



ANNUAL REPORT

2018



From the President

Dear Agros Family,

At Agros, we believe in lasting change and transformational impact. We achieve that through a family-centered model that combines land ownership and holistic human development. Agros' model is multidimensional for one reason... it works!

Today, we are proud to share that the active Agros villages have made visible, critical strides toward prosperity. Food insecurity has dramatically dropped from twenty percent to five percent; all pregnant women receive prenatal care; and kindergarten and elementary school are guaranteed for all children. Thanks to your generous support, these tangible milestones have been met!

We also know that a solid economic foundation is essential to lasting change for Agros families. In 2018*, we completed the first phase of the Agros Harvest Center in San Jose, Nicaragua. The Harvest Center represents and manifests the transition from subsistence farming to profitable, commercial, modern agriculture.

At the Agros Harvest Center, women and men learn how to use farming technology, diversify their production, respond to market demands, and manage a business. As part of these advances, we added our first refrigerated truck to what will someday be Agros' cold chain fleet. Now, harvests occur every week, and farmers sell their production directly to supermarket chains. Now, their hard work really pays off!



With more than three decades in this field of international development, we can say that breaking the cycle of poverty allows no shortcuts. It is a long-term commitment we make to the families we serve—and to the donors who believe in our mission.

With thoughtful, long-term commitment in mind, we look forward to exciting developments in the coming year. I won't spoil all the good news, but we expect village graduations, land titling ceremonies, and new families moving onto land! We welcome your prayers as we move forward, step by step, in this challenging and heartfelt work.

Thank you for journeying with us—and with the hundreds of families we serve.

Gratefully,

A handwritten signature in black ink, reading "Alberto Solano".

Alberto Solano

President and Executive Director, Agros International

Breaking the cycle of poverty and creating paths to prosperity.



Inspired by the teachings of Jesus, Agros International is a nonprofit organization that breaks the cycle of poverty and creates paths to prosperity for farming families in rural Latin America. We envision a future in which rural poor families own agricultural land, attain economic self-sufficiency, realize their God-given potential, and pass on to future generations the values and resources that enable them to flourish.

Founded in 1984, Agros advances a holistic model of human development through four opportunity areas: land ownership, market-led agriculture, financial empowerment, and health & well-being. We have partnered with 43 rural communities in El Salvador, Guatemala, Honduras, Mexico, and Nicaragua, impacting the lives of over 10,000 people.

Core Opportunity Areas

Land Ownership

From the beginning, land has been at the heart of Agros' mission and impact. For a rural family living in poverty, the opportunity to own a plot of land is a game changer. Families who own land are empowered to work harder and reinvest in their farming businesses. They have more income and more control over their futures. In short, owning land provides a strategic boost to families making the challenging transition from poverty to prosperity.

Market-led Agriculture

Agros recognizes that owning land is not enough to escape poverty if a family does not know how to farm profitably. Our focus on market-led agriculture supports farmers with the training, technical support, and market access they need to transform their lives from that of a subsistence farmer to that of a successful business owner.

Financial Empowerment

In keeping with the Agros vision that rural farming families become economically self-sufficient, we also help families build skills around budgeting, savings, and investing. Communal savings groups—typically women-led—are formed in Agros villages and provide a context for families to support one another in planning for financial growth. Agros additionally provides credit for agricultural supplies and equipment, and we organize farming associations so that families can negotiate contracts that formalize market ties.

Health & Well-being

In the midst of these successes, we also know that empowering families to own land and farm it profitably is not enough to help them move into prosperity if their basic human needs are not being met. This is why our fourth opportunity area is health & well-being, an area that spans a wide range of activities including nutrition programs, maternal and child health, sanitation improvements, hygiene education, access to clean water, building schools and health clinics, and fostering and promoting leadership and self-governance.



LAND OWNERSHIP:

A World of Opportunity for Pedro and Ana

Before Agros, Ana and Pedro (pictured to the left) “lived scared.” They had nowhere to farm and only plastic for a roof. Now, Ana and Pedro are land owners, and they are members of Agros’ snow pea growers association. The peas they plant, tend, and harvest are eventually sold in Marks and Spencer stores in London! Ana also has her own small business. She plants and harvests indigenous herbs and sells them in local markets.

Through their hard work, Ana and Pedro have added windows, doors, and flooring to their home. They also bought a “tuktuk” mototaxi and started a small transportation service. Now they are focusing on getting their children through school. None of this would have been possible without their first owning land!

“At first people didn’t believe the snow peas would work. There was a lot of uncertainty, but Agros helped us leave poverty behind.”

