



**WORLD FAIR TRADE ORGANIZATION**  
Annual Report 2009

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## **1. THE MISSION AND VISION OF THE WFTO**

### ***Vision***

*WFTO, the World Fair Trade Organization, has a vision of a world in which trade structures and practices have been transformed to work in favour of the poor and promote sustainable development and justice.*

### ***Mission***

*WFTO's mission is to enable producers to improve their livelihoods and communities through Fair Trade. WFTO will be the global network and advocate for Fair Trade, ensuring producer voices are heard. The interests of producers, especially small farmers and artisans, should be the main focus in all the policies, governance, structures and decision making within the WFTO.*

## **2. PRESIDENT'S EXECUTIVE SUMMARY**

### **AN EVENTFUL YEAR - A DIFFICULT ENVIRONMENT**

The full force of the global economic downturn dramatically affected many of our members in both the North and in the South. Purchase orders fell by 40% for many members in the South, reflecting substantially lower sales of members in the North. A number of members reduced staff or provided partial employment. A number of members experienced financial deficits. The Secretariat found it much more challenging to collect membership dues, and almost impossible to raise additional money from donors, who were also affected by the downturn. Sadly, the environment as we write today is still very challenging for most members.

The Kathmandu conference hosted so elegantly, efficiently and graciously by our colleagues the Fair Trade Group Nepal was a very special experience for the approximately 150 who attended despite the difficult economic times. Keynote speaker Dr F.H.Abed, founder of BRAC in Bangladesh, challenged members to think bigger, reporting on the success of the multi-million dollar crafts sales through Aarong in Bangladesh. There was a strong representation of Government of Nepal officials plus other distinguished guests from Kathmandu. These guests joined members in releasing 20 white balloons celebrating the 20<sup>th</sup> anniversary of WFTO. And as always there were many good conversations in the hallway among old and new friends.

The AGM held at the end of the Kathmandu conference was difficult because a number of critical documents, in particular the audited 2008 accounts, were not completed by the time of the AGM. Members consequently asked that the documents be completed, shared with members and then placed for action in a special Extraordinary General Meeting as soon as possible. A special process was agreed to bring clarity and ultimately good decisions to a number of unresolved key issues for the Sustainable Fair Trade Management System(SFTMS).

World Fair Trade Day 2009 was promoted vigorously through hundreds of events around the world with the support of Host Universal. The theme addressed the poverty, climate and financial crises. The approach promoted by Host encouraged many new participants to become aware of Fair Trade and to become involved. For the first time, an evaluation of impact, number of media articles, places, etc. was completed. WFTDay also provided an opportunity to launch the World Fair Trade Organization name change, which today we already take for granted.

After a long gap of nine months, and an extensive search process, WFTO hired a new Chief Executive, Alan Rossi to lead the organization, first out of the financial crisis WFTO was facing, and longer term to become the foremost leader of Fair Trade. Alan made significant progress in addressing the short term needs of WFTO during the last half of the year.

The SFTMS continued to develop. The pros and cons of the key issues called for in Kathmandu were researched, written up and shared with all members. WFTO member Pachacuti became the first organization to meet the requirements of an Interim Identity Mark and to receive the 3 year Interim certified Fair Trade Certificate. Their work and the Interim certification have generated a lot of interest in many circles. Additionally, the draft version #3 of the SFTMS Standard began circulating for review.

Donors Cordaid, Hivos, DAWs and others continued to support the Fair Trade work of WFTO in various critical ways. We thank them for that. In addition BTC from Belgium and Cordaid from the Netherlands agreed to provide grants to 69 Southern members for the year 2010 to assist them in developing their capacities to meet the requirements of the SFTMS.

We are grateful to those who worked at promoting advocacy and developing our membership and monitoring systems. WFTO was fortunate to be able to work with EFTA, FLO and others on these and other common interests.

While there is no particular incident or event marking it, I believe one of the brightest spots in our 2009 experience was the development in the regions. They strengthened their organizations, promoted Fair Trade to many new members and increasingly focused on a few key goals. The spirit and joy in a number of the regions make me very optimistic about the future.

Finally, a word of appreciation to my colleagues on the board, who have worked tirelessly and many hours at the expense of other work and sometimes family. I have thoroughly enjoyed working with them. At the same time, the board would have been ineffective without the assistance and careful work of our entire Secretariat team. Thank you team!

Despite a difficult environment, serious financial challenges and the limited resources of most members, WFTO made progress on a number of fronts. There clearly is enormous strength among you the members. Our challenge remains to be mutually supportive and stay focused on the reason for WFTO, the many small disadvantaged producers among us.

Respectfully,



Paul Myers,  
President

### **3. WFTO 2009: YEAR IN REVIEW**

The year 2009 has been a decisive year for WFTO's positioning under the new brand, *World Fair Trade Organization*, profiling as the global network of Fair Trade Organizations. Since 2007 WFTO has been implementing the AGM mandate of the *Agenda for Change*, which strives to increase the strategic capacity and impact of WFTO. Substantial progress was made towards an integrated membership and monitoring system, aligning this at the same time with the certification system under development for Fair Trade Organizations, the *Sustainable Fair Trade Management System* (SFTMS). The Fair Trade movement, celebrated World Fair Trade Day 2009, coordinated by WFTO, with increased support from different stakeholders.

These milestones were reflections of the decisions taken by members during the past annual general meetings of 2007 and 2008. The decision to adopt a new brand came as a response to the challenges of the impact of global economy on small producers and the acknowledgement of the essential role of Fair Trade Organizations in the construction of a fair and sustainable economy. WFTO has profiled as the global network of Fair Trade Organizations. The visionary brand identity was further developed in the context of *World Fair Trade Day*, May 2009, and the launching of a new logo (February 2009) accompanied by an innovative website ([www.wfto.com](http://www.wfto.com)) which reflects the new brand identity with improved image and content. The metamorphosis has been able to contribute to improved visibility and outreach of the World Fair Trade Organization, as global reference standing for the interests of small producers as the core of the mission statement. But WFTO stands at the same time for cultural values reflecting the enormous diversity of its broad membership basis.

#### **World Fair Trade Day**

For the first time under its new brand, WFTO hosted the global celebration of the World Fair Trade Day, a world-wide celebration with more than 1,000 events in 70 countries. The day was celebrated under the theme 'Big Bang, A Big Day for the planet' addressing the economic and environmental challenges of the crisis, and profiling Fair Trade as an efficient contribution towards a fair and sustainable economy.

