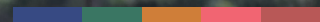




ANNUAL REPORT

2019



# From the President

## *Dear Agros Family,*

Over the last few years, our televisions have shown us the tragic reality of poverty and hunger in Latin America: Whole families are forced to migrate, sleeping on the street and crossing turbulent rivers, as they make the dangerous journey north.

Such human drama should motivate us to question ourselves: What would it be like to live in their shoes? What would push us to take our loved ones on such a hazardous journey? Moreover, what changed? Weren't we as a global society on our way to eradicating extreme poverty by 2030?

The reality is that after decades of reducing poverty around the world, the pace of progress has slowed. In countries such as Guatemala, Honduras, and Nicaragua, poverty is on the rise, but thanks to you, that is not the case for Agros families.

Of course, the Agros families you support are not immune to these challenges, but they are motivated, educated, and organized. You give them the skills needed to navigate hardship. You help them access health care and education and own land and a dignified home. You help them build villages that are oases of hope. At Agros, families that were desperate rise from poverty to prosperity, and all of this is possible because of you—families right here in the U.S. helping families in Latin America.

Families helping families. A simple yet strong principle that benefits families in Latin America—and that changes something inside each of us. Thank you for showing up for these families, and for yourself.

You'll read about many of your positive impacts in this report—as well as some of Agros' future-looking initiatives. Hunger and poverty are tough adversaries, but with your commitment we are confident of a prosperous future.

Gratefully,



**Alberto Solano**

President and Executive Director, Agros International

\*References to "2019" indicate Agros' fiscal year 2019: July 1, 2018 to June 30, 2019.







# Agros: Inspired by Jesus, Building Generations of Prosperity

Inspired by the teachings of Jesus, Agros International's mission is to break the cycle of poverty and create paths to prosperity for farming families in rural Latin America. We envision a future in which 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 key opportunity areas: land ownership, market-led agriculture, financial empowerment, and health & well-being.