- Pedro, Agros partner in La Esperanza, Guatemala



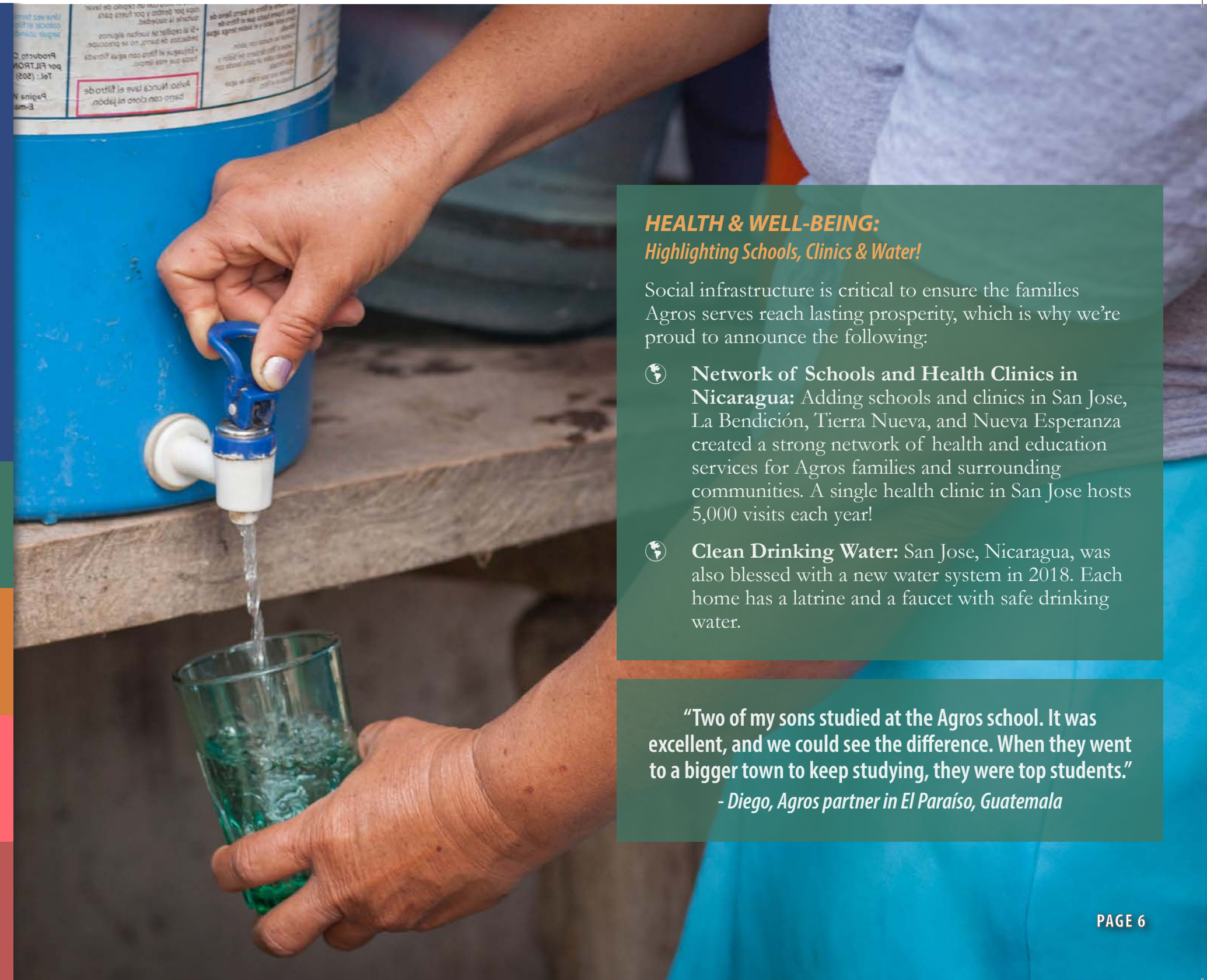
MARKET-LED AGRICULTURE: *Infrastructure for Change*

In 2018, we dramatically improved Agros village infrastructure for market-led agriculture:

- 🌐 **Harvest Center in San Jose, Nicaragua:** Partners have access to greenhouses, mesh houses, a collection center for gathering and weighing crops, crop storage, and a refrigerated truck!
- 🌐 **Coffee Wet Mills in Tierra Nueva and La Bendición, Nicaragua:** Agros partnered with Engineers Without Borders to design and build coffee wet mills that help Agros partners produce a value-added coffee product.
- 🌐 **Tilapia Ponds in Piedra de Horeb, Honduras:** Partners helped construct the ponds, and today, tilapia is one of their most successful crops. Many partners like Lucinda (pictured to the left with her fishing net) are even looking to dedicate more land to tilapia!

“When I arrived in El Edén, I didn’t have anything. Now I have land and knowledge. Agros supported me with technical assistance... I keep a notebook with all the notes and recommendations.”