#### **10<sup>th</sup> Biennial Conference, Nepal**

WFTO'S Global Conference took place in Kathmandu, Nepal in May 2009 (May16 to 22), with a total of 227 participants attending the conference, representing 109 member organizations of the WFTO. The Biennial Conference was organized and hosted by Fair Trade Group Nepal and, coordinated by our Honorary Member Carol Wills. The hosts provided an excellent frame for a successful conference which was acknowledged with deep gratitude by members.

All throughout the conference, the panels focused on the challenges that Fair Trade Organizations and WFTO are facing, in times of economic and environmental crisis, with detailed discussions on sustainable business models, advocacy, re-branding, SFTMS, cultural identity and the challenges of climate change and best environmental practices in Fair Trade. Members celebrated the innovative profile and positioning of WFTO and the broad outreach and impact of the World Fair Trade Day celebration.<sup>1</sup> The conference had invited guests from 43 non-member organizations as participants, including representatives from the International Labour Organization (ILO), Fairtrade Labelling Organizations (FLO), Cordaid and Belgian Technical Centre (BTC) amongst many others.

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<sup>1</sup> A summary report of the Conference is available on the members' only site (download here [http://www.wfto.com/index.php?option=com\\_docman&task=doc\\_download&gid=1374&&Itemid=1](http://www.wfto.com/index.php?option=com_docman&task=doc_download&gid=1374&&Itemid=1)).

During the conference, the General Assembly of Members took place. The president Paul Myers was re-elected and two new members, Ana Asti (Onda Solidaria, Brazil, representative of WFTO Latin America) and Mona El-Sayed (Fair Trade Egypt, Egypt, elected as independent Board Director) replaced two leaving members of the Board of Directors (Catalina Sosa of Fundación Sinchi Sacha as Independent Board Director and Ileana Córdón of Asociación Crecer as representative of Latin America).

### **Strengthening the Global Office and internal services**

During the first half of 2009 the WFTO Global Office experienced changes in staff; and internal processes were adapted to improve operational efficiency. The global office welcomed new staff persons: Augustina Abada (Administrative Officers), Tamara Pels-Idrobo Tapia (Membership Officer – from 26 May to 26 November), Michael Sarcauga (Communications Assistant), and Santa Amendola (Communications Assistant Intern from June to August). In November, Eline de Bot replaced Tamara as the Membership Officer. Allison van Vlerken left the team in June. Regina Pasmans was appointed as General Manager in July. Two management consultants joined the Global Office team: Alan Rossi as management consultant and Albert Hebels for financial management consulting.

The Global Office had five full time staff persons at the end of 2009: Regina Pasmans (General Manager), Carmen Jimenez (Monitoring Officer), Eline de Bot (Membership Officer), Augustina Abada (Administrative Officer), and Michael Sarcauga (Communications Assistant). The full time staff worked with three consultants for its core operations, including the UK based consultancy work done on external affairs and SFTMS external consultation (Christine Gent). The office team was complemented by the Fair Trade Advocacy Office team (lead by Sergi Corbalan as coordinator and Hilary Jeune as the policy officer) based in Brussels, Belgium.

A new accounting system was set up, and systematized procedures were established to deliver monthly accounting reports, which started to be delivered in September. Financial policies and procedures were approved by board and management to ensure improved financial management. A resource mobilization and fundraising plan was elaborated, and several large donor organizations were approached. An improved membership fee collection system was designed, which allowed for a closer collaboration with the regional offices. As of July 2009 Monthly Operations Review meetings have been conducted to review progress and take appropriate management action to improve the services to members.

### **Partnerships**

WFTO is an active participant of the Geo Fair Project, the IRIS network and Social and Solidarity Economy networking, and participated at the conference celebrated in Luxemburg (Lux 09). These dynamics allowed for further public positioning of WFTO, and strengthened the organization's external relations in promoting Fair Trade with other like-minded organizations and strategic alliances.

### **A tribute to Dr Shyam Sharma**

The passing away of Dr. Shyam Sharma, WFTO honorary member and one of the pioneers of Fair Trade, has been a great loss to the Fair Trade Movement. Recognizing his contributions to Fair Trade, WFTO expressed a tribute to Dr. Sharma published on the WFTO website. Please read the article here

[http://www.wfto.com/index.php?option=com\\_content&task=view&id=1126&Itemid=314](http://www.wfto.com/index.php?option=com_content&task=view&id=1126&Itemid=314).

## 4. CORE SERVICES

### **Membership and Monitoring - *Towards a Quality Management System***

Monitoring was one of the core areas of work in 2009 after a period of freezing in 2008. Significant progress was made with the internal monitoring system (three tiers system with self assessment reports at its core). In the area of membership, the application procedure for new members was improved as an outcome of an evaluation process during the previous year. The improvements were focused on a more efficient procedure for potential and existing members, more clarity and efficiency for the implementation by WFTO staff, and moreover, more accurate information and data collection on Fair Trade practices amongst WFTO members. Operative Manuals and Guidelines were elaborated for both work areas.

The work carried out in the areas of Membership and Monitoring was embedded in the Quality Management System (QMS), a project funded by Hivos, which had been initiated in 2007 in collaboration with FLO. During the first semester, the focus of the activities was internal (quick scans, guidelines, etc.), and during the second semester the activities involved the WFTO member network. Research was initiated to investigate the current membership systems and monitoring systems used by WFTO members and regional networks as a preparatory step for future increased harmonization and synergies. During the second half of 2009, WFTO received support in the area of Quality Management from Elsbeth Fabels, Project Certification Manager of the Dutch Association of World Shops.

The WFTO Brand Guidelines were adopted by WFTO, and monitored members who had undergone successfully the monitoring process have been allowed to use the logo for institutional business-to-business communication. A random survey conducted in the later part of the year revealed that most of the eligible members had adapted the WFTO brand in their institutional communication.

By the end of 2009, WFTO had 445 member organizations (registered and provisional) and individuals in 71 countries, with 37 new members. The number is the sum total of the following: 328 Fair Trade Organizations, 32 Fair Trade Support Organizations, 22 Fair Trade Networks, 6 Associate Organizations, 53 Individual Associates, and 4 Honorary Members. The list of members per region and summary of the figures of membership can be viewed at the end of this report.

### **MARKET ACCESS AND MARKET DEVELOPMENT: *from local to global trade for small producers***

Responding to the strategic objective of building a trusted Fair Trade brand and strengthening WFTO, its membership basis and network, several major programmes were ongoing during 2009 with significant progress made: The Sustainable Fair Trade Management System (SFTMS), Communications and Branding, World Fair Trade Day, QMS, Regionalization and Fund Raising. All these projects are carried over from the previous year. Two of these projects culminated in spring: communications and branding, and World Fair Trade Day celebration.

