair trade, which places human beings at the center, and is based on social, environmental and economic pillars of sustainability.

Fair trade is not based on exploitation of the weakest, it is not based on the law of supply and demand, but rather on sustainable prices that generate dignified income and wages.

Fair trade is aimed at benefiting not only a few, but rather all the people within the value chain, and including consumers.

**STRENGTHENING AND DEVELOPMENT OF SMALL PRODUCERS AND WORKERS ORGANIZATIONS**

This is our third strategic line of action, and it refers to those who are the reason that this continent-wide network exists and those who own this structure, who have dedicated more than 20 years to develop this it, gradually but steadily, while never losing sight of their roots.

Efforts in operational aspects have been primarily focused on achieving empowerment and self-management, and working to increase the competitiveness of our organizations.

**MARKET GROWTH AND DEVELOPMENT**

This is the fourth strategic line of action and it has been our Achilles heel. This is the most difficult area for our producers, and despite collective efforts, it continues to be a major challenge. CLAC has focused efforts on increasing Fair Trade sales, and on building capacities in production and quality, as well as on aspects of trade such as promoting and bringing visibility to the impact of Fair Trade in order to attract new markets. It is of course important to recognize that we have made progress, but we are still facing an uphill climb.
We have been able to measure, compare and slightly increase the satisfaction expressed by our members. Also, we have expanded our human resources, the implementation of projects and our budget. We have improved processes and we have expanded our alliances.

And despite all of this, we also recognize that we have a great deal more to accomplish. We are in a process of ongoing improvement, making changes and achieving growth. We may not be progressing as quickly as we would like to, but we have the resolve and determination to continue to move forward or “¡pa’ delante!” – in the words of our Caribbean brothers and sisters.

The strategic lines of action described here have been analyzed in each country in 2018, through consultations conducted for the purpose of formulating our new strategy for 2019-2021. As a result of this process, we have a new strategy that is very similar to the one for the past three years. However, we have incorporated lessons learned, and new and concrete goals in this new strategy, which is designed to once again serve as our guiding compass over the next three years.

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It is exciting to work with heroes and heroines who view agricultural production and working with small producers and workers as not only a way to earn a living, but also, and above all, as a way to become better persons, to think in terms of collective well-being, to help others and to contribute to achieving a better world.

This is Fair Trade!
2018 was a year of transition for CLAC’s Board of Directors, and at the same time, a year of great challenges and hard work.

The Board met on five occasions during 2018. It met twice virtually and three times in physical meetings, one of them within the framework of CLAC’s VII Ordinary Assembly held in Lima, Peru.

The first session was held in the early part of the year, on January 24-25, in El Salvador, where CLAC’s headquarters are located. At this session the Board analyzed the market situation, particularly the status of relations with major Fair Trade clients in the banana and coffee sectors. The board also initiated planning for a Fairtrade International Assembly scheduled for June of the same year in San Jose, Costa Rica, and it addressed topics associated with the Fairtrade system and its members.

The board also made plans for CLAC’s participation in the Global Specialty Coffee Expo (SCA, United States), it discussed the Fair Trade Cities and Towns program, and it analyzed topics as important as the workers in small producer organizations, and dignified wages and income.

The Board’s second session of the year was held virtually on March 9. On this occasion the Board analyzed results from the meeting of members in the Fairtrade International system held in Dublin on February 26-28. It studied and contributed to a document developed by CAN (Alliance of three networks: CLAC, FTA and NAPP) to strengthen the power of Fair Trade producer networks, and it established an Awards Committee for the Fairtrade International Assembly. Also at this session, the Board addressed the consultation on standards, and the issues of unfair competition, dignified income, dignified wages for plantation workers, and the introduction of base wages.

The Board also addressed progress made in implementing the Fair Trade system strategy, CAN coordination, and services in the Fairtrade system (traceability, risk management and impact), as well as other matters. The Board met once again on September 19-20, this time in a physical meeting. The topics analyzed at this session were the results of the Fairtrade International Assembly held in June 2018, CECLAC’s updated report on the consultation on standards conducted with small producers’ organizations by Fairtrade International, and the issue of dignified income and wages.

The Board paid particular attention to the proposal with suggestions and solutions to the problem of unfair competition. It also analyzed proposals for increasing sales of bananas produced by small producers.

The Board also received reports from CLAC’s new representatives in Fair Trade entities, specifically Miguel Ángel Munguía and Merling Preza, who are members of Fairtrade International’s Board of Directors, and Marike de Peña, who is a member of Fairtrade Foundation’s Board of Directors.

As in all of the Board’s sessions, updates were received from the various product networks.
Also, the Board addressed the progress made in planning CLAC’s VII Assembly, scheduled to be held in Lima, Peru in November of 2018. The Board discussed and approved the agenda for the Assembly, and it reviewed the Guidelines on Governance. As part of important documentation for CLAC’s VII Assembly, CLAC’s Strategic Plan for 2019-2021 was reviewed by the Board.

The Board of Directors also placed special emphasis on market studies in the South, on approving the strategy for youth inclusion, as well as on an update on CLAC’s operations and projections for 2019.

In the words of Marike de Peña, President of the Board of Directors for the 2015-2018 period:

Fairtrade International Assembly
Costa Rica

Impact Fair
Costa Rica

The Board’s last ordinary session in 2018 was held on November 7, in the framework of CLAC’s VII Assembly. In this year-end session, the Board addressed the following issues: unfair competition, the coffee market and CAN coordination. In addition, the Board analyzed agreements and results from the CEO Forum and the members’ meeting in Utrecht, Holland.

In addition, the Board received a report and recommendations from the Surveillance Committee that were shared at the VII Assembly forum.

The Board’s performance can be summarized as follows: The Board’s achievements extend beyond agreements reached in meetings. Our leadership and active participation in issues such as unfair competition and dignified income and wages, the consultation on standards with small producers’ organizations, and the extraordinary work of members of CLAC’s Board and operations team in crosscutting areas such as youth and gender inclusion, human rights and climate change are actually the Board’s greatest accomplishments.
Since CLAC’s Latin American Workers Network was created in 2015, it has been working continuously to promote the strengthening of democratic processes and inclusion in all certified plantations.

During 2018, with support from the project entitled “Strengthening the Workers Network in Latin America and the Caribbean,” various activities were carried out with the aim of consolidating the foundations for democratic and inclusive processes. One of these activities was carried out in Latacunga, Ecuador, where the project’s objectives were outlined for the workers network’s technical committee. The committee’s work was formally initiated, with the aim of contributing to improving the livelihoods for Fairtrade certified plantations.

Important goals have been reached since this work was initiated. One achievement was the strengthening of various channels of communication that assist workers in Latin America and the Caribbean in networking and building strategies for organizational strengthening and especially social cohesion in all the regions where Fairtrade certified plantations are located.

Each National Committee within the structure of the Workers Network has its own dynamics. The Dominican Republic’s national committee has been meeting regularly, and it organizes national events at recreational venues to promote opportunities for workers from different plantations to exchange opinions on different issues. This national committee has worked extensively in developing the network’s leadership, and also the area of workers’ rights and responsibilities.

Colombia’s National Committee has organized educational workshops on topics regarding the use of the Fairtrade Premium, and it has organized coordination meetings and provided input to CLAC’s Operational Plan. The committees in both the Dominican Republic and Colombia also organized activities for World Fair Trade Day. The national committee in Brazil has invested time in developing its own internal regulations at the national level, using advances in the network’s internal regulations at the continental level as a starting point.

National Committee’s within the Workers Network are active primarily in those countries, where there are significant numbers of certified plantations.

There are a number of countries in which there are only one or two certified plantations, and national committees have not yet been established in those countries.

Also important to mention is the third conference of Latin American and Caribbean workers held in early November, in the framework of CLAC’s VII General Assembly. Participating in the conference were 22 workers representing countries including: Argentina, Brazil, Colombia, Mexico, Nicaragua, the Dominican Republic, Panama, Chile and Ecuador. The network’s Technical Committee presented its activities during 2018 at the conference. Also, each of the national committees presented the many activities it had carried out during the year, and the impact of its work on the lives of workers in certified plantations in Latin America. There was discussion at the conference on representation and governance in the workers network and its technical committee.

Lastly, but of no less importance, it is worth mentioning the ongoing work in the Dominican Republic, where the local workers committee has made significant advances in labor, social and environmental areas. The Latin American and Caribbean workers network has an enormous opportunity to demonstrate to the Fair Trade world the benefits of building a more inclusive, fair and equitable world through the concepts of solidarity and social justice.
National Networks are very important entities within CLAC, since they play a fundamental role in all processes of dialogue, analysis, discussion and consultation, and they assist and follow up on the services that CLAC provides to its members.

National Networks are fair trade platforms created by small producers’ organizations in which they work together even though they represent different productive sectors.

It is important to point out that National Networks have their own decision-making processes and structures.
The Mexican Network (CMCJ) coordinates actions within the strategic lines of compliance with standards, advocacy, products and markets, MEL (Monitoring, Evaluation and Learning), communications, and transversal areas (gender, youth inclusion, social compliance).

CMCJ carried out a total of 148 actions to assist small-scale producers from Fairtrade organizations throughout Mexico, specifically to develop and enhance their skills. Activities included: 25 training workshops, 46 technical assistance interventions (face-to-face and long-distance), 67 activities in other products and markets, and 10 invitations to meetings and assemblies.

In the areas of gender, youth inclusion and social compliance, the activities carried out by the network included approving its child protection policy and conducting participative diagnostic assessments of child labor with children and adults in the Procafem organization.

CMCJ reached agreements with small producers organizations on the process of raising awareness of child labor issues; held workshops on “new masculinities” in coffee and agave organizations; participated in a youth conference organized by CLAC; and sent women and youth delegates to CLAC’s General Assembly. Also worth underscoring is the progressive development of the Network’s Inclusion National Fair Trade Platform, Mexico (CMCJ)

Following are some highlights of the Network’s activities in relation to specific products. Coffee: It conducted a study on the potential of Mexico’s Fair Trade coffee market, and conducted studies, surveys and consultations for the Fairtrade system, CLAC and for its own work. It also carried out activities for improving production and managing risks in the coffee sector.

Honey: It provided assistance in creating profiles, and provided training in managing organic beehives. Avocado: It conducted a diagnostic assessment of pests and diseases in Hass avocados. Agave: It implemented training workshops on standards for agave workers. And in the area of food sovereignty, the Network implemented a process of systematizing the experience acquired by Unión Majomut, and it produced audiovisual material.

