



ANNUAL REPORT
2020



FROM THE PRESIDENT



Dear Agros Family,

As a generous donor and supporter of Agros, you bring transformative change to communities and families in need. As you go through this annual report, I want to remind you that without you, these stories of opportunity are not possible. I hope you feel proud as you read about the impact of your compassion.

2020 was challenging for all of us, and still you chose to walk alongside those who suffered the most during its economic, environmental, and health emergencies. You'll find specific stories of your impact throughout the report. For now, I want to say thank you. Our collective efforts have, indeed, paid off!

As we look ahead, 2021 is a year of great optimism for Agros. We've begun a new phase of missional growth, and we will be reaching the highest number of families in our history while deepening the impact with each family. Your support will also help us launch the

second phase of Nueva San José, Nicaragua; welcome second-generation families into Tierra Nueva, Nicaragua; and fight child malnutrition for 300 families and more than 400 children in the highlands of Guatemala with Healthy Start.

Together we can help Central American families achieve their God-given potential and live abundant, fulfilling lives. I am encouraged by you. Thank you for making change possible for so many. As I pray for Agros' partner families, I also pray for you and your family. May you know good health, joy, prosperity, and a true sense of community in 2021.

Gratefully,

A handwritten signature in dark ink, appearing to read 'Alberto Solano'.

Alberto Solano
President and Executive Director
Agros International

**Unless otherwise noted, results in this report refer to January – December, 2020.*



MILK FOR KATERIN

IN THE MIDST OF COVID-19, HEALTHY START CHANGES LIVES

"Before we got help, we didn't have food or a garden. I worried so much." These are the words of Ana Maria, a 24-year-old, single mother in the village of Ojo de Agua, Guatemala. Even before COVID-19, she struggled to make enough money to feed her daughter, Katerin. When the virus struck, she was forced to stop looking for work. She said, "When you're poor, you live day to day."

Your support in 2020 helped change Ana Maria and Katerin's lives. They are now participants in Agros' Healthy Start program, which fights childhood malnutrition by giving families access to food, health care, and education, and new entrepreneurial activities. This holistic approach will help Ana Maria permanently break the cycle of hunger and poverty for her and her daughter.

Ana Maria was especially grateful for the milk, eggs, and noodles she received—and also the backyard garden training! Now, she can grow much of her own food. Thank you for giving Ana Maria and Katerin the support they need!

*"Agros helped us with milk for the kids and to set up
backyard gardens . . . my daughter's growth has improved!"*

— Ana Maria, Agros partner in Ojo de Agua, Guatemala

WE HAVE A NEW HOME

DONALDO AND HIS FAMILY JOIN NUEVA SAN JOSÉ

Donaldo, his wife Maria, and their four children used to live “tightly” in a tiny house. It did not have a floor and the roof was made of Chaguitillo leaves. There was no electricity or potable water. Even though Donaldo was a hard worker, he earned less than five dollars a day—nowhere near enough to support his family or change their difficult living situation.

On February 28, 2020, your generosity made it possible for Donaldo and his family to join the Agros community of Nueva San José, Nicaragua. Now, they have a “very safe and beautiful house.” Donaldo said, “The house is much better than where we lived before. This house has cement walls, a zinc roof, a latrine, and a sink and bathroom area.”

After a year of living in Nueva San José, Donaldo is also proud of the agribusiness you helped him start. He has enough land to grow basic grains, vegetables, and fruit trees. These crops give Donaldo a good, steady income, as well as some nutritious meals at home!

Thank you for believing in families like Donaldo’s!

“[Growing bell peppers and cucumbers] are two projects that have me motivated, even though they are new to me. Agros has accompanied us with assistance and training to improve our knowledge.”

— Donaldo, Agros partner in Nueva San José, Nicaragua





HURRICANES ETA & IOTA

LIDUVINA AND ROBERTO OVERCOME TRAGEDY

Liduvina, Roberto, and their children arrived to the Agros community of Piedra de Horeb, Honduras, in 2014. Their resolution was to own their own home and farming land. In 5 years, they achieved this goal but then Hurricanes Eta and Iota slammed into Central America. Thousands of families were affected, and in the case of Liduvina and Roberto, excessive rain caused their house to collapse.