### **Sustainable Fair Trade Management System (SFTMS)**

During the 10<sup>th</sup> Biennial Conference in Nepal, several issues around the SFTMS emerged during the AGM. Six major issues were decided to be addressed in the coming months of 2009, to wit:

1. Choice between open and closed system for the SFTMS;

2. Identify the indicators of the process against which the evaluation will occur;
3. Review and determine SCOPE and First Purchase choices and implications;
4. Review the pros and cons of WFTO relating to FLO and other certifiers (including logo/label use);
5. How to finance and market the SFTMS; and
6. Develop a communication strategy including the label.

A Working Group was convened by the members during the Nepal AGM to address these key issues. Chaired by Claribel David, the working group facilitated the discussions on these issues, and collected feedbacks from members and regions received by the Working Group. Five separate reports were circulated to members at the end of the year and posted on the [Members Only site](#).

#### SFTMS Progress Report:

- Second draft of the SFTMS was made public on the website and communicated to the members in March;
- Following the publication, internal and external stakeholders' consultations were executed consecutively to gather feedbacks for the development of the third and final draft;
- Coordination meeting of global and regional technical teams was held in Bangkok, Thailand in October;
- Trainers' Training participated by global, Africa and Latin America technical teams was held in Nepal in December;
- Pachacuti, one of the 12 pilots, became the first pilot to be certified under the SFTMS v2 process;
- Monitoring of pilots and documentation of lessons learned are in progress; and
- Drafting of Performance Indicators and Baseline Assessment Manual is carried out but to be finalised;
- Full report of the progress is published on the [Members Only site](#).

### **COMMUNICATION AND BRANDING: *building an innovative brand***

2009 saw the new brand identity of WFTO going public: the World Fair Trade Organization launched its new name, logo and website during 2009. At the end of 2009 the new brand name was extended to Asia, Latin America and Europe when the regional General Assemblies adopted WFTO Asia, WFTO LA and WFTO Europe respectively as their new names.

The new brand identity went public accompanied by the following components:

- The WFTO Logo – the new design is the evolution of the IFAT logo. New colours and layout were adopted;
- The branding guidelines (logo use and application guidelines);
- Reskin and new contents of the WFTO website with innovative image and updated information and graphical elements;
- World Fair Trade Day logo - a similar version of the WFTO logo was adopted for WFTDay;
- WFTDay deliverables including graphic design, core image and photos and videos;
- World Fair Trade Day website – a new website designed aligned with the WFTO brand as the main platform for 2009 WFTDay celebration and future celebrations. This website features marketing functionality for the WFTO and its members, such as: the FT100 Index; event listing; download centre for the public to access event and campaign materials for their own celebration; and a community/social networking page where



members and Fair Trade supporters can participate in a forum and post pictures and videos.

- Celebrity endorsements for the 2009 World Fair Trade Day: Archbishop Emeritus Desmond Tutu, Annie Lennox, Carlou D and Paul McCartney.

### **World Fair Trade Day: A big Day for the Planet!**

The World Fair Trade Day celebration in 2009 was historic not only for WFTO and Fair Trade but especially so for small producers. For the first time, the outreach of World Fair Trade Day was world-wide, positioning WFTO as the global network standing for small producers around the globe. The WFTD 2009 had the additional effect to position the new branding of WFTO world-wide.

The celebration was conceptualised to be loud and noisy as a wake-up call for the planet in favour of Fair Trade. Under the theme **'Big Bang!! Beat Poverty, beat the economic crisis, beat climate change'** WFTDay 2009 was materialized with drum beating activities, which made the more than 1.000 events a unique experience. Members and supporters of Fair Trade beat the drums for Fair Trade!

It was a record-breaking celebration with enormous outreach and impact delivering the core message of Fair Trade for small producers during the WFTDay 2009 celebration. A post-celebration evaluation and impact assessment revealed far outreaching impact:

1. WFT Day 2009 captured imagination and attention to Fair Trade and WFTO and other FT networks the world with:
  - Over 1000 events across 70 countries in all continents were registered;
  - High profile global supporters helping to capture worldwide interest in Fair Trade and WFTD (Archbishop Emeritus Desmond Tutu, Sir Paul McCartney, Annie Lennox, and Carlou D amongst others);
  - WFTO Regional Offices were actively engaged in mobilizing the regional members.
  - 1,366,877 website hits in May 2009;
  - WFTD linked to 1,900 sites around the world, bringing both the WFTO and WFTD to new audiences;
  - WFTDay connected with leading media partners (The Guardian, Al Jazeera and CNN) who showed interest in WFTD, WFTO (SFTMS);
  - An estimated 8.5 million people were touched by Fair Trade media coverage all over the world.
2. Event Impact. A survey to event organizers showed how the WFTD event impacted their organization and work.
  - In deciding whether an event was a success, respondents used the following indicators: 31% judged by participant's turnout, 28% on awareness raising, 12% on sales and 29% various.
  - 65% thought their goals were achieved fully, while 31% thought it almost achieved their goals.
  - 75% of respondents engaged in retail activities considered WFTDay had positive impacted on sales;
  - 85% of the events achieved publicity of which 40% attracted significant amount of publicity, 12% ranked the publicity attracted very highly (gave the highest score possible);
  - 40% of event organizers attracted sponsorship, the majority of which come from Fair Trade retailers, local councils and local shops.

## **WFTO participation at major Fair Trade events and exhibitions**

WFTO Global participated as one of the major partners of: the Second European Fair Trade Fair in Lyon, France on 2-4 October; the Global Sourcing Marketplace in London, UK on 20-21 November; and the Ethical and Fair Trade Market Place (ETFAM) in Eindhoven, the Netherlands on 17-20 September. The participation was backed by the new brand identity and positioning of WFTO, which saw itself positively reinforced by the public, especially from the entrepreneurs.

Special mention goes to the Dutch Association of World Shops (DAWS) for funding the participation of the southern regions during the ETFAM Trade Fair. With DAWS assistance, COFTA, WFTO Asia and WFTO Latin America had their own respective booth, which enabled them to profile their region and members, and as part of the WFTO family.

## **ADVOCACY: *Engaging Policy Makers in Fair Trade***

WFTO is one of the networks which integrate the Fair Trade Advocacy Office (FTAO). The FTAO is a Brussels based office in charge of advocacy and lobbying speaking out for Fair Trade and trade justice, aiming to improve the livelihoods of marginalized producers and workers.

The office is a joint initiative of:

- World Fair Trade Organization (WFTO Global)
- Fairtrade Labelling Organizations International (FLO)
- European Fair Trade Association (EFTA)
- Network of European World Shops (NEWS!), which integrated into WFTO Europe in 2009.

The Fair Trade Advocacy Office (FTAO) was very successful in putting Fair Trade on the agenda of European policy makers.