In terms of advocacy work, the Network supported the Latin American Fair Trade Universities campaign, through two universities in Mexico, Universidad Autónoma de Chapingo (UACH) and El Colegio de la Frontera Sur (ECOSUR). It also held three events linked to World Fair Trade Day, in coordination with the country’s declared Fair Trade Universities.

Also worth highlighting is an agricultural conference at UACH and its Graduate College of Agriculture entitled “Fair Trade in Mexico: Realities and Prospects.” The Network also participated in a seminar on “international cooperation and transborder cooperation for respect and preservation of rights at the Mexico-Guatemala border,” specifically on the topic of value chains.

The challenges facing the Mexican Network include developing and operating a strategic plan with indicators, and developing procedures for implementing its policy for protecting children. Also in process is the introduction of new criteria in the Fairtrade system with small producers’ organizations in Mexico, and the development of a South-South market within the country. Lastly, an ongoing challenge for the Network is to bolster efforts to improve the quality of Fairtrade coffee in Mexico.
In 2018 the Guatemalan Fair Trade Network (CGCJ) developed its five-year Strategic Plan for 2018-2022, with participation by its Board of Directors. CGCJ also assisted in conducting consultations on Fairtrade criteria, offered its feedback on CLAC’s Strategic Plan for 2019-2021, and participated in CLAC’s VII General Assembly.

Also during 2018 the Network participated in a number of forums for advocacy work in Guatemala, including the National Coffee Association (ANACAFE), National Coffee Congress, National Organic Agriculture Convention, and National Agriculture Council. It also celebrated World Fair Trade Day on May 12.

The Network supported the work of a consortium formed by Confartigianato, CISP and Coopermondo to implement a project entitled “Building the capacities of the Guatemalan Network for accessing markets and promoting inclusive economic growth with the European Union in Guatemala,” to begin in 2019. It also assisted ACODIHUE in presenting a proposal to Expertise-France on forests, biodiversity and ecosystems in Guatemala and southern Mexico. The proposal has been placed on a reserve list until May 2019.

Working together with CLAC’s regional coordinator for Central America and Mexico, Luis Álvarez, and the Mexican Fair Trade Network, CGCJ participated in a various activities and the presentation of Guatemala-Mexico transborder proposals to the European Union’s INNOVACT.

In this same context the Network worked together with other Mexican and Guatemalan governmental entities and also ECOSUR in Mexico. It participated in various meetings and a trip to Europe.

With support from CLAC and financing from Fairtrade Finland, CGCJ initiated the Honey for the Future and INTERCAMBIO projects, in which seven of the Network’s member organizations are participating. It is worth underscoring that CGCJ participated in the planning process for both of these projects.

In the area of children’s protection, the Guatemalan Network made a commitment to develop a national policy on this issue, and it also provided follow-up to a pilot project carried out by a member organization.

With assistance from CLAC, it was organized a workshop on fiscal matters associated with commercializing coffee. It is also important to highlight the Leadership Schools implemented in six organizations, in line with a CLAC-TRIAS agreement. A total of 107 women belonging to various member organizations graduated from these schools.

Lastly, with support from CLAC’s Coffee Network, the Guatemalan Network held its first coffee quality competition, with participation by member organizations. The winning coffees were sent to expos in the United States, Europe and Japan. The Guatemalan Network also provided a workshop on advanced post-harvest quality techniques and sound practices in coffee growing, processing and drying. In addition it provided follow-up on workshops on price risks in the coffee market, and it welcomed a visit by coffee technicians from Latin America.

http://www.cgcj.org.gt/
In 2018 the Salvadoran Network of Organized Small Producers (CESPPO) supported its member organizations in strengthening their productive and commercial work, and this led to their participation in coffee quality events in Guatemala and workshops with coffee specialists in El Salvador. The network provided training in managing market risks; it also participated in international trips and events for coffee technicians on crop management in Brazil.

CESPPO also developed its plan for advocacy work. In the transversal area of climate change, it launched the INTERCAMBIO project. It has also continued its work in organizational strengthening with programs such as TRIAS, thus expanding its outreach to organizations through workshops, opportunities for exchanging experiences, and specialized consultations in the areas of management, administration and client services.

In 2018, through a fund for small-scale entrepreneurial initiatives by women and youth, CESPPO supported the APRAINORES organization for opening a family food pantry, operated by a women’s group. Also in 2018, a second fund for another member organization was approved.

In 2018 CESPPO continued its work in productive development with the PDI-SUNZA project, and the purchase of equipment for monitoring pests and diseases, as well as drones. The Salvadoran Network also assisted ATAISI in the process of certifying its coffee, to add to its Fairtrade sugar cane certification.

CESPPO also developed relations and fostered alliances with entities such as the FIAT Foundation, Inter-American Foundation, UPADI and TRIAS. The Network received a visit from the president of the Fairtrade Board of Directors, Jean Paul Rigaudeau, who was accompanied by CLAC President, Marike de Peña and CLAC Executive Director, Xiomara J. Paredes. The purpose of the visit was to see first-hand the work carried out by organizations in El Salvador. In addition, the Network received a visit from a Mary SPEN delegation from the United States, as part of work to access funds for women’s initiatives.
Coffee production in Honduras has been expanding, both at the national level and in Fairtrade organizations. In fact in 2018 Honduras ranked fifth in the world (third in Latin America, after Brazil and Colombia), with a gradual increase in certifications of coffee organizations.

With the increasing volume in coffee production, the Honduran Small Producers Network (CHPP) has worked together with CLAC to focus efforts on supporting this growth with sustained levels of quality. With assistance from the “Building Entrepreneurial and Productive Capacities in Fair Trade Organizations” project, implemented by the Honduran Network, the Honduran Fair Trade Coffees Expo (ECOJUSTOH) was held in 2018. Competing in this event were the best coffees from Fairtrade organizations in Honduras.

To complement this work, and from a commercial perspective, CLAC in coordination with CHPP facilitated a workshop and consultations on risk management, with the aim of providing information and updates on financial and commercial advances.

The Fairtrade Finland-Germany project has been managed by CHPP and financed by the one of the largest supermarket chain in Finland, Aldi Sud, and Transfer Germany. The project benefits 18 producer organization, with a focus on the following four outcomes:

1. Develop management capacities in organizations
2. Improve productivity in producers operations
3. Expand women and youth participation
4. Improve coffee quality and increase sales

Sustainability also involves a social dimension and protection for children. In line with this spirit, a cooperative project entitled “TCHIBO Join Forces” was launched by TCHIBO, a German coffee roaster, together with three Honduran cooperatives, CLAC and the Honduran Network, plus the Caffex exporting company. The overall purpose of the project is to contribute toward improving the socioeconomic conditions for Honduran small producers of fair trade coffee and the workers in their operations. One of the important actions implemented through this project is the establishment of child care centers. This means that children are cared for by educators, with a carefully-designed educational and nutritional plan, while their mothers and fathers work in coffee growing and harvesting.

CLAC and CHPP share the challenge of contributing to the sustainable development of base-level organizations in Honduras. By working together in a coordinated, complementary manner, member organizations will have increased opportunities to enhance their development and serve as agents of change in their communities.

http://www.comerciojusto.hn
In 2018 CNCJ-Nic has advanced in its annual operations plan. Its member organizations remain active and functioning despite sociopolitical difficulties, and in the case of the coffee market, with prices below the New York Stock Exchange. The political context has created a distorted image of the country at the international level, and this has been a blow for the country in economic terms. This is especially true in the tourism sector, in which some producer organizations are working in order to diversify their family income.

One of the Nicaraguan Network’s achievements in 2018 is its work to include young people. For example, the first national youth conference was held in April, and an Inclusion Commission was created, comprised of a group of young people who will continue the work in the inclusion process.

This commission is creating motivation to gradually integrate young people into cooperatives. In the short time the commission has been operating, it has participated in local fairs, initiated processes for young people to apply for membership in cooperatives, and also achieved smoother internal communication, with the help of social networks.

In the area of cacao production, CNCJ-Nic organized a national Cacao Network meeting in 2018. The Asociación Pueblos en Acción Comunitaria—APAC was selected to take responsibility for coordinating this Network in Nicaragua.

One of the challenges taken on by cacao organizations is to promote efforts to design a national strategy for positioning Nicaraguan cocoa in the international market. This is in light of improved mechanisms for transportation that will help to overcome the difficulties of geographic dispersion.

The organizations also committed to make use of social networks and work diligently to build capacities linked to the sustainability of their organizations. They are also charged with coordinating efforts between current platforms. This involves developing a common language and establishing alliances on shared issues, to increase potential for growth and added value, and to promote exchanges among organizations with the aim of ongoing learning and feedback.

In the area of coffee production, the Nicaraguan Network is continuing the national process facilitated by CLAC, with the aim of increasing the levels of quality in coffee produced by Nicaragua’s Fairtrade producer organizations.

With the aim of improving its response to increasingly demanding international markets, and entering market niches for micro-batches of specialty coffees, CNCJ-Nic held a quality competition in 2018. It was first competition for Fairtrade certified organizations in Nicaragua. The goal was to determine which coffees have the best cup profile and the highest quality. The best coffees were selected to represent Nicaragua at the Global Specialty Coffee Expo.

Winning coffees came from the following organizations:

- Cooperativa Multisectorial de Productores de Café Orgánico de Matagalpa R.L. (COOMPROCOM), FLO ID 2680, with a score of 84 points.
- Cooperativa Agropecuaria Reyna del Café de San Juan R.L., FLO ID 3164, with a score of 83.75 points.
- Central de Cooperativas de Servicios Múltiples R.L. (PRODECOOP), FLO ID 832, with a score of 83 points.

Another significant effort was the training of technical personnel and producers in 12 organizations on new coffee-processing methods, specifically semi-washed, referred to as “honey,” and also “natural.”

CNCJ-Nic continues its leadership role with Fair Trade-certified organizations, and is recognized as the entity representing Nicaragua in CLAC and Fairtrade International.

Lastly, the network is confronting major challenges as it represents organizations before the Nicaraguan government and the international market, and internally, in the organizational and socioeconomic strengthening of organizations, aimed at maintaining the fight against poverty and inequality in the world.
In June of 2018, Fairtrade International held its General Assembly in San Jose, Costa Rica. The purpose of the event was to discuss and reach agreements, place issues of shared importance on the table, and elect new members to its Board of Directors. Nearly 100 representatives from organizations participating in the Fairtrade system in 56 different countries participated in the event.

