



ALIADOS

Annual Report 2020



A Letter from the Executive Director

Dear friends,

The challenge is clear - business as usual is not working for the Andes-Amazon ecosystems or communities. Agriculture has become a leading driver of environmental decline and indigenous and local farmers are at the heart of this challenge - having such intertwined relationships with the surrounding environment. This presents a critical question: how can smallholder farming support prosperous local economies while conserving Andes-Amazon biodiversity and habitat?

Aliados tackles this challenge head-on by incubating regenerative farm-based enterprises in the Andes-Amazon. In 2020, we deepened our partnership with communities in the Amazon and forged new partnerships in the Andean cloud forest and highlands. We are now working with 12 farming communities and associations to build regenerative value chains, restore forests, and conserve Andes-Amazon landscapes.

The global pandemic certainly presented and continues to manifest uncertainties for our work and community partners.

Nonetheless, I am grateful and proud to say that we came out of 2020 stronger than we went in. 2019 was a year of looking inward, solidifying our identity, and refining our approach after the merger between Runa Foundation and PlanJunto CI to create Aliados. Transitioning into 2020, we have consolidated resources, team, approach, and partnerships into a lean, innovative, highly results-orientated organization.

Thank you to the Aliados team, our community, and other partners. I look forward to continuing this journey to building resilient local stewardship of the Andes and Amazon with you all in 2021. No one actor can do it alone, we're all ultimately connected in this challenge and we all have a role to play!