## **European institutions supportive of Fair Trade**

One of the main activities of the Fair Trade Advocacy Office in 2009 was a “*Pledge for Fair Trade*” campaign, which focused on Member of Parliament elections to the European Parliament (June 2009). The campaign aimed at assuring that the European Parliament remains an institution supportive of Fair Trade. 459 candidates signed the pledge, thanks to the involvement of Fair Trade Organizations at national level, 61 of the signers have been elected Members of the European Parliament. All new MEPs have received an information package on Fair Trade, which included the Fair Trade demands for the European Parliament 2009 – 2014 and have been invited to join the European Parliament Working Group on Fair Trade, with the first meeting already taking place in 2009. The work agenda includes Fair Trade Public Procurement, the EC Communication on Fair Trade, the EC budget and possible events.

The **Council of the European Union** recognized Fair Trade as a priority area for Policy Coherence for Development, 17 November 2009. This was part of the follow-up to the EC Communication on Fair Trade. FTAO published a press release for further information.

The **European Economic and Social Committee** (EESC) issued an Opinion on Fair Trade food, recognizing the Fair Trade movement definition and achievements. FTAO participated in working group meetings and roundtables.

The **European Economic and Social Committee** (EESC) also decided to prepare a new Opinion on Fair Trade as follow up to the EC Communication on FT. FTAO participated in several working group meetings submitting comments and proposals.

The **Committee of the Regions** (CoR) decided end 2009 to draft an Opinion on Fair Trade as follow up to the EC Communication on Fair Trade. FTAO has closely liaised with the “rapporteur” of the Opinion, participated in an initial fact finding process, presented a proposal and was present at a special CoR meeting in Sweden.

**Fair Trade Public Procurement** – FTAO, together with the EFTA Public Affairs project, has been closely following the developments of the EC guidelines for Social Public Procurement. The office developed an advocacy strategy for Fair Trade movement (in Europe) to motivate local authorities to send support letters to the EC expressing their support of Fair Trade public procurement.

**EU development cooperation:** FTAO followed the developments of the development aid fund of one million Euros for Fair Trade projects in the EU budget with briefings to the Fair Trade networks. The office is working on an overview of the actual spending of the funds.

In parallel, **Europe Aid** (EC development cooperation agency) developed internal guidelines on Fair Trade for the use of EC delegations worldwide. FTAO exchanged communication and maintained several meetings giving input to the guidelines.

**Review of the ACP Cotonou Agreement:** Following earlier contacts, the ACP Secretariat contacted the FTAO to ask for input for the ACP Cotonou Agreement revision commencing in 2010. FTAO developed the ACP FT demands document and had a meeting with the ACP Secretariat to discuss this further.

## **International Organizations and Fair Trade**

The **Ethical Trade Fact Finding Process** was set up by a number of stakeholders (International Standards Organization (ISO), consumer organizations, FTAO and ISEAL to deliberate on the possible need of ISO standards in this area. FTAO is part of the Steering Committee of this process. A round table was organized in The Hague (October 2009) which concluded that consumers need tools to make informed purchasing decisions in the field of ethical trade, the process has not finalized.

**WTO** – The FTAO developed an internal briefing document for the WTO Ministerial Meeting, December 2009 in Geneva, collecting input from experts within the FT movement. It also published a FTAO press release: The WTO ministerial in Geneva lacked commitment to address adequately challenges such as the economic crisis, the food crisis or climate change.

**Planning the future global advocacy** – FTAO developed a common global Fair Trade Advocacy Strategy.

In parallel, FTAO has been coordinating an advocacy project “*Towards greater voice of small producer organizations in trade policies & practices,*” which is a joint advocacy initiative with COFTA, WFTO-Latin America and WFTO-Asia as partners, funded by Cordaid. FTAO has been responsible for the communication with the partners and donors, development of a training toolkit and training manual. Advocacy meetings took place with participation of the partners in Ecuador, Bangladesh, Nepal and Senegal.

## **Communications and Networking**

**Aid For Trade publication:** The FTAO and ICCO published ‘*Aid for Trade: Is the EU helping small producers to trade their way out of poverty?*’

**Communications:** In 2009, 3 newsletters and various press releases were published. During 2009, the FTAO communication policy with internal and external actors has been reviewed and adapted

Although media work was not a priority, FTAO did appear in the media, including some articles on the EC Communication on Fair Trade, WTO Ministerial and Aid For Trade publication. FTAO coordinator appeared in a video link for CTA and the FTAO Policy Officer was interviewed on TV in Senegal (facilitated by COFTA).

**Networking:** FTAO participated in a number of meetings of wider civil society including the NGO trade expert meeting in Brussels; social platform conference; meetings with Vía Campesina; Fair Trade Forum India; Alternative Trade Mandate and gave input to the Spring Alliance Manifest. FTAO presented the work of the office at larger Fair Trade events, including the Nepal Global Conference of WFTO, the Lyon Fair Trade Fair, Fair Trade UK, Oxford, and a Fair Trade event in Madrid.

**FTAO Board:** In 2009, four Board meetings were celebrated two Steering Committee Meetings and four ISO advisory groups meetings. The office was financed by contributions from the networks.

**Staff:**

- Sergi Corbalán – Coordinator
- Hilary Jeune – Policy Officer
- Intern – Anne Liekenbrock (Feb 09 – Aug 09) Lena Brommer (Sept 09-Feb 10)

**Future of the FTAO office:** Discussions have been initiated during 2009 on a future new set-up for the Fair Trade Advocacy Office as independent office.

## 5 REGIONALIZATION AND THE REGIONAL NETWORKS: *Fair Trade around the World*

### AFRICA

#### Cooperation for Fair Trade in Africa (COFTA)

Member Organizations: 92

Individual Associates: 3

Regional Office: Nairobi, Kenya

In 2009, the COFTA members were not spared from the impact of the global financial crisis that trickled down to an economic crisis in several countries. Many producers experienced decrease in incomes due to diminishing orders from the Northern customers.

Despite this gloomy economic background, COFTA continued to build on the progress made in previous years, most significantly from the year 2008. In sum, 2008 was a defining year that shaped the course of 2009. The *Agenda for Change* and the vision of a strong global network moved COFTA towards a strategic objective to make Africa a strong regional network. COFTA translated this commitment to Africa into a clear focus on the following strategic pillars: Organizational Growth and Development, Network Development, Fair Trade Monitoring and Certification, Member Development and Market Access, and Advocacy and Lobbying.

#### Organizational growth and development

Committed to setting up a strong organization poised for increased growth and development, COFTA developed the *Strategic Plan for 2010 to 2012*. The strategic plan was the outcome of a review process. Progress and accomplishments made by the region since its establishment in 2005 were evaluated, and the recent advancements in the Fair Trade movement in the regional and global levels were incorporated to re-plan and re-organize its thrusts for the next three-year period.