This was the first time that a Fairtrade International Assembly was held in a country in the global South. CLAC and the Costa Rica-Panama National Fair Trade Network (CNCJCR-P) served as hosts for this important event.

Another important milestone for Costa Rica has been the implementation of the project known as “Promotion of Costa Rica’s Fairtrade Coffees in International High-Quality Markets” over three consecutive years (2016-2018).

This strategy promotes the presentation and tasting of the best coffees from Costa Rica’s Fairtrade certified organizations. The forums most used in this project are the world’s two most important coffee fairs: SCAA and SCAE. The project is carried out through coordination between CLAC, the Association of Fine Coffees of Costa Rica, Fairtrade International and CNCJCR-P.

The main objective is to position Costa Rica’s Fairtrade-certified coffees within the sector of high-quality or specialty coffees. A tasting competition entitled “Best Fairtrade” will be held in 2019.

In Panama, a series of training workshops is continuing as a result of an agreement between IICA, CLAC and CNCJCR-P. The workshops are part of a process for organizational strengthening and development directed at two of Panama’s Fairtrade cooperatives, COOBANA R.L. and COCABO R.L., which are members of CNCJCR-P. The three workshops held focused on the following topics:

1. “Strengthening Organizational Values and Capacity-Building for Members of Producer Organizations.”
2. “Agro-food Chains and Fair Trade for Small Producer Organizations.”
3. “Strengthening Organizations and Building Leadership.”

Another important event in 2018 was a forum organized by the National University and CLAC to present the book entitled “Situación de los Seguros Agrícolas en América Latina,” which addresses the status of agricultural insurance policies in Latin America. The book is aimed at describing the status of agricultural insurance policies in some Latin American countries, identifying the current status of each one, its general structure and the main public policy tools that could strengthen the adoption of instruments for protecting the patrimony of small and medium-sized producers belonging to organizations. The study was conducted by Oscar Roberto Sanabria Garro, a Costa Rican agricultural economist.

http://www.comerciojustocr.org/
In 2018 this Colombian Initiative continued its political work as its main focus, conducting activities in organizational and financial development. In the financial area, the Initiative launched a search for international pre-financing for leveraging its organizations. These efforts resulted in the signing of an agreement with the Progreso Foundation.

CLAC has a primary role within the Colombian Initiative, aimed at boosting Fair Trade. This is evident in the signing of four agreements, which have enabled the Initiative to bring new vitality to the training it provides and its interaction with various organizations. It has also facilitated improving its administrative structure and organizational representation. As part of this cooperation, workshops were held for a second round of consultation on standards for small producers’ organizations in Colombia.

In addition exploratory meetings were held to address the issue of child labor. The diligent work of Fair Trade organizations, together with the CLAC team, resulted in more flexible public policy, through the Labor Ministry’s Resolution 1796, dated April 27, 2018.

The Colombian Initiative also participated in education and organization-building for young people, aimed at their transformation into vital participants in the country’s small producers’ organizations.

In its work at the national level, the Initiative has strived to work more closely with the Colombian Fair Trade Network, making progress in developing a joint marketing plan. It has also prepared a proposal for participating actively in CLAC, as it currently has two representatives on CLAC’s Board of Directors.

The Initiative also continues its networking aimed at exchanging experiences and achieving the well-being of our organizations. As a result of the above, the Initiative’s radius of action has increased by 20%.

The Colombian Initiative is focused on the major challenge of not only exploring Fair Trade markets at the international level, but also developing strategies to energetically promote Fair Trade within the country.
One of the main objectives of the Colombian Fair Trade Network is to strengthen its member organizations. To this end, the network reinforced its assistance to current members and sought to attract new organizations.

It is important to note that in 2018 the 31 Fairtrade certified organizations belonging to the Network represented 59,335 coffee producers, and Fairtrade coffee sales of approximately 411,250 60-kg sacks. This signified receiving significant income through the social premium.

This led to the investment of US $6,445,000 in different areas of work. For example, in the areas of quality and productivity, the Network implemented programs for soil analysis, renewal and fertilizers, expending 44.83% of the total resources available. The Network also assisted organizations in the areas of certification, internal control and organizational strengthening.

In the area of environmental protection, 10.26% of total investments were expended. The Network also assisted coffee producers in the areas of health, labor safety and gender equality. In addition it contributed to improved education for coffee producers and their families, and also invested in the area of technical assistance.

In terms of infrastructure, the Network carried out projects in coordination with coffee producers, involving coffee dryers, processors, and awnings, as well as activities for improving services to coffee producers, stands for sales, coffee storage and improved threshers. Lastly, it is important to mention support to producers through premiums and efforts to improve their income.
The Ecuadoran Fair Trade Network (CECJ) organized a number of major events in 2018. In terms of advocacy work, it celebrated Fair Trade Month in May throughout the country, with activities including fairs with Fair Trade products and popular and solidarity economics. Also included were academic forums at national and local levels, organized by CECJ, WFTO, the academic community (Espoch and UTE) and the Maquita Foundation.

The Network promoted sports with the second 5k Run for Fair Trade, with organizing led by Espoch. A soccer championship was also held, with participation from the Fair Trade community, including 14 male teams and seven female teams.

A Technical Committee for National Fair Trade Standards was formed, with the aim of strengthening the normative and institutional framework for Fair Trade in Ecuador. The Committee has representatives from CECJ, WFTO, civil society (Ninakay and consumers), government ministries (MAG, MIPRO, MCE), the academic community (ESPE and UTE), and supportive NGOs like AVSF and RICOLTO.

In the past year, CECJ has carried out important projects for its strengthening process. This has included the TRIAS project, in which women’s and youth participation are emphasized in training that addresses the Internal Control System, for example. Such training includes workshops on georeferencing, to assist in gathering data and complying with required certifications.

In addition the IV National Gender and Generational Conference was held, with the aim of evaluating the activities of the National Gender and Generational Committee in 2018, and prioritizing actions for 2019. This conference also served to develop guidelines for the committee’s functioning and to update its road map for youth and women’s inclusion in organizations and in CECJ’s organizational dynamics, through participative methodologies.

Another important activity was implementing the project entitled “Innovations from Fair Trade small producers for organic consumers in Europe.” The project is financed by CORPEI and by beneficiary organizations, with the aim of improving the income of organized small producers in five cooperatives belonging to CECJ (FAPECAFES, UROCAL, JAMBI KIWA, COPROBICH and ASOPROCAM) through access to organic and Fairtrade markets in Europe. The agreement corresponding to this project was signed on March 14, 2018 and it is to be implemented in a period of 18 months.

http://www.cecjecuador.org.ec/
During 2018 the Bolivian Fair Trade Network (CNCJ-Bolivia) concentrated its efforts on activities for including and strengthening youth producers. For example, it held a workshop on leadership and communication skills, with participation by over 60 young people from coffee, cacao and quinoa networks.

During the last quarter of 2018, the Network held its Second Conference for Youth in Fair Trade, with participation by young people from five product networks: coffee, cocoa, quinoa, chestnuts and crafts. As part of the conference, participating youth learned about the difficulties and achievements experienced by El Ceibo, one of Bolivia’s most successful Fairtrade organizations, as well as the innovative experiences of young producers.

Among the Network’s most important achievements in 2018 are activities such as its IV General Assembly, with participation by 20 of the 27 Fair Trade organizations in Bolivia. Also worth highlighting is a workshop on requirements and updates on procedures for exporting Fair Trade products. Over 60% of those in attendance were young people between the ages of 25 and 37 years, who can now become involved in trade matters in their respective organizations.

Also worth mentioning is the first meeting of CLAC’s Quinoa Network, held in the Peruvian city of Puno.

In terms of efforts to strengthen CNCJ-Bolivia, significant progress was made in reviewing and updating its Political Advocacy Strategy, developed in 2015. The Network has carried out nearly 65% of the activities programmed in this initial strategy. CLAC’s advocacy coordinator assisted the reviewing and updating process.

Also, the Network now has a document with a proposal for updating the Fair Trade and Solidarity Economy Strategy of the Plurinational State of Bolivia. Among the most significant challenges for CNCJ-Bolivia in the upcoming year is the organization of national and international events to strengthen the Network’s visibility and representation.

These events include the first conference for Youth in Fair Trade in the Andean region, a forum of Fair Trade coffee organizations in Bolivia, and the first conference of youth working in Fair Trade crafts production.

In addition, Fair Trade coffee organizations received training on managing risks involved in trade, with the objectives of improving their trade relations and reducing the risks of failing to comply with contracts.

http://www.comerciojustobolivia.org.bo/
2018 was a very productive year for the young people and women participating in CNCJ-Peru’s organizations, with numerous training opportunities and ongoing work in various projects. This was the result of coordination with small producers organizations belonging to the Network and also assistance from supporting institutions.

A training course on exporting with organic and sustainable Fair Trade certification was successfully held. The training was provided to 24 young women and men who are leaders from six regions of Peru, representing 24 organizations involved in the production of coffee, cocoa, bananas and other products. The training course was held in alliance with the Universidad Nacional de Piura, CLAC and TRIAS, and with support from specialists from a number of sustainable certifying entities.

World Fair Trade Week was celebrated in Selva Central, through inter-institutional agreements signed with the provincial government of Chanchamayo and the Daniel Alcides Carrión and De los Andes universities. Assistance from the municipality made it possible to hold a procession and a fair featuring products from Fair Trade small producers, in addition to informative talks and workshops for university students.

Another activity focused on young people in Cusco was the Pasantía de Jaén, held in October. Twenty young people from six organizations interacted with producers from the CENFROCAFE, La Prosperidad and Sol y Café cooperatives from the Cajamarca region.

Young people received training in techniques in coffee production, centers of excellence, advances in administrative and commercial systems, investments and social development, entrepreneurship, and data collection.

A Dialogue Roundtable Assembly was held in Piura, with participation by 40 delegates and unionized members of banana organizations that signed the framework convention on labor dialogue. Recreational activities were organized for reflection and fellowship, for stimulating interaction, and oriented toward strengthening labor relations. Since the signing of the Dialogue Roundtable Convention, the process of harmonizing labor relations in banana organizations has been successful and recognized by leaders of small producers organizations as well as unionized workers.

In the framework of the project for increasing banana quality and productivity, financed by Fairtrade Germany, a practical training experience was offered to banana organizations in Colombia. Participants learned techniques for applying bioferments in the demonstration plots operated by six organizations in Piura, leading to excellent results in terms of quality and productivity.