**"Love always protects, always trusts, always hopes, always perseveres. Love never fails."**

*– 1 Corinthians 13:4-8*

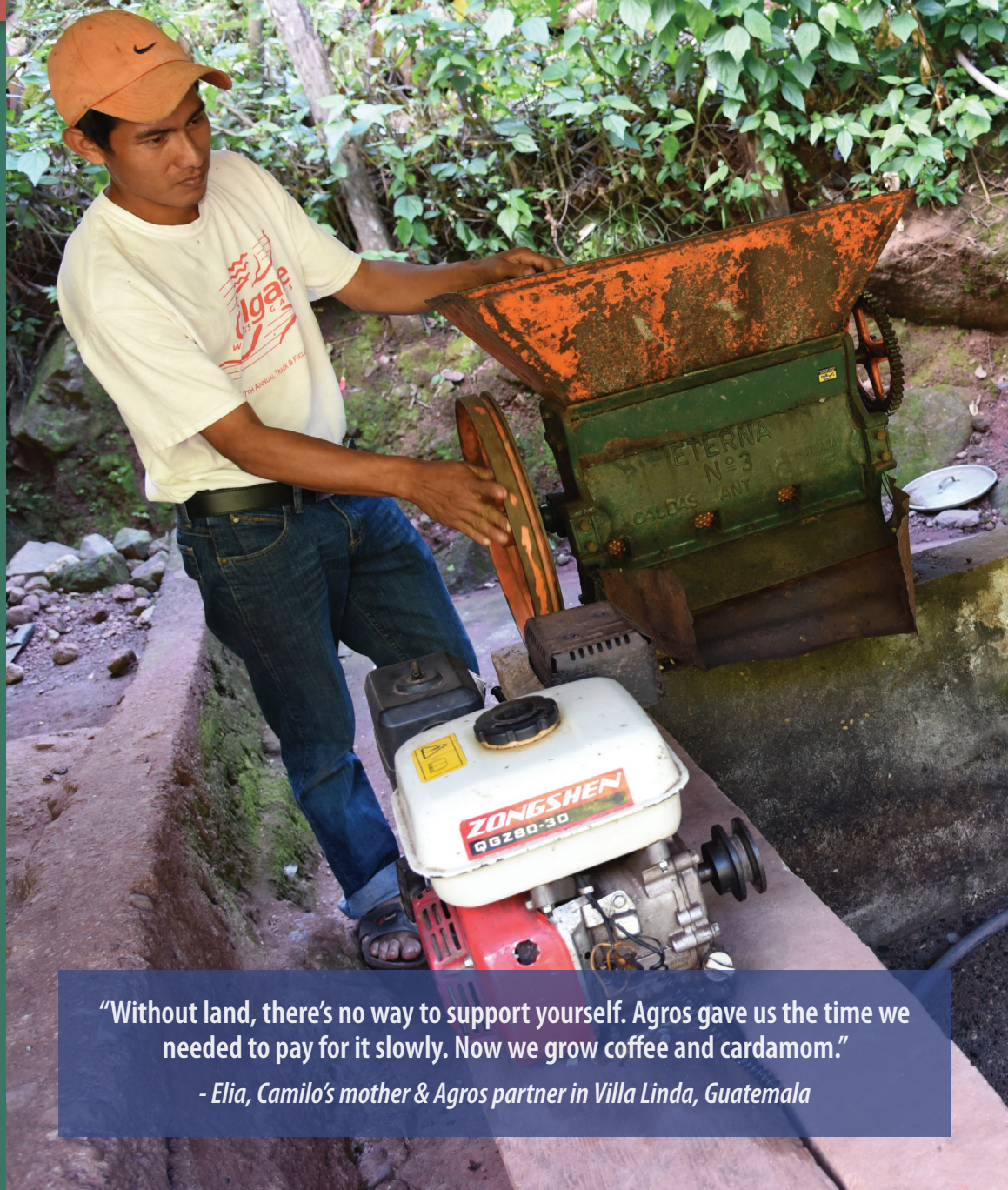


## CELEBRATE 35 YEARS OF GENERATIONAL CHANGE: Agros from 1984 to 2019

The story of Agros began in the mountainous Ixil region of Guatemala in 1984. Families were just emerging from hiding during decades of armed conflict, and Agros built its first community in a tiny rural village decimated by war.

In 2019, Agros celebrated its 35th anniversary. Since our humble beginning, you've built more than 44 villages, transferred ownership of more than 7,300 acres of land to previously landless farmers, and helped thousands of families move out of poverty and into prosperity.

Perhaps most impressive of all, those 35 years have been ones in which you were creating long-term, generational change. Camilo moved to the Agros village of Villa Linda, Guatemala, with his parents when he was 17 years old. Camilo and his parents came from a large plantation where they suffered, working long days and strictly following orders. Today, Camilo, his wife, and his parents all farm together. They have a home for each family, and they have the freedom to run their own business, growing coffee and cardamom, on land you helped them buy. Camilo only studied through third grade, but prosperity means generational change: his kids are in elementary school and will have the opportunity to finish high school.



**"Without land, there's no way to support yourself. Agros gave us the time we needed to pay for it slowly. Now we grow coffee and cardamom."**

*- Elia, Camilo's mother & Agros partner in Villa Linda, Guatemala*



**"Because of Agros, I grow coffee. With that income, I was able to build a house, my son is studying, and I have food for my family. Today I've graduated, and I'm prepared to keep moving forward."**

**— Álvaro, Agros partner in Bella Vista, Nicaragua**



### **GRADUATING INTO PROSPEROUS SELF-GOVERNANCE:**

#### ***Bella Vista and Piedra de Horeb, Honduras***

Near the end of 2019, Bella Vista and Piedra de Horeb, two Agros villages in Honduras, shared a very special celebration: their graduation into prosperous self-governance. A community event with balloons, diplomas, and more than 40 new land titles marked the occasion that came 10 years after the villages were founded. These years of hard work—and now prosperity—would not be possible without the generosity of supporters like you.

Walking alongside so many families as they reach sustainable prosperity is an amazing act of generosity. Thank you for helping these families become land- and business-owning farmers—with so many resources to pass on to the next generation.

This isn't a one-time story either: In 2019, 49 land titles were granted in Agros villages in Honduras, Nicaragua, and Guatemala.