To realize the strategic plan's vision of "*Africa, a continent freed from poverty and trade injustices*," a strategic planning process was conducted. The planning process, spearheaded by a leading consultant in Africa, involved members and country networks that provided feedback and information that shaped the strategic plan. Their involvement was the critical part of the whole process to ensure full participation of stakeholders to promote ownership of the strategic plan.

COFTA also engaged fully in the development of clear and effective *systems and structures*. In 2009, COFTA has a well defined structure and governance system. It has 8 good functioning staff that took care of the whole operation of the region and a board with well defined governance function.

#### Network development

COFTA, as a network, continued to increase its numbers in both the regional and country level. During 2009 COFTA successfully registered 20 new members.

Towards increased visibility for COFTA, two important international meetings in 2009 were participated:

- The World Trade Organization (WTO) Ministerial Conference in Geneva – Switzerland. COFTA made critical contacts with relevant African NGOs and CSO actors and became a WTO accredited NGO.
- The "*Social/Solidarity Economy Conference*" of the International Labour Organization (ILO) in Johannesburg – South Africa, about "*Africa's Response to the Global Crisis*."

These two international meetings gave COFTA the opportunity to influence policy makers through presentation of the Fair Trade agenda focus on African context. The region continued to strive for more visibility through the media. Several media in Africa and Spain featured COFTA and its members.

COFTA joined the global celebration of the World Fair Trade Day by organizing various activities with members and country networks. The celebration was a great opportunity in network building. Members, partners and government agencies and its officials in various African countries were involved and collaborated in various activities of the WFTD.

### **Fair Trade Monitoring and Certification**

Responding to the trends of the global Fair Trade movement, significant steps were made to ensure that the African members and the region can cope with the latest development in Fair Trade. Three key steps were engaged: improvement of the monitoring system, working on the Internal Control Systems, and supporting the pilots of the Sustainable Fair Trade Management System (SFTMS).

**Monitoring.** To ensure members' compliance with the Fair Trade standards, the role of the regional monitoring officer was enhanced. The monitoring officer plays an active part in the collection and review of self assessment reports (SARs), and in assisting new members in their compliance.

**Internal Control Systems (ICS).** COFTA continued the provision of Internal Control System audits in 2009 with producers in Southern Africa. With the support of the Dutch Association of World Shops (DAWS), three producer groups in Swaziland (Ngwenya Glass, Tintsaba, and Swazi Candles) were assisted in the ICS process. Relevant information were gathered and can be useful to carry out informed decision.

**Sustainable Fair Trade Management System (SFTMS).** With support from the Belgian Technical Centre (BTC), the SFTMS project was launched to assist 30 pilot organizations in five countries (Uganda, Tanzania, Rwanda, South Africa and Senegal). The region was also active in the development of the SFTMS by attending project meetings (Nepal and Thailand) and has provided feedbacks (from African experience) during the internal and external stakeholders consultations.

### **Member development and market access**

COFTA remained focused on providing needed skills development training to African producers to allow them to be more competitive in the market.

The *Rwanda Producers Support Project*, with assistance from the Shared Interest Foundation and the BIG Lottery Fund UK, made concrete outcomes. By the end of 2009, 18 graduates of the program were certified as master trainers who are experts on enabling small and medium enterprises and business development. These trainers will be using their newly acquired skills to train producer groups on capacity building. A training manual, designed according to Rwandan context, was completed and will be used by the trainers for their upcoming work. To institutionalise the vocation of helping small Rwandan producers, the 18 graduates formed an organization called Business Consultancy Group. The group will not only help handicraft producers but will also work with other sectors to access effective business development and counselling services in order to improve performance.

COFTA also launched the *Market Access Program (MAP)*, supported by Misereor - Germany and the Ferguson Fund of Traidcraft Exchange. This program is currently working with 22 organizations in East Africa to assist them in: identifying challenges related to product quality,

design, production efficiency and management system; matching producers with relevant Business Development Providers; and marketing support for their products.

Together with other regions WFTO Asia and WFTO Latin America, COFTA took part in the Ethical and Fair Trade Fair (ETFAM) in September in Eindhoven, the Netherlands.

### **Advocacy and Lobbying**

The year commenced for COFTA's advocacy and lobbying with the participation in the World Social Forum 2009 that was held in Belem, Brazil from the 27th of January to the 2nd of February. COFTA held workshops that provided a forum for the presentation of COFTA Advocacy & Lobbying activities, as well as on the impact of Fair Trade in Africa. The workshops were well attended with one workshop attracting over 45 participants from across the globe. COFTA also participated jointly with the World Fair Trade Organization (WFTO) in a presentation promoting the rights of small-scale producers.

COFTA successfully launched its COFTA Advocacy Office in Dakar, Senegal and hosted by COFTA member Interface Trading. The advocacy office will serve a coordination role for COFTA's advocacy activities. It will also serve to provide a much needed bridge for COFTA between the Anglophone and Francophone Africa. Apart from the office, COFTA was also able to recruit and hire a Program Manager dedicated to advocacy and lobbying.

With the establishment of the advocacy office in Senegal, COFTA developed a 3-year advocacy strategy that will guide the actions of the network and provide clear direction for action. The overall vision of the strategy is to support small producers (through the Regional network) to become powerful contributor and agent of change in addressing poverty alleviation, climate change adaptation and sustainable development.

## **ASIA**

### **WFTO Asia**

Member Organizations: 113

Individual Associates: 7

Regional Office: Quezon City, Philippines

The year 2009 is the commencement year of the five-year *Agenda for Sustainable Growth* strategic plan for WFTO Asia, which was approved during the Sri Lanka Conference in October 2008. The plan has four priority cornerstones set to achieve development of members in the region: strengthening the network, membership development and growth (MDG), the new trading model (NTM) and capacity building in support of the Sustainable Fair Trade Management System (SFTMS).

Growth has been achieved during the first 12-month implementation of the *Agenda*. Five key areas are identified where growth has been gauged: *the Identity Business, the Linking Business, the Learning Business, the Voice Business and the Seal-of-Approval Business*.

### **The Identity Business**

In May 2009, Asia Fair Trade Forum, Inc. became World Fair Trade Organization – Asia (WFTO Asia). The institutionalization process of the regional office proceeded at a steady pace with the finalization of the following organizational documents: Code of Conduct and Ethical Practices for Asia Board of Directors, Communication and Model Development Strategy, and the drafting of Manual of Operations.