In terms of representative and political work, the Network organized CLAC’s VII General Assembly, with assistance from CLAC, held on November 8-9 in Lima. During the Assembly, CLAC’s Strategic Plan for 2019-2021 was approved, and CLAC’s new Board of Directors for this same period was elected.

http://www.comerciojusto.pe/
2018 has been a year of many achievements and advances for the Paraguayan Network of Fair Trade Producers (CPPCJ). This is a result of commitments made by members of this Network, representing ten organizations of small sugar cane producers.

Especially outstanding in 2018 is the positioning achieved by organizations through CPPCJ, together with coordination work that facilitates political advocacy work, as well as the promotion of participation by women and youth in the Network’s areas of intervention.

It is also worth emphasizing that the Network operates consistently in line with its strategic plan, which sets guidelines for work carried out during the period from 2017 to 2021. This makes it possible to optimize efforts without neglecting the day-to-day activities of each member organization.

One of the Network’s policies is to continue to strengthen strategic alliances and joint efforts with other entities, both governmental and non-governmental. The assistance provided by these institutions enables the CPPCJ to continue the path that it has mapped out.

One of the year’s important events was the international recognition of Arroyos y Esteros as the country’s first Fair Trade Town. And in June the Second Latin American Conference for Youth in Fair Trade was held in Paraguay, under the theme of “Youth: agents of change in family agriculture.”

The main objectives were to identify innovative strategies and elements for strengthening youth participation in organizations and to obtain key elements for transversalizing youth inclusion in CLAC’s Strategic Plan.

Participants at the event were young Fair Trade producers from 16 countries in Latin America and the Caribbean, with ages ranging from 19 to 35 years. The countries represented were Argentina, Belize, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, El Salvador, Guatemala, Mexico, Nicaragua, Panama, Peru and the Dominican Republic, in addition to Paraguay, the host country.

Also, the CPPCJ updated its national Advocacy plan and participated actively in defining and implementing the National Sugar Cane Plan, an initiative promoted by the national government, through its Ministry of Agriculture and Livestock. In the commercial area, the Network improved relations among five organizations and the AZPA sugar refinery (Azucarera Paraguaya S.A.).

In administrative matters, the Network hired an executive secretary. And it now has a communication plan that will facilitate the development of strategies in line with activities carried out, to increase the visibility of successes achieved.

Lastly, the Network is committed to continue to grow and serve as a reference point for the region.
In 2018 Chile’s National Fair Trade Network (CNCJ-Chile) carried out actions for developing and expanding Fair Trade in Chile and the region, implementing activities such as organizational development and export promotion.

One of the main activities oriented toward advocating for Fair Trade in civil society and the academic world was the celebration of World Fair Trade Day. An International Fair Trade Seminar was held on that day, with participation by international guests who presented information on their markets and then visited member organizations in their places of origin.

In this way the Network worked to promote commercial links and coordination between companies in the sector. Also participating in the celebration was Linda Vera, CLAC’s Advocacy Coordinator, who spoke about CLAC’s work at the international level, and with her presence, strengthened networking with universities through the Latin American Fair Trade Universities program.

In addition, the Network held a workshop for reviewing standards, through joint efforts with CLAC’s Strengthening Coordinator, Ingrid Allende. Also, the Network held its 2018 General Assembly, in which new board members were elected for the 2018-2020 period.

In terms of developing capacities and competencies that strengthen the small producers’ organizations belonging to CNCJ-Chile, a number of training opportunities were provided, including workshops and working groups that reinforced the inclusion of tools for increasing management capacities in each of the member companies.

Workshops and training courses were framed within projects for promoting production, supported by entities such as Technical Cooperation Service (SERCOTEC), Ministry of the Economy’s Division of Association and Social Economy (DAES), Office of International Affairs’ Export Promotion (PROCHILE), Node for Competitiveness of Fair Trade companies (CORFO), and Agricultural Development Institute that enhances growth of Chile’s small producers (INDAP).

The areas addressed in capacity-building were commercial, economic, social development and agricultural areas. Some of the most significant training opportunities were: a workshop on marketing and business, a Fair Trade workshop led by Ingrid Allende, an international trader and commercial workshop, a workshop on suppliers, inputs and international logistics, women for Fair Trade, working groups on food and wines, commercial delegations to Europe, and visits to international fairs including SIAL Paris 2018.

In terms of promoting products offered by CNCJ-Chile and its networking with new organizations, some efforts worth emphasizing are direct contact with potential importers of food and wine, and support for the international promotion of Chile’s Fair Trade products and small producers’ organizations provided by Fairtrade offices around the world and CLAC, through market development and GF.

Also worth emphasizing is the communication and networking with other national organizations that are engaged in the circular, collaborative promotion of the economy. This work takes place through the development of promotional material, and visibility in local and national communication media, as well as the development of CNCJ-Chile’s network.

In terms of coordination and advocacy work with civil society and the academic world, meetings were held to promote Fair Trade in Chile as a public policy. These meetings were supported by the national public sector and government ministries such as the Ministry of the Economy, Agriculture, Women and Gender Equity, and Social Development.

The Network has achieved significant progress in coordinating with universities, as evidenced in participative projects with Universidad Católica del Maule and Universidad de Santiago, with whom an Agreement of Intent was signed before the end of 2018.

http://www.comerciojustochile.org/
In 2018 the Brazilian National Fair Trade Network (BRFAIR) focused its work on supporting and representing of small-scale producer organizations in Brazil. It promoted the strengthening and development of its members, while observing fair trade principles and values.

BRFAIR prioritized disseminating information on Fair Trade in Brazil, with events such as the celebration of World Fair Trade Day in the Boa Esperanza municipality (in the state of Minas Gerais), which is recognized as a Fair Trade City. Another event was the celebration of Fairtrade Coffees Week at Universidad Federal de Lavras, which is currently in the process of becoming recognized as a Fair Trade University.

Two other activities worth mentioning in particular were, first of all, consultations and reviews of standards and criteria for small producers’ organizations, also taking place at Universidad Federal de Lavras, which offered a space for dialogue and participation; and secondly, the participative development of the Network’s strategic planning, which included the demands and suggestions from organizations, from BRFAIR’s leadership and CLAC.

Lastly, we would also highlight the following activities carried out during 2018:

- Election and swearing in of the National Network’s new leadership
- National Fair Trade Platforms participation in CLAC’s meeting of national networks
- Participation by BRFAIR and its members in First and Second Discussion Forums on Fair and Ethical Trade between the European Union and Brazil
- Cooperation between CLAC, BRFAIR and Hanns R. Neumann Foundation
- Three workshops on “Coffee and Climate” in the Sur de Minas, São Paulo and Matas de Minas regions
- Participation by BRFAIR members at Coffee Expo in Seattle, Washington, USA on April 19-22, 2018
- Participation by BRFAIR and its members in International Coffee Week activities in Belo Horizonte, Minas Gerais
- IV Best Brazilian Fair Trade Coffee Competition
- Awards to winning organizations of IV Best Brazilian Fair Trade Coffee Competition during 2018 International Coffee Week

http://brfair.org.br/
2018 was a year of challenges and opportunities, and the Dominican Republic’s Fair Trade Network (COORDOM) worked to make the best use of them. For the second consecutive year, the Network held a Workers Network conference, attended by over 200 workers from twenty banana plantations.

Participants presented their contributions to their communities’ social well-being as well as upcoming projects to be carried out by using the Fairtrade Premium. Some examples were sports facilities to offer healthy recreational opportunities for children and youth, the construction and remodeling of housing for low-income members, medical projects, and sponsorships for educational centers.

In mid-2018 the city of Mao was declared a Fair Trade City. Local citizens were actively involved at the event during which the declaration was signed, including representatives from the mayor’s office, mothers’ centers, clubs, associations and neighborhood councils. Together, they had promoted the initiative, which they see as a benefit for their city, with the potential to effectively stimulate local commerce.

The activity coincided with World Fair Trade Day celebrations, and organizers used this opportunity to promote Fair Trade principles through communication media, including radio and television.

One of the areas given particular attention was associated with immigration and regulating the status of foreign workers in the country. In addition, as a result of new alliances, workers in Fairtrade-certified plantations and associations received training on personal finances and managing family budgets, provided by the BHD León bank.

The workshops held during the year also included education for workers on gender policies, with emphasis on issues such as equality and equity, respect for human dignity, and ending violence against women.

The National Network is proud to underscore the successes achieved during 2018. There are, however, many ongoing challenges in the agricultural sector. Climate change is one of the main factors working against agriculture, due to the country’s vulnerable geographic location. This affects not only environmental well-being in our communities, but also production and the economic situation for organizations and their workers.

Despite the challenges and adversities we are confronting, we know that COORDOM has the necessary tools to take on its responsibilities, and the necessary determination to continue waving the Fair Trade banner. We will continue to pursue more equitable trade in a framework in which human dignity is not for sale and everyone’s rights are respected.
One of the most outstanding activities in Haiti during 2018 was an exchange of experiences at the agroecological fair held in the city of Belladere. Participating at this event were representatives of international development organizations, nongovernmental organizations and the local government. The objective was to promote Fair Trade and Belladere producers in general. The intention was also to identify some organizations that might be interested in joining the Haitian Network of Fair Trade Small Producers (KOSEA).

The major challenges facing KOSEA were evident at the fair. These challenges are closely linked to the living conditions experienced by most of the population. In particular this year producers have been confronting an inadequate supply of high-quality seeds and seedlings, and the need to empower those who work the land and who commercialize their products to begin to add value to their work.

Despite the difficulties, the Network is hopeful that changes can be produced to facilitate improved socioeconomic situations. For this reason the Fairtrade system is considered an important contribution to the country, through the implementation of new strategies for more sustainable trade. The intention is to promote and strengthen new trade systems focused on human beings and the environment, and on improving the current living conditions.

At the end of the fair, an agreement was reached to maintain communication, and to the degree possible, to work toward obtaining assistance for planting and renewing agricultural fields, for technical assistance on increasing productivity and diversifying income, and in particular, for bolstering processes that contribute to improving the population’s quality of life.

At year’s end, KOSEA invited all the country’s organizations to jointly conduct a diagnostic assessment of their current situations, and together design a roadmap for 2019 to be followed with support from CLAC.

One of the main points emphasized was the need to improve and increase productivity, with a focus on good use of agricultural practices that protect the environment and contribute to improving the quality of life for our producers.