Wain Collen
Executive Director

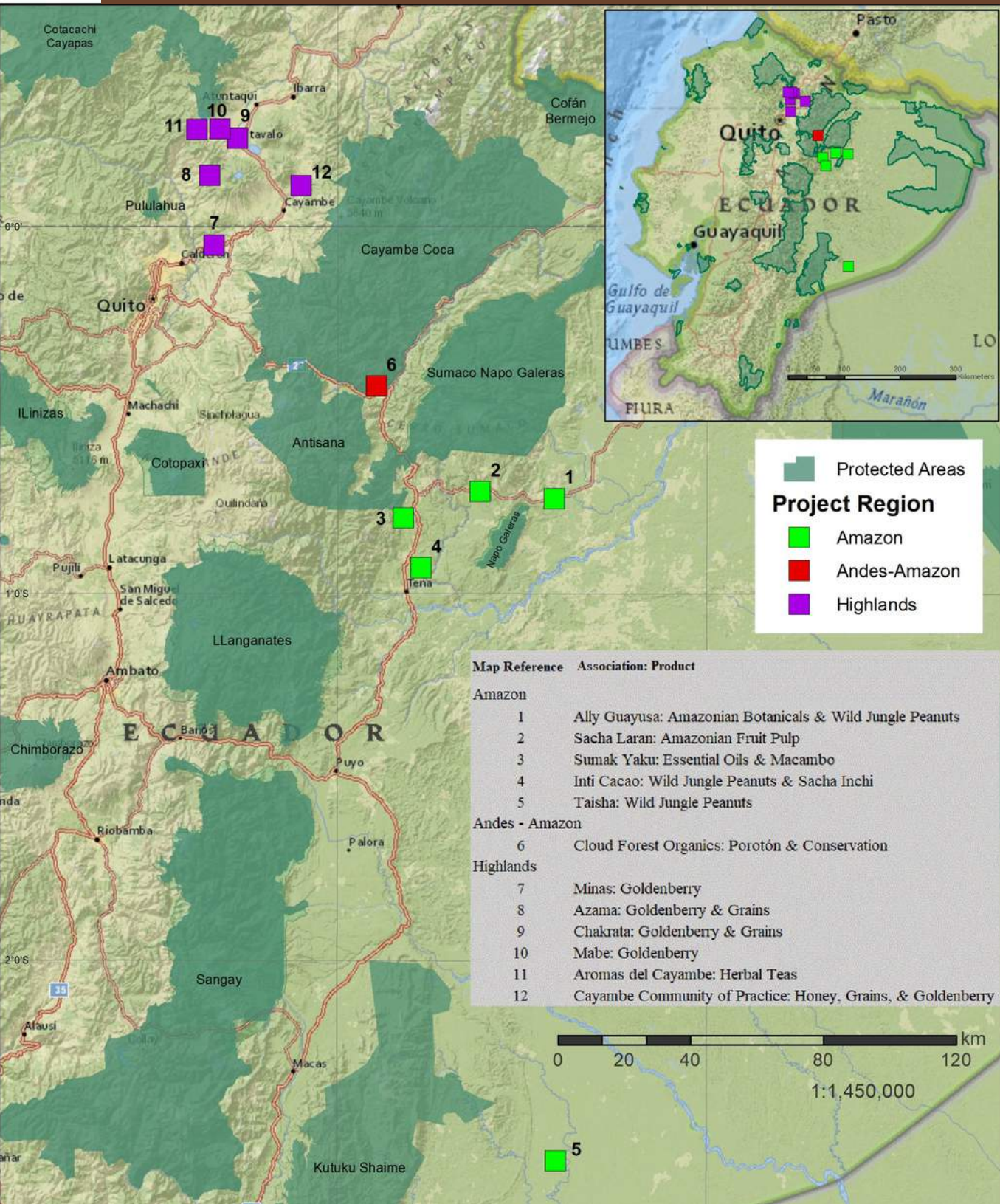


**Our vision is to
fundamentally
transform the way
business is done in
Andes-Amazon
ecosystems.**

Our approach brings together indigenous, corporate, philanthropic, and impact investors to build regenerative enterprise that supports prosperous local communities and restores life on land.

Our integrated incubation model enables all actors to be successful in each step on this journey.

In 2020, we expanded our work to new landscapes across the Andes-Amazon region



As we deepened our work in the Amazon, we identified that Aliados' model is relevant to farming communities in other parts of the interconnected Andes-Amazon landscape. In 2020, we expanded our geographic focus to partner with communities producing goldenberries, grains, and honey in the Andean Highlands.

We also established new partnerships in the mega-diverse Andes-Amazon cloud forest to promote agroforestry as an alternative to deforestation.





New landscape spotlight:

Creating an **Ecological Corridor** in the Andes-Amazon cloud forest

Andean cloud forests are among the most diverse and fragile forests on earth. Local livestock and pasture expansion threaten this critical ecosystem. A new model is urgently needed that balances local economic needs with cloud forest conservation.

In 2020, Fundación Aliados launched a partnership with the Cayambe-Coca National Park (PNCC), local farming families and Cloud Forest Organics to demonstrate an agroforestry model

that promotes sustainable cloud forest management in the Andes-Amazon.

Expanding to this region allows us to merge our areas of interest through a highly diverse landscape that connects the Andes and Amazon. This innovative approach to landscape-based solutions has created a platform for Aliados to build replicable restoration models combined with revenue-generating agroforestry methods.

A photograph of three people standing under a thatched roof. On the left is a woman with long brown hair, wearing a dark blue tank top with a white graphic and the word 'Lupa' visible. In the center is a man with short dark hair, wearing a light-colored striped button-down shirt. On the right is a woman with dark hair, wearing a dark blue sleeveless shirt. They are all smiling. The background shows lush green foliage. A dark brown horizontal band is overlaid on the bottom half of the image, containing white text.

We support farmer-entrepreneurs identify pathways to a more prosperous and regenerative future for their communities.

Our vision is that local and indigenous communities are stewarding the Andes-Amazon ecosystems for the good of the planet.

A pillar underpinning this vision is supporting farmer-entrepreneurs gain access to resources and know-how to increase agroforestry production, restore forests and pilot new farming and entrepreneurial ventures. These locally identified solutions pave the way for adoption at wider scales.

ALIADOS
Maní amazónico (Muru Inchi)
Lote #: FA-010920
Peso (Kca)

Farmer-Entrepreneur stories

Daniel Valle: Goldenberry Pioneer



Daniel Valle is the definition of a pioneer farmer and has been at the forefront of Aliados' work to help farmers overcome the *mancha morada* plague that has devastated organic goldenberry production. Daniel lives in the beautiful and secluded Andean town of San José de Minas, where he has farmed with a variety of crops, including avocado, grains, and corn. However, it is organic goldenberry that has been his focus for the last 4 years because it has been a very profitable crop, until the *mancha morada* arrived. When Aliados arrived in San José with the goal to support farmers overcome the plague, Daniel was first in line to offer his farm as a demonstration plot.



Over the last 9 months, Daniel has incorporated new forms of organic fertilizer and pest management onto his goldenberry and has implemented new farming methods. Daniel's curious and hard-working nature is starting to pay off - his latest goldenberry crop has yields that are 50% higher than last year. He is also an inspiration to other farmers, who are eagerly applying his learnings to their crops in the hopes of having the same results.