As part of the institutionalization process, the following were addressed:

- The Board and staff of the region received training to be able to perform effectively the respective functions while working as a team.
- Asia's Members Database was developed.
- Development of the new website [www.wfto-asia.com](http://www.wfto-asia.com) with the new WFTO brand.
- E-Newsletter has been upgraded to be relevant to the wider audience.
- The Board accepted Mr. Geethal Peiris, specialist in food products, as an external Invitee Director to assist in the development of Food Strategy for the Asia network.

The institutionalization of the regional office advanced together with the institutionalization of country networks in Asia. In 2009, there are 8 existing country networks: ECOTA Fair Trade Forum, Fair Trade Forum – India, Fair Trade Group Nepal, Thai Fair Trade Forum, Vietnam Fair Trade Forum, WFTO Indonesia, WFTO Philippines, and WFTO Sri Lanka Chapter. The regional office successfully piloted the Membership Application System from inquiries to approvals in Thailand and Hong Kong. The bottom-up membership application (from national level membership to regional) was piloted in Indonesia, Nepal and the Philippines using the Membership Application System to test the membership integration.

### **The Linking Business**

New Trading Model (NTM) Team of the WFTO Asia performed test cases for the US Market, the South-South Market, and the Business-to-Business (B2B) regional facility in order to have a preliminary understanding of target markets, and potentials of prospective and existing products from Asia. The groundwork for the model was developed using the profiling and mapping information gathered from three countries – Nepal, Bangladesh and the Philippines. The aim of NTM is to link members to markets.

### **The Learning Business**

The three-year project with Dutch NGOs, Cordaid and Dutch Association of World Shops (DAWS), entitled *“Asia Center of Excellence for Fair Trade: Strengthening Capacity of Small Enterprises to Access Markets”*, has been started in 2009 and was aligned to the strategic plan.

WFTO Asia took over the responsibility to develop the Financial Planning and Export Management System. The region explored two options for EMS: to purchase ready and customised software that is already available on the market, and the prospect of getting a software from vendors that could meet the cost and specification requirements. The e-commerce project is aligned to support the New Trading Model. In-country workshops have been conducted at various levels to come up with information to develop responsive e-commerce tools. The website will be equipped with the e-commerce tools and to respond to the NTM.

The Business SCAN program was revised and renamed to Program for Continuous Improvement. Training activities were conducted to affirm the usefulness and effectiveness of the program. The accreditation process and further implementation of the PCI have been suspended in the meantime to give way to the pilot SFTMS Baseline Assessment in early 2010.

### **The Voice Business**

The WFTO Asia developed the three-year Regional Advocacy Strategy as part of the one-year advocacy project called *“Towards a Greater Voice of Small Producer Organizations in Trade Policy and Practices.”* This advocacy project is implemented together with Fair Trade Advocacy Office (FTAO) in Belgium, and Southern regional counterparts COFTA for Africa and WFTO Latin America.

A research on best practices and exploration of market and policy engagement at the regional level was conducted to contribute to information sharing and development of FT practices. The study showed wealth of experiences in the Fair Trade arena within the region that can be



emulated by other organizations. This study will be published on the new WFTO Asia website sometime in 2010.

### **The Seal-of-Approval Business**

In preparation, WFTO ASIA spearheaded the SFTMS Standards and Baseline Assessment Training from 7 to 12 December 2009 in Kathmandu, Nepal with nine trained facilitators, four Quality Managers from four endorsed Fair Trade organization-members in Nepal, and observers from Africa, Latin America, and the WFTO Global Technical Team. Four Fair Trade Organizations (FTOs) out of the 26 pilot areas in Asia tried out the newly developed Baseline Assessment Manual (BAM).

## **EUROPE**

### **WFTO Europe**

European Member Organizations: 107

*Not all European member organizations have joined WFTO Europe*

Individual Associates: 30

Honorary Members: 2

Regional Office: Cordoba, Spain

European members of WFTO had decided back in 2006 during the European Regional IFAT Conference in Paris, France to establish the European network, the legal framework was officially registered in Belgium in April 2007 as an operational arm of the European region. WFTO Europe became operational in 2009, with the European office set up in Córdoba, Spain (1 May 2009).

It was a rewarding culmination of two years of hard work when the European region finally had their own office right in the heart of Cordoba, Spain with a beautiful view of the ancient monuments, next to the townhall. The new office was furnished with basic equipment, basic but functional and friendly. WFTO started with a team of 2 staff persons and had a well functioning team of three persons (Llanos Gómez as communication officer, Pilar Caballeros as administration officer and Manuel Sánchez Moreno as project manager) at the end of 2009. In June, the IFAT Europe had transitioned to WFTO Europe with a new website [www.wfto-europe.org](http://www.wfto-europe.org).

### **World Fair Trade Day**

Compared to previous celebrations, it is the first time Europe witnessed a widely publicised and popularly participated Fair Trade event. The WFTD 2009 celebration was enthusiastically participated by WFTO Europe members. More than 300 events were organized and participated by members and supporters of Fair Trade. European world shops had organized the main number of events, which were celebrated with an enormous diversity of activities from Fair Trade breakfasts and banquets, fashion shows and drumming sessions, children drawing contests, fairs and exhibitions of products, media events, coffee breaks, seminars and workshops of all sorts and many more were held. All these events were carried out with drum beating to attract public attention.

### **Board Meetings**

WFTO Europe celebrated several board meeting in 2009, the first one took place in Córdoba, Spain (24-26 March), with main topics such as: country updates on the Fair Trade situation in the different European countries, World Fair Trade Day, WFTO Governance and Advocacy were tackled among others. The second board meeting in 2009 took place in Denmark (16-17 June): The main items discussed were: revision of the work plan for 2009; the revision and update of the functioning of the WFTO Europe Board, its office in Cordoba and national Fair Trade dynamics; WFTO Global issues, the evaluation of the WFTO Europe AGM in Nepal and a follow-up of the

decisions made. WFTO Europe celebrated a skype conference (24 November): This online meeting was mainly focused on SFTMS and WFTO Global issues.

WFTO Europe hosted the WFTO Global Board of Directors meeting (November, 12-15). The Global Board met in Cordoba to discuss the Nepal AGM decisions, governance and operational status of the WFTO and the preparation of the EGM.

### **Retailers Seminar 18-20 September**

Almost 50 participants from 9 European countries (Austria, Denmark, Hungary, Italy, Malta, Poland, The Netherlands, Spain and the UK) participated in the retailers' seminar. The participants met to work on the services to be incorporated as part of the WFTO Europe region's services. The identified priorities were:

- Exchange programme for staff and volunteers
- Create a strong and big FT network in Europe
- Develop sustainable and professional business (linked to the below item)
- Top professional service with added FT value (Public Relations, design, etc.)
- Lobbying and advocacy
- Strong distribution channel
- Increase sales of FT products

The participants agreed to improve the business side of retailing.