Priority was also given to formalize associations and cooperatives in the system, and to legally establish KOSEA in the country—the latter defined as a priority for 2019. This has not been possible to date because of various bureaucratic and political problems in the country.

Haiti is a country with great potential. This is reflected in its people, who want to achieve optimal productive capacity to develop their land.

From the Network’s perspective, Fair Trade on this beautiful Caribbean island has major challenges to overcome, but it can nevertheless contribute to fulfilling the dream of organizations to achieve socially-sustainable food sovereignty.
CLAC, through its operations team, was able to assist 76% of Fair Trade organizations during 2018. At the end of 2018 we had 905 certified organizations in all, of which 87.5% are small-scale producer organizations and 12.5% are hired labor organizations.

During 2018 the guiding theme in the work of supporting CLAC member organizations was the co-creation of CLAC’s new Strategic Plan, in preparation for the General Assembly held in November in Lima, Peru. The intention has been to involve as many organizations as possible, to achieve a broad base of reference for receiving input for developing CLAC’s new Strategic Plan to enter into effect in 2019.

Through 20 workshops held in 15 countries, with participation from 333 organizations, a first round of input was facilitated in the first half of the year. In the second half, consultation processes have continued with support from the Product Networks and National Fair Trade Platforms. The objective is to continue to receive input on the initial proposal developed, to work toward the Strategic Plan’s final approval at the General Assembly.

These are, of course, not the only activities carried out during 2018. There are many others as illustrated below, with some outstanding examples given for each region. Generally speaking, an increase is evident in the number of workshops offered this year, as well as in the number of technical assistance visits and the number of meetings. An increase in active participation by young people and women in our workshops is also visible.

Most CLAC activities have been focused on the area of organizational strengthening, as well as on transversal areas and compliance with standards, following by activities in commercial and productive strengthening, and to a lesser degree, financial strengthening.

This follows a tendency observed over the last three years, and the reason is that many efforts in assisting organizations are focused on organizational, commercial and productive strengthening.

The intention is to, first of all, create and maintain a solid foundation in organizations, so that in the future, they can take on increasing responsibilities on the basis of their own capacities and structures.
In this region we can especially highlight the work in Brazil by that country’s National Network (BRFAIR), with active participation in International Coffee Week. During this special week, the Network presented awards to Brazil’s best Fairtrade coffees, conducted business tours, organized coffee tastings, and participated in forums and meetings with strategic allies such as IWCA, the International Women’s Coffee Alliance, and the Global Coffee Platform.

Particularly noteworthy in Paraguay is the work in participative diagnostic assessments with base-level organizations, as well as the excellent organizing of the Second International Conference for Youth in Fair Trade. In Argentina and Uruguay, CLAC has supported the creation of a bi-national Network, and an interesting workshop was organized on honey characterization. The workshop was attended by certified beekeepers from Argentina, Chile and Uruguay, and facilitated by specialists from INTA (Argentina) and ECOSUR (Mexico). In Chile, CLAC has assisted the National Network in its collaboration with the national government to promote Fair Trade in the country.

In the Southern Cone region, consisting of Brazil, Argentina, Uruguay, Paraguay and Chile, there was an average of 90 Fair Trade organizations in 2018. These organizations represent primarily producers of coffee (Brazil), fruit for juices (Brazil, Argentina, Chile), wine grapes (Argentina and Chile), honey (Argentina, Uruguay, Brazil and Chile), and sugar (Paraguay).
The Andean region, made up of four countries—Colombia, Ecuador, Bolivia and Peru—is the region with the largest number of Fair Trade organizations, with an average total of 535 in 2018. The main products are coffee and cacao, produced throughout the entire region; and also bananas in Colombia, Ecuador and Peru; quinoa in Bolivia, Ecuador and Peru; and other products such as herbs, nuts, fruits and vegetables.

In the two largest countries, Colombia and Peru, CLAC has implemented a regionalization strategy this year, providing services to organizations through regional workshops in three different nodes (Northern, Central and Southern). The topics addressed at these events include Fairtrade’s “Theory of Change” and the impact of investment projects using the Fairtrade premium.

In Colombia, CLAC organized the first academic forum in collaboration with workers’ organizations, entitled “Toward Sustainability of Fair Trade Bananas in Colombia.” A total of 247 people participated, including small producers, workers, business owners, and actors from the Fairtrade system. Also, the Quinoa Network held a successful meeting in Bolivia with 64 representatives from 12 quinoa organizations in Bolivia, Peru and Ecuador. In Ecuador base-level organizations have maintained excellent coordination on Fair Trade with the national government over the last few years.

### COUNTRIES
- Colombia
- Ecuador
- Bolivia
- Peru

### PRODUCTS
- Coffee and Cocoa (throughout the region)
- Banana (Colombia, Ecuador and Peru)
- Quinoa (Bolivia, Ecuador and Peru)
- Herbs, Nuts, Fruits and Vegetables

### ORGANIZATIONS
- 535
Over half of CLAC’s member organizations in the Caribbean are located in the Dominican Republic, which is also where most of CLAC’s support activities are concentrated.

Among achievements in 2018, we can highlight the signing of a two-year agreement with the BHD León Bank and Centro MiPymes of the Universidad Pedro Henríquez Ureña. The agreement addresses the financial sustainability of organizations of small producers in the banana and cacao sectors, and banana plantations. Also important to mention is a Working Group that focuses on advocacy work around Dominican immigration policy. It is comprised of CLAC, UNDP, ILO, ADOBANANO and representatives from small producer and worker organizations.

2018 has been a challenging year for Haiti in political and social terms, and this has complicated the work of assisting organizations in the country. In the case of Cuba, it has been possible to provide technical assistance as well as support for celebrating World Fair Trade Day. CLAC has also continued to provide technical assistance to sugar cane organizations in Belize, with a focus on both production and the issue of children’s well-being.

There are 81 organizations in the Caribbean region distributed on a number of islands, and producing primarily bananas in the Dominican Republic and Windward Islands; sugar in Belize, Cuba and Jamaica; and cocoa and coffee in the Dominican Republic and Haiti.

**COUNTRIES**
- Dominican Republic
- Haiti
- Cuba
- Jamaica
- Windward Islands

**PRODUCTS**
- Banana (windward islands and Dom. Rep.)
- Sugar (Belize, Cuba and Jamaica)
- Cocoa and Coffee (Dom. rep. and Haiti)

**81 ORGANIZATIONS**
Outstanding in this region is the work to promote the value of coffee, through a series of workshops on best agricultural practices, offered in all the region's countries, and including workshops on risk management. In addition, studies on local markets were conducted in Costa Rica and Mexico; and coffee competitions were organized in Costa Rica, Nicaragua and Guatemala.

In all the activities in this region, a focus on transversalization has been very evident. CLAC held two Leadership Schools, in Guatemala and El Salvador, and conducted a Social Compliance pilot project in Guatemala. There are Inclusion Committees in all the region's countries, in coordination with the National Networks, and also worth noting is a Food Sovereignty study conducted in Mexico.

Lastly, looking toward plans for 2019, CLAC’s Strengthening and Development Strategy is being reviewed in preparation for its presentation in CLAC’s next Annual Final Report.
The Commission is responsible for attending to everything associated with standards; improving and expanding participation by small producers and workers in establishing standards in line with their realities; and supporting the work of CLAC’s representative on Fairtrade International’s Standards Committee.

During 2018 CECLAC members met on 23 occasions. In addition it held two important virtual meetings and a physical workshop with National Networks. The workshop’s purpose was to discuss the methodology for consultations and the report on results from the review of standards by small producer organizations, and to explain CECLAC’s work, thereby obtaining greater support from National Networks.

Among the projects for reviewing standards in which CECLAC participated, we would especially mention the following: reviewing the standards for small producers’ organizations, and reviewing cacao prices and the cacao price model. In both cases the Commission was able to have a significant impact on both the process and results.

This year the Commission sought solutions to difficulties in implementing new requirements associated with fresh fruit, a reduction in the Premium for papayas, a reduction in pineapple prices, and the

SUMMARY OF 2018 RESULTS:

- Participation in all processes for reviewing standards from the Fair Trade Standards Unit that apply to Latin America and the Caribbean (total of 11).

- A second round of consultation in the review of standards for small producers organizations and cacao (making contributions to methodology, consultation documents, workshop coordination, timing, quality of information, etc.).

- Advances in internal coordination (National Networks, Product Networks, Operations Team) and external communication (Producer Networks and their representatives on the Standards

- Improved feedback provided to CLAC’s representative on the FI Standards Committee, facilitating enhanced representation on this global

- CLAC contributions to Fairtrade system through standards. Some examples: Proposal Minimum Price, Premium and Organic Premium for cacao was approved by Standards Committee/Unit. With regard to small producers organizations, 37 proposals (of 47) that were sent and/or with which CLAC was in agreement were approved. And, proposals were also accepted for oranges for juice and grapes for wine, with the exception of those corresponding to 30 hectares for fresh fruits.

These results have been possible due to the energetic work by National Networks, Product Networks and the Operations Team.
When CLAC decided in 2016 to implement the Programs and Projects Unit, the challenge was how to coordinate this unit’s work with other CLAC actions, in order to carry out a work model that would respond to CLAC’s nature, principles, values and mission as an institution.

During 2018 it was possible to see a glimpse of the first results of this model. In an environment with constant pressure to compete, it has been demonstrated that collaborating is possible and leads to the achievement of ambitious goals.

In 2017, with assistance from Fairtrade Germany and co-implemented with CNCJ-Peru, CLAC initiated the project entitled “Increasing Competition for Small-Scale Producers in Organic Banana.” At the closing of the project in 2018, Jim Pol, a producers’ son and a technician with the APBOSMAN organization, expressed: “one of the things I take with me from this project is that it unified the six organizations, and I was very happy to see this, because previously the work was conducted individually, and now the six of us work together in a synchronized manner, breaking down barriers, creating bonds of friendship, and actively coordinating. What was very motivating to me is that nearly all of us have similar problems and now we are working on them together.”

As a result of these evaluations, it was found that during 2018 young people who had been trained to serve as promoters of this project currently provide support to the National Coffee Program. This program, operated by the Bolivian government, is a space in which young people are having an impact on the adoption of agroecological practices that will facilitate increased production and resilience to climate change for producer families in other organizations.