## TRAVEL TO DEEPEN YOUR FAITH

### *Agros' Vision Trips Build the Relationships that Matter*

Vision Trips in Nicaragua and Guatemala are profound opportunities to witness your service in action and deepen your commitment to families in need. Pastor Mark Bolton of New Community Church in Wexford, PA, shares an experience from his travels with Agros: “As we entered our first village on our visit to Guatemala, a woman named Juana approached us with a blanket on her head and a machete in her hand. She led us to her field where she told us how she, as a widow, had to till and farm her land herself when her husband died. But she went on to tell how she has done so well that her two sons now farm on rented land nearby. Behind her was a field of corn ready to be harvested as a cash crop. As a pastor I was moved when Juana told our group with tears in her eyes of how God has shown Himself to her in a life-changing, personal way. My wife and I toured her home and were humbled by the simplicity of it, the relative poverty compared to our prosperity. We will never forget this hard-working woman and her story!”

Learn more about upcoming Vision Trips at [agros.org/do/travel](https://agros.org/do/travel).



# Where is Agros?

*In 2019, you served 395 families in 9 villages and 3 countries, providing them with an integrated suite of programs that truly breaks the cycle of poverty and builds paths to long-lasting prosperity.*

## Guatemala

La Providencia, 100 families

Agros' original programs started in Guatemala in 1984. You can read about Healthy Start, our innovative new initiative solving childhood malnutrition in Guatemala on page 10.

## Honduras

Piedra de Horeb, 26 families

Bella Vista, 33 families

Both these villages, known for their tilapia, coffee, and livestock, graduated into prosperous self-governance in 2019!

## Nicaragua

Nueva Esperanza, 33 families

San José, 29 families

Las Cuarenta, 69 families

San Benito, 62 families

La Bendición, 38 families

Aguas Vivas, 5 families

Nicaragua is home to our new Harvest Center where Agros partner families can process coffee, cucumbers, lettuce, peppers, baby corn, and many other crops for contracts with major grocery store chains. It's also the center of our climate smart initiative, which is described on page 10.





# Agros by the Numbers

**395**

Families

**9**

Villages

**3**

Countries

**100%**

of women received  
maternity care

**100%**

of births occurred in  
medical facilities

**100%**

of children were  
well nourished

**49**

Land titles  
granted

**418**

acres cultivated by  
Agros farmers

**2.75**

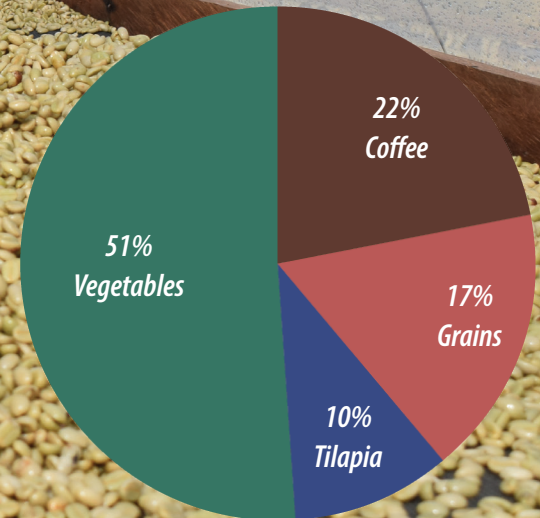
average number of  
acres cultivated per  
family

**\$1,367**

average dollars of  
revenue per acre  
farmed

**80%**

of Agros staff work in  
the field in  
Central America





# 2019 Financial Results

## Operating Revenues

Grants & foundations	\$568,977
Individuals	\$1,334,574
Businesses	\$218,486
Churches	\$145,000
Annual fundraising event	\$215,466
Other income	\$47,045
<b>Total operating revenues</b>	<b>\$2,529,548</b>

## Operating Expenses

Programs	\$1,486,550
Fundraising	\$579,000
Administration	\$297,224
<b>Total operating expenses</b>	<b>\$2,362,774</b>