Liduvina described the storm, “We started to hear noises from the roof of one of the rooms, and suddenly a wall collapsed. After that, the others collapsed too. We had to leave running, so they would not kill us. We were nervous and the children were crying with fear. That moment was horrible.”

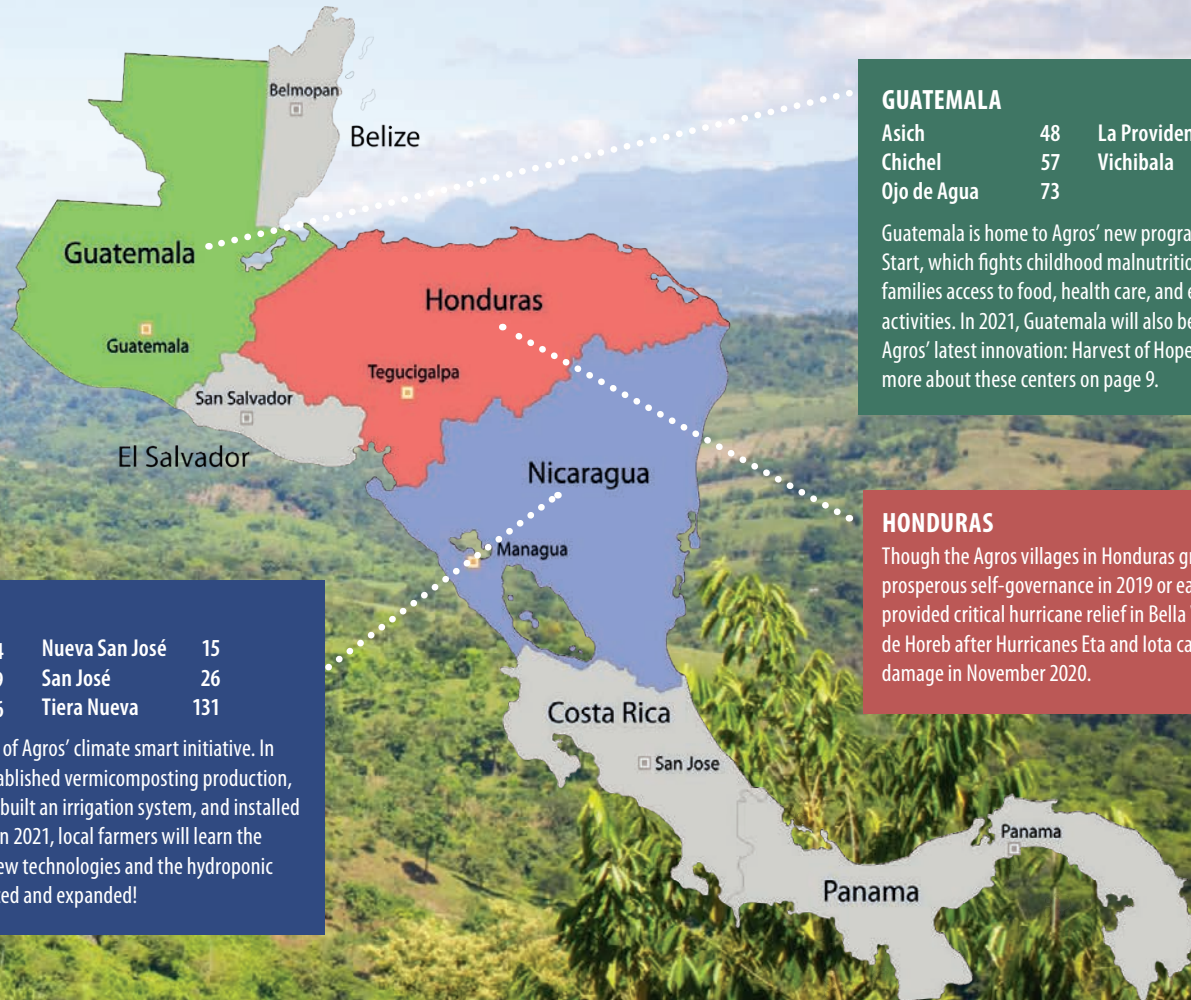
Thanks to God, this tragic story will have a happy ending. Because of support from donors like you, families in need after the hurricanes received emergency supplies like food and water. In 2021, your support will also help rebuild 110 homes, including Liduvina and Robert’s, two community centers, and one early learning center. Thank you for giving Liduvina, Roberto, and families just like theirs a hand up when they needed it most!