This multiplying effect has also been noted in other communities. For example, Don Esteban Bohórquez, president of the COAINE organization, explained how “producers in each community are like a mirror—they have seen what there is and they reflect this to other producers who begin to do the same. I’m happy to see this initiative because I know that in three or four years, the organization is going to return to what it was before.”

Members are having influence on participative budgets in their municipalities, with financing allotted to new demonstration plots, enabling more families to see through this mirror. In this way families outside of the Fairtrade system are learning from others’ experiences and improving their production and their income.

In a situation characterized by limited resources, CLAC’s members demonstrate how creating alliances with other organizations can amplify their impact. This is the spirit that CLAC is promoting, as part of the fair trade movement.
During these years, support from other stakeholders in the system has been fundamental, and these have included National Fairtrade Organizations (NFOs) and commercial partners. CLAC’s work model is recognized by its members, and together they are beginning to undertake new challenges. At the end of 2018 a second Finland Program was initiated, and it is co-financed by the Finland government and Finnish people, together with other allies in the Fairtrade system. It is different from the first program as it is now strongly focused on human rights, leading to the proposal of new areas of intervention.

The program consists of four projects: the INTERCAMBIO project, which seeks to increase capacities for having an impact on climate change; the Chanjmannan project, designed to decrease vulnerability to climate change on the part of producer families in Haiti (it will, however, begin in 2019); the Honey for the Future project in Guatemala; and the Workers Building Synergies project, aimed at contributing to workers’ empowerment. Also, the TCHIBO Joint Forces project was approved in Honduras. In this project with three small-scale producer organizations, a commercial partner, and a coffee exporting company. This is the first project in which CLAC is directly collaborating with so many stakeholders in the value chain, and we hope to learn a great deal from this experience.

2018 ended with a total of 14 active projects corresponding to seven countries, four regions, seven products and seven transversal areas that are part of CLAC’s strategy.

This is being accomplished with support from eight strategic partners who are co-financing these actions. We would also note that eleven project proposals were formulated.

Following are the most important achievements:

**Increasing Competition for Small-Scale Producers in Organic Bananas, Peru**

This project was implemented in conjunction with the National Fair Trade Network with the objective of contributing to improving the quality of life for small producers and their families involved in exporting Peru’s Fairtrade organic bananas. It was completed in 2018 with the following accomplishments:

- 37 technicians have been trained in population management and control, and are replicating what they learned in their organizations’ demonstration plots.
- 122 producers were trained by their technical teams after the latter had received their training.
- 100% of small producer organizations have a production department in charge of quality control and certifications.
- 175% increase in participation by small-scale banana producers organizations in associated entities such as the National Banana Board, and in decision-making processes, following their participation in a leadership school.

**Women’s Empowerment and Food Security in Coffee-Growing Families belonging to INCA’s Association of Producers of Forest Fruit of Origin**

This project seeks to improve the food security of women and families of coffee producers, through ecological agricultural production, diversification of household diets, and the identification of crops with a high demand in local markets, with the goal of diversifying and increasing family income. In 2018 the following was achieved:

- 20 producer-members have diversified the diet in their households, and have identified the crops with a high demand in their local markets and in commercial fairs, increasing their household incomes and producing at least five types of vegetables in their gardens.
- 10 members increased productivity to 20 QQ/hectare, and each member delivered 10 QQ of specialty coffees with a score of 83.5 points.
- 10 members installed infrastructure for coffee drying.

90% of persons trained report that they have improved their skills in leading teams, speaking in public and participating in their organizations.
Youth Leading Climate Change Adaption in Fairtrade Coffee in Caranavi, Bolivia

This project’s impact objective is to contribute to the organizational strengthening of small producer organizations (SPOs) in order to increase resiliency to climate change, to improve production systems for organic coffee, and to develop the capacities of young leaders. To this end, CLAC worked with organizations to increase capacities for adapting to climate change, through education for young leaders in the areas of production, quality, markets and leadership. The intention is that they will replicate this training in their own organizations, to thus reach an additional 300 producers.

Also, work is underway to renew coffee fields with varieties that are resistant to coffee rust and that will produce a high-quality cup. Thus far, the project’s results are as follows:

As of 2018, 95% of producers participating in the SPO project report that using sustainable agricultural practices has a positive impact on their crops’ productivity and/or quality and on resilience to climate change, thus surpassing the goal established at the project’s beginning.

89.13% of producers participating in the SPO project have reduced the damage to and loss of arable land caused by the primary coffee pests (coffee rust, coffee borer beetle, ojo de gallo fungus) in coffee production systems.

As of 2018, 90% of SPOs have technical teams, promoters and/or leaders who have been trained in climate change and who are replicating their training in their own organizations, thus surpassing the goal established at the project’s beginning.
MARKET GROWTH AND DEVELOPMENT

STRENGTHENING PRODUCT NETWORKS

All of CLAC’s Product Networks conducted meetings to share information and define their strategies for the coming years. The energetic work carried out by the coffee, cacao, banana and honey networks was outstanding. These networks defined their strategic plans for the next three years, thus contributing to CLAC’s global strategy for the productive and commercial strengthening of their members.

During 2018 all of CLAC’s Product Networks conducted assemblies within the framework of CLAC’s General Assembly, electing their Technical Committees and their representatives to CLAC’s Board of Directors.

STUDIES ON COSTS AND INCOME OF COFFEE AND BANANA PRODUCERS

In coordination with Fairtrade International, CLAC has undertaken a number of studies to help to determine a dignified income for coffee and banana producers in the various countries in Latin America and the Caribbean. Baseline studies were initiated in 2018 in Guatemala, Nicaragua and Colombia for coffee, and in Peru, Ecuador, Colombia and the Dominican Republic for bananas.

The studies consist of gathering information regarding production costs and producers’ income, with the implementation of field notebooks, and also regarding costs for these same producers organizations, to determine the current income of producers in different contexts, and in this way work to measure the gap between current income and dignified income.

These studies should provide first-hand information, and will be conducted over a minimum of a two-year period in order to ensure greater consistency of information. This work will continue in 2019.

TRAINING ON IMPROVING COFFEE PRODUCTION AND QUALITY

During 2018 CLAC carried out a series of activities in conjunction with Fairtrade coffee organizations for the purpose of improving coffee production and quality. As part of this process, coffee technicians participated in two Latin American tours in Guatemala and Brazil. The 29 participants from ten countries received trainings, heard presentations and exchanged experiences, with a focus on topics such as sound agricultural practices, alternative processes for specialty coffees, and technology transfer.

In addition CLAC’s coffee team carried out training courses on coffee quality in Costa Rica, El Salvador, Guatemala, Mexico, Nicaragua and Peru. The objective of these workshops was to bolster production and the supply of specialty coffees in Fairtrade coffee organizations, and to improve overall coffee quality.
CLAC’s team, together with producers and technicians, conducted field practices, including harvest prognosis, characterization and classification of coffee beans, and coffee processes (natural and honey). The information collected in the field was then processed, and sensory evaluations were conducted in laboratories.

The purpose of the workshops was to assist participating organizations in learning how to grow and process coffee in different ways, thus enabling them to improve quality. In all, twelve workshops were conducted, with participation by 339 people from 79 small producers organizations, including 161 coffee technicians, 164 coffee producers and 14 coffee tasters.

Its objective is to improve the quality of life for Fairtrade beekeepers in Guatemala and to enhance the competitiveness of their organizations, through the implementation of a comprehensive strengthening strategy.

The expected outcomes for CLAC’s Honey Network include an improvement in the organizations’ levels of honey production and quality in a context of climate change; an increase in skills in commercialization and in negotiating and accessing national and international markets; and the enhancement of capacities for leadership and advocacy work, and the strengthening of knowledge of climate change.

In addition, with the aim of generating tools in response to problems in beekeeping resulting from climate change, CLAC developed a Guide to Best Practices in the Context of Climate Change, in cooperation with ECOSUR in Mexico and INTA in Argentina. CLAC has also conducted trainings in Guatemala for organizations in that country, and in Argentina for Southern Cone countries.

The most important impact from this project is that CLAC’s Fair Trade beekeepers now have access to a tool that provides information, shares knowledge and identifies alternatives, thus enabling producers to

CAPACITY-BUILDING FOR HONEY PRODUCERS

In support of beekeeping organizations in Latin America, CLAC launched a project entitled “Honey for the Future” in Guatemala. This is a four-year project financed by the Finland government.

FUSARIUM PREVENTION AND SOIL HEALTH IN BANANA SECTOR

CLAC conducted a campaign for preventing the Fusarium wilt disease (Foc R4-T) in all of the region’s countries where Fair Trade bananas are produced. Thus far Latin America and the Caribbean continue to be free from this disease, which is responsible for the destruction of numerous banana crops in a number of Asian and African countries.

CLAC developed didactic materials (banners, posters, fliers) to raise awareness among producers regarding the extreme danger represented by this disease for the Latin American continent, and to explain measures that should be implemented in order to prevent crop contamination. In addition to distributing these materials to the region’s banana producers, CLAC introduced the topic of Fusarium R4T at a number of training workshops carried out with these producers.

CLAC also collaborates actively with other stakeholders in the industry, through a World Banana Forum working group on the issue of Fusarium. In addition CLAC has continued to implement its Program for Increasing Productivity (PIP) in the region’s countries. This program is focused on improving soil health, which in addition to helping to improve plantation productivity, also favors increased resistance to various diseases.
ENSURING QUALITY AND SAFETY FOR PANELA PRODUCERS

In 2018 CLAC focused particularly on panela production within the sugar cane sector. It conducted a total of six technical training courses for organizations in Colombia, Ecuador, Guatemala and Peru. The objective of these training courses was to ensure quality and safety in the production of granulated panela.

Using face-to-face, participative methodology, the workshops identified key points in production and in the implementation of quality control processes, forming teams in a more humane manner. The workshops also focused on increasing participants’ awareness of Fairtrade standards for production processes.

A total of 319 producers participated, 28% of them women, representing six organizations from four countries. With this process as a starting point, CLAC will continue to work with organizations to ensure the long-term sustainability of panela production.

PARTICIPATION IN FAIRS AND EVENTS

In order to continue to promote Fairtrade products in the international market, CLAC participated in fairs and conferences in different parts of the world throughout 2018, with the goal of providing commercial support to small producers organizations.

At the Specialty Coffee Expo, for example, participating producers received assistance for their registration and lodging, as well as the opportunity to present their coffees in special tasting sessions. Other events in which CLAC participated included: Fruit Logistica, Biofach, World Cocoa Conference and ACORBAT, in addition to specialty coffee fairs in the United States, Europe, Japan and South Korea.