- Wilbur, Agros partner in El Edén, Nicaragua



HEALTH & WELL-BEING: *Highlighting Schools, Clinics & Water!*

Social infrastructure is critical to ensure the families Agros serves reach lasting prosperity, which is why we’re proud to announce the following:

- 🌐 **Network of Schools and Health Clinics in Nicaragua:** Adding schools and clinics in San Jose, La Bendición, Tierra Nueva, and Nueva Esperanza created a strong network of health and education services for Agros families and surrounding communities. A single health clinic in San Jose hosts 5,000 visits each year!
- 🌐 **Clean Drinking Water:** San Jose, Nicaragua, was also blessed with a new water system in 2018. Each home has a latrine and a faucet with safe drinking water.

“Two of my sons studied at the Agros school. It was excellent, and we could see the difference. When they went to a bigger town to keep studying, they were top students.”

- Diego, Agros partner in El Paraíso, Guatemala

FINANCIAL EMPOWERMENT:
Recipe for Success

The average family needs about ten years to repay their land, yet when a large subset of families in Honduras repaid their land in fewer than five years, they had one common factor: a strong female entrepreneur.

Women who take our financial education workshops and join the community savings groups are able to start small businesses—Ana Maria's bread baking (pictured to the right) being a prime example—and use their profits to repay their land. These families also have more developed homes with safer kitchens than families without a female entrepreneur.



Where is Agros?

In 2018, you served 424 families in 9 villages and 3 countries, providing them with an integrated suite of programs that truly break the cycle of poverty and build paths to long-lasting prosperity.



Agros by the Numbers

424

Families

9

Villages

3

Countries

100%

of kids are in school
with kindergarten
available in all
villages

100%

of ag production
is commercialized
directly by the
families

100%

of kids under
three years of
age participate in
well-child checks

100%

of pregnant
women received
maternity care

94%

of families
have access to a
nutritious diet

361

Cultivated
acres

79

Land titles
granted

Financial Results 2018

Operating Revenues

Grants & foundations	\$579,352
Individuals	\$564,155
Businesses	\$87,305
Churches	\$295,142
Annual fundraising event	\$164,963
Other income	\$72,567

Total operating revenues \$1,763,484

Operating Expenses

Programs	\$1,600,635
Fundraising	\$494,998
Administration	\$300,791

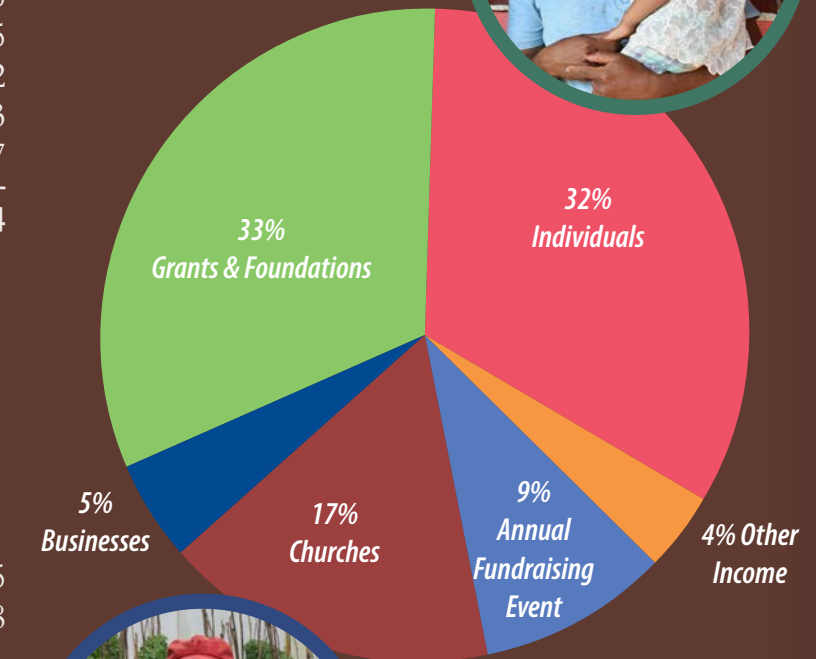
Total operating expenses \$2,396,424

Net Assets at June 30, 2018

Unrestricted net assets	\$70,588
Temporarily restricted net assets	\$1,219,804
Permanently restricted net assets	\$830,910

Total net assets \$2,121,302

Operating Revenues





Deepen your impact...

Follow us on Facebook

Learn the latest, greatest, most inspiring Agros news when you follow us at facebook.com/agrosintl.

Make a Monthly Gift

Support Agros families every day of the year when you sign up to make a monthly gift at agros.org/donate.

Travel with Agros!

Meet the farming families Agros serves. Experience life in rural Latin America. Be inspired to help us break the cycle of poverty! For schedule and details, contact Guillermo Jiménez at guillermoj@agros.org.



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