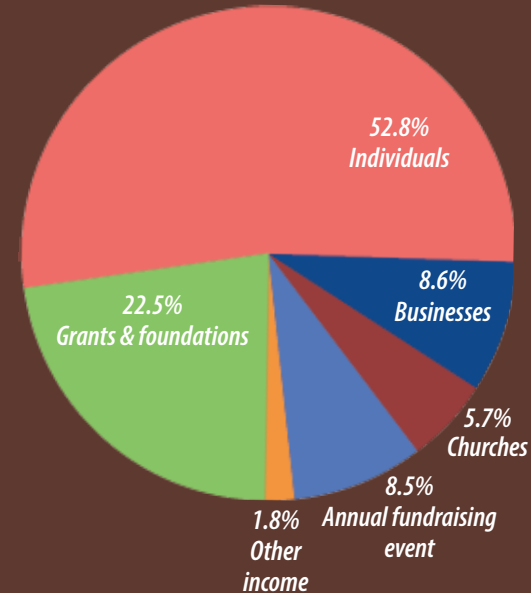
## Net Assets at June 30, 2019

Unrestricted net assets	\$(94,980)
Temporarily restricted net assets	\$1,738,029
Permanently restricted net assets	\$645,025
<b>Total net assets</b>	<b>\$2,288,074</b>

Source: Audited Consolidated Financial Statement



## Operating Revenues



# 2019 Board Members

**Stephen Spare**  
*Chair*

Healthcare and Medical Group Consultant

**Molly Delamarter**  
*Vice Chair*  
Community Volunteer

**Dustin Brumbaugh**  
*Secretary & Treasurer*  
Tschetter Group

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

**Bruce Andrews**

Agricultural Development Consultant  
and Community Volunteer

**Bart Brynestad**  
Panattoni Development Company, LLC

**Kristi Drake**  
Le Panier Bakery

**Susanna Hoke**  
Community Volunteer

**Alfred Kaltschmitt**  
Universidad Panamericana

**Robert Kopp**

The Walden Asset Group, LLC

**Charles Kovac**  
Management Consultant  
and Private Equity Investor

**Paul Moulton**  
Costco Wholesale Corporation

**Steve Sywulka**  
Camino Global

**Mark Weber**  
Strum Agency



A photograph of two men in a greenhouse, smiling and working with plants. The man on the left is wearing a white t-shirt and is touching a large green leaf. The man on the right is wearing a green polo shirt and a white baseball cap with a blue 'EA' logo. They are surrounded by rows of plants under a white mesh covering. The background shows more of the greenhouse structure and some trees outside.

## Agros: Moving Forward with Initiatives that Build Prosperity

We are excited to share these three initiatives, which represent our latest and most innovative strategies for helping families exit poverty.

### *Village within a Village*

Thanks to you, Jose Luis, Raul, and their families now have homes in the newest Agros village of Nueva San José, Nicaragua. Both were teens when their parents moved to the Agros village of San José, and now they have a chance to strike out on their own, raising young kids with all the opportunities—like school and health care—they did not know themselves. Village within a Village invites families onto land, like Nueva San José, that Agros owns but has not utilized. These new families share vital infrastructure with already existing villages helping to reduce overall cost. By investing in Village within a Village, we help more families more quickly.





### *Climate Smart Agriculture*

Just this spring, Juana (on the cover) and her family learned from Agros agronomists how to prepare environmentally friendly bio-fertilizers. And that's just the beginning of Agros' Climate Smart Agriculture plans. We will be investing in systems that significantly increase the number of harvests and their yields—meaning more income and more food generated on less land with fewer emissions. We are also reforesting vulnerable areas and growing our Climate Smart Agribusiness Centers.

### *Healthy Start*

In the Ixil region of Guatemala, three of four children go hungry—and yet hunger is a problem we *can* solve. With support from you and Rotary Clubs around the world, Agros will launch Healthy Start, a strategic initiative that ensures pregnant women, babies, and kids receive the health care and food they need to thrive. It will also train mothers to supplement their household income as entrepreneurs. When mothers thrive, the whole family thrives.

***“We must act in unity to conquer the root causes of poverty and malnutrition.”***

***– Ramiro Valderrama-Aramayo, Sammamish Rotary***





## Meet Her Courage with Yours...

Every day you have the chance to break the cycle of poverty—person to person, family to family. Here's how:

### *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](https://agros.org/donate).

### *Travel with Agros*

Experience life in rural Latin America. Meet the farming families you serve. Deepen your commitment. For schedule and details, visit [agros.org/travel](https://agros.org/travel).



2225 4th Ave, 2nd Floor | Seattle, WA 98121 | [agros.org](https://agros.org)