As part of this work, CLAC visited key clients and markets, to promote long-term sustainable relations. Through this participation in international events and commercial visits, CLAC continues to work on raising awareness of Fairtrade and the efforts of small producers in Latin America and the Caribbean.

In addition five videos were produced in Peru to demonstrate the impact Fairtrade has had on small-scale producer organizations.

And in the context of Fairtrade International’s General Assembly, CLAC conducted its first Impact Fair in San Jose, Costa Rica. CLAC’s Product Networks, the Costa Rica-Panama National Fair Trade Network, and other producers’ networks, specifically Fairtrade Africa and Fairtrade Asia Pacific, all presented their products and the work they are carrying out to Fairtrade system stakeholders and the general public.

Lastly, CLAC continued to develop its Producer Profile Project, collecting and updating information in the field to ensure that each organization has a profile.

COMMUNICATING IMPACT TO MARKETS

With the aim of demonstrating Fairtrade impact in Latin America and the Caribbean, CLAC’s Products and Markets Department Unit continued to develop materials for communication purposes. In particular it produced six product newsletters in English and Spanish, presenting the projects and activities conducted in the field with CLAC’s support. These newsletters are distributed to national organizations in the Fairtrade system, and to strategic partners and clients.
CLAC completed its 2015-2018 Advocacy Strategy at the end of 2018. This marks a new beginning for evaluating the process undertaken over the last three years, during which CLAC developed capacities within the institution and in National Networks, for actively developing advocacy strategies and strategic alliances.

On the basis of what has been learned, a second phase is now beginning. In the framework of a future update of CLAC’s advocacy strategy, greater emphasis will be placed on participation by Fairtrade organizations in public policy, along with promoting fair trade in alliance with outside stakeholders.

The advocacy strategies of the following National Networks were evaluated and updated during 2018:

**ECUADOR**

Especially noteworthy is the Ecuadoran Fair Trade Network’s active participation in creating an Ecuadorian Fair Trade strategy, promoted by the country’s Foreign Relations Ministry, with the intention of becoming a reference point for public policies in the region. Also the Network has played a vital role in the campaigns for Riobamba to become a Fair Trade City and for the Escuela Superior Politécnica del Chimborazo (ESPOCH) to become a Fair Trade University.

**BOLIVIA**

The Bolivian Fair Trade Network has evaluated its advocacy strategy, highlighting accomplishments in the crafts and tourism sectors, and greater awareness of Fair Trade on the part of public stakeholders and government programs.

**EL SALVADOR**

The Salvadoran Network has evaluated its advocacy activities, primarily assessing its participation in forums for discussion on coffee issues. The Network will place emphasis during the coming years on reducing vulnerability in the coffee sector, which is currently threatened by low prices and the effects of climate change. It will be able to make use of the spaces it has gained thus far.

**PARAGUAY**

The Paraguayan Network is participating in a dialogue roundtable and the designing of a National Sugar Cane Plan. Through its evaluation of its advocacy strategy, the Network has assessed the progress made thus far in terms of its growth and recognition. It will be working to ensure that the National Sugar Cane Plan contains a focus on Fair Trade and organic production.
Also in 2018 the global advocacy group within the Fairtrade system was reactivated. This group, with participation by NFOs and producer networks, is advancing in a significant manner to coordinate agendas and actions in favor of Fair Trade, with a global focus and better coordination.

FAIR TRADE TOWNS:

Three new Fair Trade Cities were declared in the region during 2018.

ARROYOS Y ESTEROS

On April 6, 2018 Arroyos y Esteros was declared the first Fair Trade City in Paraguay.

The local committee is comprised of: 1) the Arroyos y Esteros municipality (local authorities); 2) the Manduvirá, El Arroyense and Montillo cooperatives (Fair Trade producers); and 3) Escuela Nacional Carlos A. López and Green Bike (civil society). It will continue to oversee compliance with the campaign’s criteria, thus maintaining the city’s commitment to Fair Trade.

Arroyos y Esteros has been outstanding in its active promotion of volunteerism and local Fair Trade fairs during 2018.

MARCALA

The Honduran city of Marcala is another city that was officially recognized at the September session of the regional committee for the Latin American Fair Trade Cities and Towns campaign. It is the first Fair Trade City in a Central American country.

COMSA (Marcala Organic Coffee) is a small producer organization that has been at the head of this process in Marcala and has promoted this important recognition as a Latin American Fair Trade City.

As part of Marcala’s compliance with Fair Trade City criteria, it is especially worth noting the city’s points of sale for Fair Trade products, its fairs and cultural activities for promoting Fair Trade, and its promotion of projects aimed at enhancing its campaign, including competitions for encouraging responsible consumerism. Also worth highlighting are efforts in Marcala during the campaign to promote the development of sister city relationships with other cities around the world.

Organic coffee is the flagship product in this initiative, with active involvement by local Fair Trade producers. Efforts to promote the Fair Trade Cities campaign in Marcala have been accompanied by vigorous promotion of its organic coffee, with a focus on productive, social and cultural aspects.

GRECIA, COSTA RICA

During its September 2018 session, the regional committee for the Latin American Fair Trade Cities campaign (CLAC, WFTO, SPP) assessed compliance with campaign criteria by the committee representing Grecia, a city in Costa Rica that has participated in the campaign with its promotion of its flagship product—organic coffee.

The COOPEVICTORIA organization has been a key player in achieving this recognition as a Fair Trade City, which has been promoted by its own members, together with involvement by a range of other stakeholders at the local level. The Grecia mayor’s office, in its municipal agreement no. 14, unanimously approved supporting the campaign, as part of the local public administration and as a fundamental player in promoting Fair Trade within municipal policies.
GENDER AND YOUTH INCLUSION

The inclusion of women and young people is a key element in the sustainability of agricultural families and fair trade organizations. For this reason CLAC promotes gender and generational focuses within its transversal areas of work.

First of all, CLAC institutionalizes these focuses in all areas of its work, to ensure their application in actions aimed at strengthening its membership. Secondly, it addresses the empowerment of women and young people with specific strategies, in line with their needs and interests. And a third element is the creation of internal and external alliances.

In 2018 CLAC developed opportunities for meetings and for exchanging experiences, as well as awareness-raising workshops focused on the topics of gender and masculinities. It has also facilitated meetings with organizations’ Boards of Directors and Inclusion Commissions for the purpose of analyzing and planning actions.

These actions included the implementation of Leadership Schools in eight small producer organizations in Guatemala and El Salvador, with participation by 160 women; and training workshops on the use of a toolbox for the transversalization of gender, with participation by Mexico, Guatemala, El Salvador, Ecuador and Colombia.

A total of 1,345 persons have participated in these actions, with 47% women and 53% men, representing 14 countries (Costa Rica, Dominican Republic, Guatemala, El Salvador, Mexico, Nicaragua, Colombia, Peru, Ecuador, Argentina, Paraguay, Brazil, Bolivia and Cuba).
With regard to youth inclusion, one of CLAC’s major achievements took place in September, with the Board of Directors approving its youth inclusion strategy, and also approving a fund to provide loans to young people, beginning in 2019. The goal is to provide financial leverage to the productive and commercial initiatives of young people associated with fair trade producer organizations, members of CLAC.

Another accomplishment for CLAC was its Second Latin American and Caribbean Conference for Youth in Fair Trade, bringing together young people from 19 countries. The interest on the part of these young people to continue working in agriculture and to work toward making it sustainable was evident at the conference.

Some challenges identified include the need to innovate production techniques in response to changes confronted in agriculture, as well as the need to recuperate local ancient knowledge.

CLAC encouraged young people’s participation in forums for exchanging experiences, in training opportunities on leadership, entrepreneurship, analysis of the current context, and identification of opportunities, and in committees in thirteen countries (Brazil, Costa Rica, Dominican Republic, Guatemala, El Salvador, Mexico, Colombia, Peru, Ecuador, Bolivia, Paraguay, Nicaragua and Argentina). CLAC has also promoted meetings for impacting the agendas of organizations in favor of youth participation and coordination with other entities, with a total of 1,100 young people participating, including 28% young women and 72% young men.

In the framework of CLAC’s VII General Ordinary Session, a Women and Youth Conference was held, with 52 participants, including 67% women, of whom 44% were young women, and 33% men. These participants represented 13 countries in the four regions where CLAC’s is working. They learned about CALC’s gender policy and youth strategy, as well as tools for carrying out this work, and they had the opportunity to exchange experiences.

CLAC has maintained presence by women and youth in its social networks, and as key players in achieving change in its organizations. It continues to promote pilot projects from which new knowledge can be replicated in other countries in the region, such as the program for gender and youth inclusion in alliance with TRIAS CAM, implemented in El Salvador, and the project on youth and climate change in Bolivia’s coffee sector, supported by Lidl.

It is important to mention that participation by the Gender and Youth Inclusion Commission of CLAC’s Board of Directors has been vital in achieving these outcomes.
In 2018 CLAC continued its work in social compliance and child protection; capacity-building and raising awareness among its staff, as well as the National Fair Trade Platforms and producer organizations.

CLAC provided training and assistance for developing action plans in four National Fair Trade Platforms and organizations in 11 countries.

As part of capacity-building efforts, it provided small producers organizations with didactic materials for their members and educational materials for the public. Included was a manual with steps and strategies for addressing child labor, and also posters and leaflets for distribution.

Beyond training and awareness-raising, CLAC has worked with organizations in countries such as Colombia, the Dominican Republic and Mexico to conduct a diagnostic assessment of the child labor situation in their countries.

These assessments then serve as the foundation for implementing actions for improving the situation and measures for mitigating risks. In three of the nine small producers organizations involved in this work, the resulting analysis included and reflected the voices of the children and adolescents consulted.

Through assistance from CLAC and Save the Children Colombia, we conducted a diagnostic assessment of child labor. This enabled us to understand what is happening with the minors who are working on our plantations and who are the sons and daughters of our members, and establish policies for preventing child labor.

Rubén Papamija, Technical Coordinator for COSURCA Colombia
As part of differentiating between child labor and types of work that are permitted, it is necessary to speak concretely about the concept of hazardous child labor in the context of each product and each national situation. CLAC has worked with small producers’ organizations in seven areas of production, but primarily in the coffee sector, to define the tasks within production processes that are considered hazardous child labor, as well as the lighter tasks permitted for youth of certain ages.