### **EU project with local authorities**

The project *"European coalition between local authorities and the Fair Trade organizations to increase their economic and institutional impact"* funded by the EU began in 2009 to find ways in creating synergies and direct cooperation between the two groups. This project provides opportunities to continue existing efforts between local authorities and FTOs. A number of advantages for both FTOs and local authorities were identified, such as, the strengthening of working relationship to achieve mutually beneficial results on cooperation, and revival of the achievements of Spain and Italy, coherence in policies and bringing local authorities closer to the European FT networks. Guidelines on closer collaboration between FTOs (and its networks) and local authorities and a good practice guide to help everyone get to know better the respective works will be developed.

### **Members' activities in Europe**

- Conference on responsible Purchasing in Spain;
- Participation in the 2<sup>nd</sup> European Fair Trade Fair in France in October;
- Fair Trade Forum and Retailers Standards meeting in Sweden;
- Fair Trade Futures in the UK;
- World's Largest Fair Trade Coffee Break – two records were made in one year. The last record was set by Fair Trade organizations in the Netherlands led by the Dutch Association of World Shops (DAWS); and
- DAWS celebrated 40<sup>th</sup> anniversary whole year round

## **LATIN AMERICA**

### **WFTO Latin America**

Member Organizations: 50

Individual Associates: 3

Honorary Member: 1

Regional Office: Areguá, Paraguay

The priorities of the WFTO Latin America for 2009 were institutional development, market access, networking, advocacy and the participation in the development of the SFTMS.

### **Strategic Planning**

The WFTO Latin America workshop held in Quito contributed positively to the improvement of the operational process of the organization. It included representatives of 13 member organizations. The main achievement during the meeting was the development of a proposal of indicators for the Manual implementation of SFTMS.

In 2009 WFTO LA established a commercial office in Quito (Ecuador), in charge of indentifying market opportunities for the members.

### **Regional meeting**

In June 2009, WFTO-LA Asamblea General Ordinaria (Ordinary General Meeting) took place in Areguá (Paraguay). The meeting focused on the results of the last AGM in Nepal and the tasks of the region that were identified at the AGM.

### **National platforms**

At the end of 2009, Ecuador and Peru set up their “national platforms”, while Bolivia was close to achieving this goal.

### **“Mercado Justo” journal**

The Mercado Justo (Fair Market) Journal, the official publication of WFTO LA, received a major boost in 2009. Sister networks RELAT (Red Latinoamericana de Tiendas de Comercio Justo y Economía Solidaria) and EMS( Espacio Mercosur Solidario) joined in the editorial board of the journal to give more voice to the publication. Studies and special reports in various fields written by scholars and experts on trade justice, Fair Trade and solidarity economy were published in the journal. The main distribution in 2009 was through the electronic media. The journal maintained the translation into Portuguese and English.

### **SFTMS**

WFTO-LA had intensive discussions with its members in order to identify their expectations from the SFTMS during the international meetings. WFTO-LA President, Gabriela Frers participated in the Ad Hoc Working Group set up to analyze the four key points of the SFTMS. The WFTOLA had also contributed by giving two proposals: the cultural indicator and the proposed indicators in the manual implementation. These two components were later incorporated into the Draft 3 of the SFTMS.

### **Events and fairs:**

In 2009 WFTO-LA attended two international fairs (EFTAM Fair Trade fair, in Holland; and the European Fair Trade fair, in France) and several international meetings in San Salvador, Brazil, Nepal, Sweden, Chile, Holland and Peru.

## **NORTH AMERICA AND THE PACIFIC RIM**

### **WFTO Pacific**

Member Organizations: 26

Individual Associates: 10

Honorary Member: 1

Regional Office: Virtual

The WFTO Pacific region held a meeting in May in Kathmandu during the WFTO biennial conference, in which the members discussed the ongoing WFTO regionalization process and how it would integrate. After some discussion, it was decided to accept “World Fair Trade Organization – Pacific” (WFTO Pacific) as the formal name for the region, (though the nickname “CAJUNZ” has continued to be used widely).

We appointed a central contact person, Doug Dirks from Ten Thousand Villages USA, to ensure that membership applications from this region are distributed to in-country members for review and comment, and to ensure all existing members in the region are informed when new members are accepted, in preparation for taking on fuller implementation of membership matters in the future. Doug Dirks accepted the role. Doug was asked to keep track of his time taken and any costs involved, to inform further discussions on this issue at the next meeting.

The CAJUNZ members re-affirmed their desire to have a simple “virtual” presence in lieu of a formal structure and office, for the time being. Associate Anna Hutchens led the development of a simple regional informational website as a first step in this process.

Talei Goater from the Pacifika Fair Trade group based in Fiji, (not a WFTO member at the time), discussed with members her hopes that the Pacific Island nations could become involved in WFTO Pacific, and met with some of the CAJUNZ people to work on a way forward.

Initial discussions were also held between some Pacific and African members during the Nepal conference, to develop the idea that the 2011 WFTO Biennial conference could be held in Africa, jointly hosted by KEFAT (Kenya Federation for Alternative Trade) and WFTO Pacific.

2009 was a challenging one for most members’ retail businesses. The global financial crisis certainly affected sales in a negative way, and the impact continued to be evident throughout the year. Despite these difficulties many made significant progress in achieving their mission, including provision of additional orders and assistance to southern partners impacted by natural disasters in the Philippines, Indonesia and Haiti.

In March the Fair Trade Federation issued its latest biennial *Fair Trade Trends Report*, exploring the evolving work of Fair Trade Organizations in North America, and hosted its annual meeting for 160 Fair Traders from across North America in Portland, Oregon. In July the Federation launched a special section at the Los Angeles Gift Show with 18 Fair Trade Organizations exhibiting and two introductions to Fair Trade for buyers.

SERRV launched its new website for artisans: [www.ArtisanWork.org](http://www.ArtisanWork.org), and feedbacks on this initiative from around the world has been very positive. ArtisanWork.org is a site for artisans to learn about topics important to their work, and also to connect with others to share experiences, discuss challenges, and discover answers. As part of their commitment to helping artisan organizations access the information and resources they need, SERRV spent the previous year designing ArtisanWork.org, bringing together the best resources available, including learning modules, videos, manuals, and slideshows, and they’ve been getting a lot of good momentum going around this new site!