“We did not imagine this would happen, but we are confiding in God to go forward. We have faith that He is holding us.”

– Liduvina, Agros partner in Piedra de Horeb, Honduras

MAPPING YOUR IMPACT

In 2020, you served 650 families in 11 villages and 3 countries, providing them with a holistic suite of programs that truly break the cycle of poverty and build paths to long-lasting prosperity.



GUATEMALA

Asich	48	La Providencia	100
Chichel	57	Vichibala	121
Ojo de Agua	73		

Guatemala is home to Agros' new program Healthy Start, which fights childhood malnutrition by giving families access to food, health care, and entrepreneurial activities. In 2021, Guatemala will also be home to Agros' latest innovation: Harvest of Hope Centers. Read more about these centers on page 9.

NICARAGUA

Aguas Vivas	4	Nueva San José	15
La Bendición	39	San José	26
Nueva Esperanza	36	Tierra Nueva	131

Nicaragua is the center of Agros' climate smart initiative. In 2020, your support established vermicomposting production, created a tree nursery, built an irrigation system, and installed a hydroponic module. In 2021, local farmers will learn the ins and outs of these new technologies and the hydroponic module will be optimized and expanded!

HONDURAS

Though the Agros villages in Honduras graduated into prosperous self-governance in 2019 or earlier, you provided critical hurricane relief in Bella Vista and Piedra de Horeb after Hurricanes Eta and Iota caused extensive damage in November 2020.

AGROS BY THE NUMBERS

650
FAMILIES

11
VILLAGES

3
COUNTRIES

96%
OF CROPS WERE COMMERCIALIZED
BY PARTNER FAMILIES

85%
OF KIDS UNDER 3 YEARS OF AGE
PARTICIPATED IN WELL-CHILD CHECKS

100%
OF WOMEN RECEIVED
MATERNITY CARE

80%
OF FAMILIES HAD
SECURE ACCESS TO FOOD

231
ACRES CULTIVATED
BY AGROS FARMERS

758
LAND TITLES GRANTED IN ACTIVE
AND GRADUATED VILLAGES

2,060
INDIVIDUALS RECEIVED COVID-19
PERSONAL PROTECTIVE EQUIPMENT

2,419
INDIVIDUALS RECEIVED EMERGENCY FOOD SUPPLIES
DURING COVID-19 PANDEMIC

20.8 TONS
OF EMERGENCY FOOD SUPPLIES DISTRIBUTED
AFTER HURRICANES ETA AND IOTA

2021: A YEAR OF GREAT OPTIMISM

From year-to-year, Agros' programmatic areas—land ownership, market-led agriculture, financial empowerment, and health & well-being—remain constant. At the same time, we are always striving to optimize our work. These initiatives represent our most innovative new strategies for breaking the cycle of poverty in 2021!

VILLAGE WITHIN A VILLAGE

Currently Agros is advancing land ownership by inviting new families onto unutilized land in already existing Agros villages. Because of the adoption of modern agricultural techniques, families can produce more on less land. Additionally, because vital village infrastructure is already in place, the cost per new family is reduced. The Agros village of Nueva San José, Nicaragua, is a prime example of a “village within a village,” as it shares physical proximity, as well as key infrastructure, with the Agros village of San José.



CLIMATE SMART AGRICULTURE

Climate change, agriculture, and poverty are deeply intertwined. Current farming methods do not meet the world's growing demand for food, do not generate enough income for those growing the food, and contribute a third of all greenhouse emissions worldwide. We are investing in climate-smart agriculture that significantly increases the number of harvests and increase the yield of each harvest—meaning more income and more food is generated on less land with fewer emissions. We are especially excited that a special partnership with Rick Steves will facilitate the continued growth of our Climate Smart Agribusiness Center in San José, Nicaragua.