CLAC also provided assistance to small producers’ organizations in developing their own policies for protecting children. And this year National Networks in Mexico and Costa Rica approved their own policies on this issue.

In terms of alliances, there were a number of opportunities during 2018 for exchanging experiences with NFOs, with the aim of communicating CLAC’s focus and strategies for protecting children, and with the prospect of exploring possibilities for alliances with buyers interested in the work CLAC is doing.

There are some joint projects with stakeholders in the value chain, oriented toward mitigating child labor risks, currently in the planning phase in coffee organizations in Honduras and sugar organizations in Belize.

CLAC has also continued to foster other alliances and has conducted joint actions involving trainings, exchanges and advocacy work around legislation and/or national policies on child labor. These actions have been carried out with stakeholders in the governments and civil societies in Paraguay, Costa Rica, Colombia, Guatemala, Belize and Mexico.

The most outstanding achievement in this area in 2018 was the contribution of both coffee and banana organizations, working towards changing legislation on hazardous child labor in Colombia, resulting in the removal of the agricultural sector from the list of prohibited work.

With regard to protecting vulnerable adults, a process has been initiated to conduct training and situational analysis of labor practices, with an emphasis on forced labor in two Brazilian organizations.

I see participation in this workshop as very important. As a result, we have been able to review the guidelines in Fair Trade standards, and to learn about tendencies in the market. We discovered that there are clients that prefer to work with organizations engaged in intensive work in youth inclusion, gender equality and protection against child labor. We also learned about tools for implementing these types of policies, thus enhancing what the organization is doing.

Maria Angela Zamora
COOPEVICTORIA, Costa Rica

The methodologies applied were systematized in a didactic manual, including steps and tools for small producers’ organizations to use in the prevention of forced labor.
CLAC has made progress in its work on climate change. Here are some of our achievements:

- CLAC initiated studies on the impacts and effects of climate change in three countries in the Central American region and two countries in the Andean region.

- CLAC initiated studies of the impacts and effects of climate change in small cocoa organizations.

- CLAC worked at coordinating efforts in advocacy work through the publication of CLAC’s positioning and by updating plans for advocacy work in National Networks in Bolivia, El Salvador and Ecuador, to consolidate these actions in the area of climate change.

- CLAC was invited to participate in the Latin American Regional Exhibition of National Adaptation Plans, organized by the UN Environment Program. CLAC facilitated a round table discussion at the event, presenting CLAC’s work and discussing possibilities for using the Fair Trade system as a catalyst for generating synergies with other actions for adapting to climate change.

- In 2018 CLAC participated for the first time in the annual Global Landscapes Forum (GLF), which is a multi-stakeholder platform financed by the government of Germany. As part of the work toward achieving the Sustainable Development Goals (SDGs), the New York Declaration on Forests (NYDF), the Aichi Goals, the Paris Agreement and regional efforts such as African Agenda 2063, the goal of the 2018 Global Landscapes Forum in Bonn was to “reignite the flame” to accelerate and mobilize collective action for sustainable landscapes.

The GLF brought together political leaders, professionals in finances, members of civil society, stakeholders in land use, and scientists. They discussed and shared knowledge and lessons learned with regard to moving from commitments to actions and developing innovative implementation strategies to achieve sustainable landscapes.

Participation in this type of forum is very important for CLAC, as an opportunity to obtain information on key initiatives and tendencies in climate change adaptation, to present CLAC’s work, and to establish connections for collaborating with other stakeholders. André Reis of CLAC’s leadership and the Coordinator of its Exchange Project represented CLAC at the event.
This year CLAC established a working group on food sovereignty, consisting of nine persons, including promoters, coordinators and administrative personnel. The purpose of this working group is to learn more about food sovereignty, and create alliances and materials for transversalizing this issue in our daily work. It has thus been fundamental to include promoters from the four regions and coordinators from CLAC’s departments who will be responsible for disseminating the information in their teams.

In 2018 CLAC developed a systematization of the Majomut experience, and this has served as a foundation for designing didactic material to help our members learn about the ten key elements of food sovereignty and how this issue is linked to fair trade. With this systematization and the materials developed, the plan is to replicate the experience of women in Majomut in other locations.
2018 has been a year of proposals and foundation-building in the areas of Monitoring, Evaluation and Learning. The year began with the development of CLAC’s MEL Strategy, resulting from an analysis of the current situation, needs and disparities. The following vision is articulated in the strategy: “CLAC adopts a MEL system—talent, processes and technology—consolidated with a conceptual framework that includes unified indicators”.

The MEL system responds to the needs and capacities of the interested parties, enables learning processes, generates evidence and supports decision-making.” This vision is fundamental for the direction that MEL will take and how it will evolve, starting in 2018 and over the next three years.

The MEL team conducted a Participative Monitoring Study on the KEURIG DR PEPPER supply chain, through a self-assessment exercise by 20 small producers organizations in eight Mesoamerican and Latin American countries. The assessment’s participative focus included the development of tools and indicators with the organizations. The results and lessons associated with the methodology and tools applied in the study are included in the report.

Fairtrade International, in coordination with MEL, conducted the Impact Monitoring process for the third consecutive year. This process is aimed at establishing the effects generated in organizations through the Fairtrade system. In 2018 the process was carried out in six organizations in Colombia and Mexico.

The AAA Future Farmer Program (FFP) is an alliance of coffee growers’ cooperatives, Fairtrade International and Nespresso that seeks to achieve sustainable livelihoods for producers. During 2018 a study was conducted in three organizations to assess the results of the Fairtrade system for producers. The study’s results will be presented in 2019.

In order to learn about the MEL system’s preparation and strength in processes of collecting information on small producers’ organizations, the CODimpact Pilot Project was conducted from August to December.

CODimpact is a monitoring tool managed by Fairtrade International, used to generate a significant portion of the system’s global information. The lessons and recommendations generated in this pilot project indicate that by improving tools, methodologies and capacities, it is possible to develop information-gathering processes carried out by organizations that will contribute to building a MEL system in CLAC.

Also in 2018, an analysis was conducted of the existing tools for gathering information on small producers’ organizations. This analysis was complemented by a process of information identification. These processes, together with the lessons generated by the CODimpact Pilot, made it possible to develop a solution for information-gathering in organizations that will be gradually implemented during 2019.

As part of the development of its Institutional Performance System, CLAC reviewed the processes and tools in its Strategic Planning and Operational Planning. The first phase included a review at the beginning of the year, and then later an update was carried out in December. This is documented in CLAC’s Planning Guidelines, and it will be shared in 2019.
The MEL team began the development of a Learning Agenda, which is a key project established in the MEL Strategy and a cornerstone for carrying out the MEL system. The Learning Agenda establishes the areas of research, evaluation and monitoring that will contribute the most value to the institution. It also permits the development of an intentional learning synergy for the entire organization. With this Agenda, it is possible to identify, prioritize and align the processes of generating information and facilitating learning for guiding CLAC’s actions.

The MEL team worked in collaboration with CLAC’s Programs and Projects department, providing assistance for developing baselines for the following projects: PDI, Honey for the Future, Advocacy and the Workers Network.
## INCOME

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<th>Description</th>
<th>Amount</th>
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<tr>
<td>- Audiovisual materials – Fairtrade impact on producers / Coffee-Peru and Brazil / Fairtrade International</td>
<td>$44,384.94</td>
<td>1%</td>
</tr>
<tr>
<td>- Fairtrade International General Assembly</td>
<td>$44,000.00</td>
<td>1%</td>
</tr>
<tr>
<td>- Household survey project / Fairtrade International funds</td>
<td>$29,913.53</td>
<td>1%</td>
</tr>
<tr>
<td>- GPM – Coffee Project / Fairtrade International funds</td>
<td>$38,878.00</td>
<td>1%</td>
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<tr>
<td>- Banana Consultation / Fairtrade International</td>
<td>$11,541.51</td>
<td>0.2%</td>
</tr>
<tr>
<td>- Dignified Income Project / Fairtrade International funds</td>
<td>$22,000.00</td>
<td>0.4%</td>
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<tr>
<td>- Tchibo Honduras Project / Tchibo GmbH and TransFair Germany</td>
<td>$49,665.07</td>
<td>1%</td>
</tr>
<tr>
<td>- Efficiency wages in banana producers in the Dominican Republic project / COOP FT Foundation funds</td>
<td>$32,016.83</td>
<td>1%</td>
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<tr>
<td>- PIP Project in the Dominican Republic / COOP FT Foundation funds</td>
<td>$46,104.24</td>
<td>1%</td>
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<tr>
<td>- OPP Measurement and Performance Study Project / Fairtrade American funds</td>
<td>$5,000.00</td>
<td>0.1%</td>
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<tr>
<td>- Life and Cacao Project / BTC funds</td>
<td>$39,938.96</td>
<td>1%</td>
</tr>
<tr>
<td>- Miscellaneous funds</td>
<td>$17,452.26</td>
<td>0.3%</td>
</tr>
<tr>
<td>- Earned interest</td>
<td>$6,197.06</td>
<td>0.1%</td>
</tr>
</tbody>
</table>

**TOTAL EXPENDITURES**

$5,073,259.92 100%
### EXPENDITURES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Field personnel, travel expenses and activities in the field (workshops, training courses, forums for exchanging experiences, participation in fairs, technical assistance, etc.)</td>
<td>$3,303,021.83</td>
<td>68%</td>
</tr>
<tr>
<td>- Advocacy</td>
<td>$56,836.22</td>
<td>1%</td>
</tr>
<tr>
<td>- MEL Activities</td>
<td>$303,746.34</td>
<td>6%</td>
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<tr>
<td>- Fair Trade Communications and Promotion</td>
<td>$168,154.99</td>
<td>3%</td>
</tr>
<tr>
<td>- Governance (participation in standards consultations, meetings of the Board of Directors and other committees, meetings within the FI system)</td>
<td>$199,389.27</td>
<td>4%</td>
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<tr>
<td>- Administrative expenditures and administrative personnel</td>
<td>$356,159.65</td>
<td>7%</td>
</tr>
<tr>
<td>- Strengthening and operability of National Networks</td>
<td>$153,733.75</td>
<td>3%</td>
</tr>
<tr>
<td>- Purchase of CLAC office building (El Salvador)</td>
<td>$290,097.87</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Sub-total Expended**  
$4,831,139.92

**Unexpended Funds**  
$242,120.00

**TOTAL EXPENDITURES**  
$5,073,259.92  
100%