Glenda Andy: Lemongrass Leader

Glenda is a long-time member of the Ally Guayusa farmer association in 24 de Mayo and perhaps the jolliest of the lot! Always laughing and smiling, she will offer you a cup of lemongrass tea, hibiscus ice cream, or a handful of candied peanuts as soon as you walk in the front door, all made by hand.

Glenda has a passion for trying new things, a trait that comes in handy as the Head of Processing for the association. Through trial and error, Glenda and the team produced 6 unique batches of lemongrass tea in order to satisfy 2 different customers' needs. As soon as the first order came through, Glenda recognized the growing opportunity and took it upon herself to expand her lemongrass parcel from 20 plants to 100 plants!

Her initiative and lessons learned will be shared with the other 94 members of her association in 2021, resulting in a stable and profitable new value chain for this group.



Incubating **regenerative enterprises** that increase income for indigenous and local families

Aliados supports farming families and communities enter the future on their own terms. Improving regenerative farm production is one important step to achieve this, but is not enough by itself. We pilot and incubate indigenous and local enterprises that are aligned with community needs and can be competitive in the market. This includes putting into place local infrastructure and equipment, establishing systems and capacity for product aggregation, processing and quality, R&D and product development, logistics, and distribution.

Our regenerative enterprise partnerships have grown to include an incredible group of indigenous and campesino farmer associations and communities across the Andes-Amazon:

- Rainforest associations and communities: Tsentsakensa y Yamanunka (Morona-Santiago), Inti (Napó), Sumak Yaku (Napó), Sacha Laran (Napó), and Ally Guayusa (Orellana).
- Andean Highlands associations and communities: Minas Ruta Escondida, Azama, Chakrata, MABE, Sabores de Cayambe, Cayambe Community of Practice.
- Cloud forest associations and communities: The Quijos Community of Practice, The Central Chachi Comuna

Enterprise Highlight:

Organic Goldenberries



Aliados is partnering with TerraFertil, Nestlé and 1,500 farmers in Ecuador and Colombia to implement the Goldenberry Plan, a comprehensive strategy and responsible sourcing standard that generates over \$3 million per year for farmers while promoting sustainable farming practices.

The Goldenberry Plan implements best practices to generate, measure, monitor, evaluate, and share the impacts of TerraFertil's work.

This responsible sourcing chain between the world's largest food producer, 13 farmers associations, and 2,500 smallholder families generated over \$3M in 2018.



Enterprise Highlight: Andean Grains and honey to diversify farmer income

Smallholder farmers are often at the mercy of fluctuations in the market. This makes earnings unpredictable and negatively impacts their livelihoods. Aliados addresses this by supporting farmers identify new products that can be incorporated into the farming system to create more diversified income sources.

In 2020, Aliados supported 25 farming families in the Andes diversify their farms with new products, including honey and a variety of andean grains. These products all have confirmed buyers and we were excited to see farmers starting to generate their first income from these new crops in 2020.

Venture Highlight:

Indigenous Enterprise Incubator



In 2020, Aliados launched a "first-of-its-kind" incubator to bring together a cohort of biodiversity-based community enterprises into a long-term, structured incubation program.

The program brings indigenous entrepreneurs together in shared learning spaces to build skills, resources, and networks.

We complement training with outreach and coaching to support indigenous entrepreneurs in the field and ensure these leaders have what they need to be successful.



Connecting indigenous enterprise ventures with our network of corporate partners that practice responsible procurement.

To help farmers gain access to stable and fair markets, we expanded our portfolio of like-minded corporate partners from one to six. These ecologically and socially-minded partners are key to the success of indigenous enterprises.

Aliados bridges organization between the two worlds, working continuously to fuel corporate interests in building and expanding their responsible sourcing portfolios.



Impact in Numbers



Total Farmer Income
Generated to Date
USD\$2.5 million



New Income to
Farmers in 2020
\$140,218



Reforestation and
Regenerative
agriculture

**82 total hectares
restored**

**34,700 total trees
planted**

**26 farmer plots
diversified with 6,500
trees spanning over
21 hectares**



In 2020:
Direct beneficiary families
251

New Partnerships
**5 new associations
including 16 communities**

New products
**2 new value chains in pilot
phase**

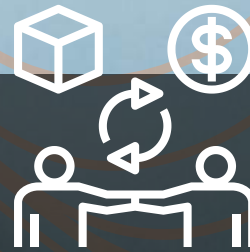
Gender
**66% of participants were
women**



We supported farmers with 8 new regenerative products generating additional income including wild jungle peanuts, honey, and Andean grains.