HARVEST OF HOPE CENTERS

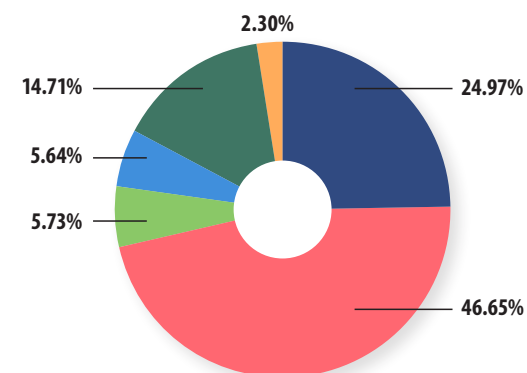
Harvest of Hope Centers (HHCs) are Agros' method for delivering high quality, multi-faceted development services that respond to the needs of a particular region. For example, in La Dalia, Nicaragua, the HHCs focus on agribusiness development while in the Ixil region of Guatemala, services focus on chronic child malnutrition and food systems. The "one-stop shop" approach of HHCs allow families from any village to access the full breadth of Agros' programs. This approach reaches more families, more quickly and more effectively with a greater depth of service.



ENTREPRENEURSHIP FOR WOMEN

One of the best ways to eradicate poverty is to invest in entrepreneurship for women. In collaboration with the International Fund for Agricultural Development (IFAD), Agros is building a network of savings and loans associations, also known as village banks, to help 1,300 women start saving, learn how to manage credit, and launch their own market-oriented production initiatives. Woman-led businesses help diversify household income and increase the likelihood that profits are reinvested to improve family well-being.

2020 FINANCIAL RESULTS



OPERATING REVENUE

Grants & Foundations	728,613
Individuals	1,361,456
Businesses	167,178
Churches	164,752
Annual Fundraising Event	429,281
Interest & Other Income	66,987
Total Revenues	2,918,267

EXPENSES

Program, net	1,540,863
Fundraising	650,722
Administration & General	242,592
Total Expenses	2,434,177

Change in Net Assets	484,090
Net assets beginning of year	2,755,764
Net assets, end of year	3,239,854

**Net Assets include the net assets of Land Hope Life, an affiliate of Agros, which holds land investments on behalf of Agros.*

Agros recently transitioned from a June – July fiscal year to a January – December fiscal year. The results presented here are for the calendar year 2020. These results are unaudited as of print date. An audit is in process and financial statements will be released in October 2021.

"For in one Spirit we were all baptized into one body—Jews or Greek, slaves or free—and all were made to drink of one Spirit."

— 1 Corinthians 12:13



2020 BOARD MEMBERS

Molly Delamarter - Chair
Community Volunteer

Bart Brynestad - Vice Chair
Seattle Partner, Panattoni
Development Company, LLC

Kristi Drake - Secretary
Co-Owner, Le Panier Bakery

Dustin Brumbaugh - Treasurer
Advisor and CEO, Tschetter Group

Chi-Dooh (Skip) Li - Trustee
Partner, Ellis, Li & McKinstry PLLC

Bruce Andrews
Agricultural Development Consultant
and Community Volunteer

Alfred Kaltschmitt
Journalist & Dean of Communications
Faculty, Universidad Panamericana,
Guatemala

Robert Kopp
President, The Walden Asset Group, LLC

Charles Kovac
Management Consultant and
Private Equity Investor

Paul Moulton
Executive VP & CIO, Costco
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Stephen Spare
Healthcare and Medical Group consultant

Steve Sywulka
Executive Director, Camino Global,
Guatemala

Mark Weber
CEO & Chairman, Strum Agency



BE THE HAND UP...

Most aid does not come close to eliminating hunger and poverty because it doesn't address the complex roots of poverty with simple handouts.

Agros is different.

Like you, we know the secret to truly breaking the cycle of poverty is a hand up, not a handout. Like you, we're ready to take the next big step to end extreme poverty. Like you, we can't do the work alone.

Together, we can be the hand up that lifts Central American families from a lifetime of hunger and poverty.

As you can see, your generosity made such a difference in 2020. We hope that you'll continue to partner with us and all the Agros families as we continue this important work to combat poverty and hunger in 2021 and beyond. ¡Mil gracias!

Stay connected with us at agros.org.



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