We introduced 3 new value-chains into our pipeline: vanilla, lemongrass, poroton



We are working with 6 new corporate partners



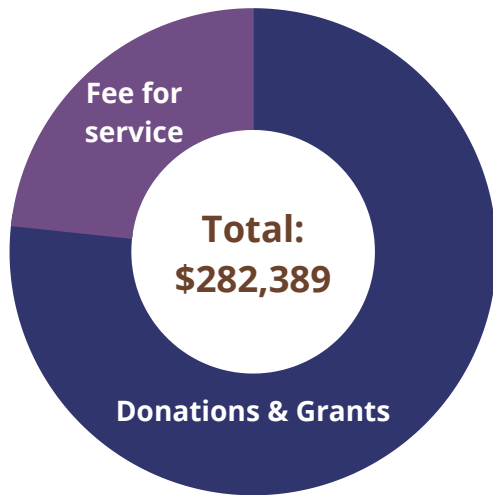
We added 1 new landscape area to our work portfolio - Andean cloud forest



A 69 % increase in revenues for Aliados in 2020.

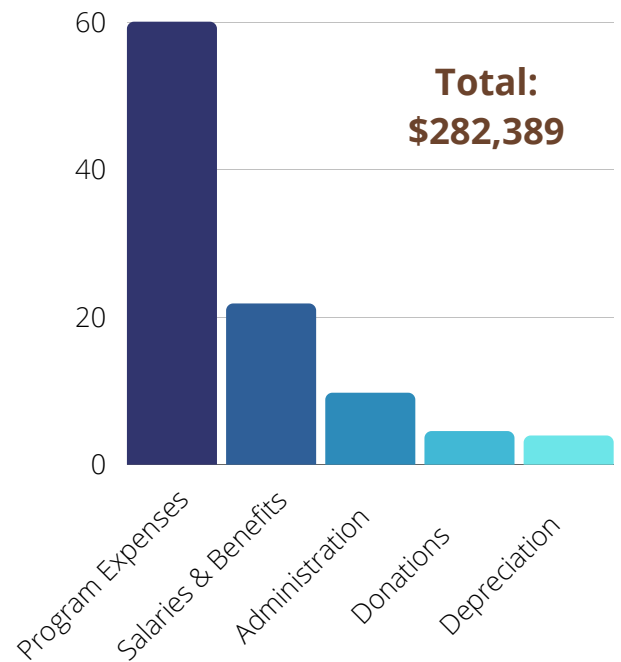
Fundación Aliados, Ecuador

Income:



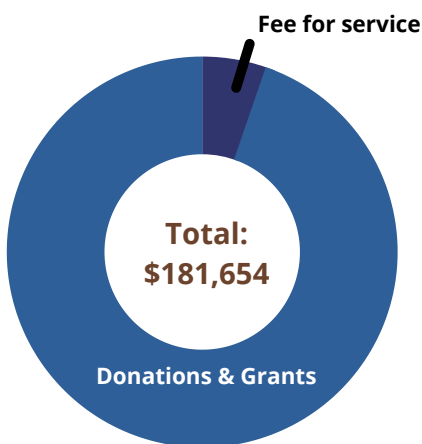
* Includes donation income from Aliados, USA of \$53,913.25

Expenditure:

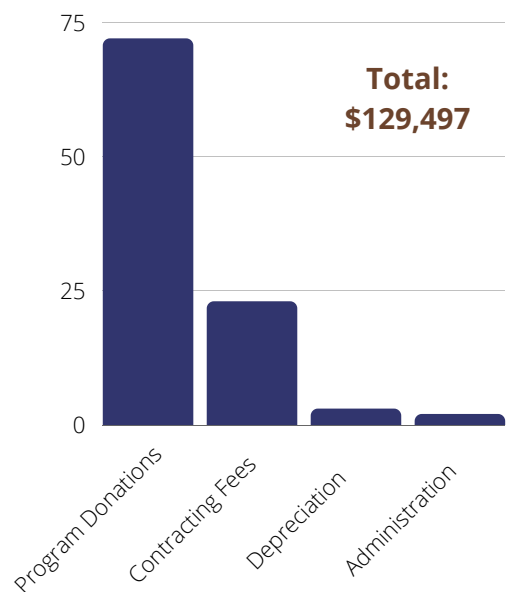


Aliados Foundation, USA

Income:



Expenditure:



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For more information visit:
www.losaliados.org