## 6. FINANCIAL REPORT

### WFTO - World Fair Trade Organization

#### BALANCE SHEET

	<u>31st December 2009</u>	<u>31st December 2008</u>
	€	€
<b>FIXED ASSETS</b>		
Tangible fixed assets		
Other fixed assets	8.925	9.314
Total tangible assets	<u>8.925</u>	<u>9.314</u>
<b>CURRENT ASSETS</b>		
Shares in capital	804	-
<b>Debtors and other receivables</b>		
Trade debtors	54.590	74.463
Other receivables	<u>24.155</u>	<u>126.140</u>
	78.745	200.603
Liquid assets	<u>221.631</u>	<u>378.200</u>
Total current assets	<u>301.180</u>	<u>578.803</u>
<b>CURRENT LIABILITIES, ACCRUALS AND DEFERRED INCOME</b>		
Creditors	97.562	-
Loans	61.646	-
Taxation and social security	17.404	29.813
Accruals and deferred income	<u>266.871</u>	<u>474.697</u>
	443.483	504.510
Current assets minus current liabilities	<u>-142.303</u>	<u>74.293</u>
Assets minus current liabilities	<u>-133.378</u>	<u>83.607</u>
<b>RESERVES</b>		
Fund for Advocacy Office Brussels	94.919	51.445
Other reserves	<u>-228.297</u>	<u>32.162</u>
	<u>-133.378</u>	<u>83.607</u>

WFTO - World Fair Trade Organization

STATEMENT OF REVENUES AND EXPENDITURES 2009

	Actual 2009	Budget 2009	Actual 2008
	€	€	€
<b>INCOME</b>	803.022	1.370.000	917.868
<b>EXPENSES</b>			
Employee expenses	167.724	172.000	239.950
Depreciation fixed assets	4.700	4.000	2.373
	4.700	4.000	2.373
Other operating expenses			
General expenses	138.678	75.600	43.869
Housing expenses	10.837	13.400	10.958
Activity expenses	690.550	1.086.000	726.621
	840.065	1.175.000	781.448
Total expenses	1.012.489	1.351.000	1.023.771
	-209.467	19.000	-105.903
Interest income and expenses			
Interest and similar income	372	-	9.216
Interest and similar expenses	-7.890	-14.000	-3.937
	-7.518	-14.000	5.279
<b>NET (DEFICIT) SURPLUS FOR THE YEAR</b>	<b>-216.985</b>	<b>5.000</b>	<b>-100.624</b>
<b>APPROPRIATION OF RESULTS</b>			
Fund for Advocay Office Brussels	43.474		12.466
Other reserves	-260.459		-113.090
	-216.985		-100.624

## **FINANCIAL SITUATION, 2009**

Financially, 2009 was a very challenging year. The continued expenditures on Branding and Communication, following and in accordance with the change of name to WFTO in 2008, were high. However, very limited funding was realized. The Board was fully aware of the consequences for the General Reserve, and the jeopardy it puts to the organization. In 2009 and 2010 several measures were taken to deal with this situation.

The cost of branding and communication by HOST Universal had been circa € 150,000 in 2008, as well as circa €265,000 in the first months of 2009. This was arranged, however, without proper funding. WFTO has paid in the first months of 2009 circa € 133,000 of the outstanding invoices of € 265,000. More could not be afforded without damaging the prospects of continuity of our organization. In June 2009 all activities of HOST on behalf of WFTO were stopped. Through loans invoices of HOST up to circa € 41,500 could be paid in July 2009. For the still outstanding amount as of July 2009, € 91,666, a payment schedule was agreed with HOST in September 2009. WFTO pays quarterly instalments till the debt is due March 31, 2011. The loans are to be paid back in January 2011 at the latest.

In July 2009 several major key personnel changes were recruited at the Global Office, also in the financial area. The accounting, that was outsourced, is since then done in-house. A monthly financial report is produced, first starting August 2009. Since July 2009 a planning and control cycles has been in place, to ensure adequate finances.

New financial policies and procedures were implemented in the second half of 2009. The Board approved the new financial policies at their meeting in Cordoba, November 11, 2009. Both the monthly reports and the new financial policies do contribute substantially to a better financial governance.

In 2009 several other measures were taken to strengthen the financial position of WFTO. Members, who were long overdue in paying their membership fees, were urged to pay. Furthermore, agreements were sought, and found, with the project partners on QMS (FLO and HIVOS) and SFTMS (Cordaid). Both projects are renewed into 2010.

On January 29, 2010, Cordaid also agreed to a bridging loan of € 90.000, to be used for core expenses in 2010. It will be repaid in the plan for SFTMS, Phase 2, within two years. WFTO will submit a plan to Cordaid.

Hivos approved an extension of the QMS project, with a budget of € 60.000 for 2010, and a plan to be submitted in 2010, for the remaining part of the deferred income to be repaid in 2011. Hivos was also willing to take care of the financials of the partner in the QMS project, FLO.

A cash flow overview has been drawn up for 2010 till 2012, which shows that liquidity of WFTO is adequate till November 2011.

### **Annual Accounts 2009**

WFTO has liabilities in access of its assets; however, the accounts have been prepared on the going concern basis, because of the above mentioned measures and agreements. The Board is of the opinion that the organization will be able to continue for at least twelve months from the date the accounts are approved.

This report was approved by the Board June, 2010 and signed on its behalf by

Lucas Caldeira, Board Treasurer

## **7. ACKNOWLEDGEMENTS**

### **BTC, BELGIAN TECHNICAL CENTRE**

BTC from Belgium agreed to provide grants to members from WFTO Latin America and COFTA to assist them to run SFTMS pilots with the objective to develop their capacities to meet the requirements of the SFTMS.

### **CORDAID**

WFTO expresses appreciation for the support Cordaid has been granting to WFTO, and for collaboration with the WFTO and the regions with the Sustainably Fair Trade Management project initiated in 2008 and continued in 2009, which aimed at improving market access for small scale producers, as well as for the support given to WFTO Asia, COFTA and WFTO LA for the small producers' advocacy project.

### **DAWS**

The Dutch Association of World Shops continued to support the WFTO directly and indirectly through the regional offices, as the organization has been doing for several years. WFTO is very thankful for the continued and committed support which has been financial as well as with professional assistance provided by Elsbeth Fabels, Project Certification Manager in relation to the QMS project.

### **FLO**

FLO continued to be a partner of the WFTO under the QMS project, and we thank our partner for the constructive collaboration on the QMS project and with the Charter of Fair Trade Principles implementation.

### **HIVOS**

WFTO would like to thank Hivos with appreciation for the collaboration and funding of the Quality Management System that continued throughout 2009, and for the committed support the donor has provided to WFTO over the past several years. Hivos' interest in sustainability for small scale producers is much appreciated.

### **LEVI'S STRAUSS FOUNDATION**

The Levi's Strauss Foundation provided a fund for three member organization to conduct a base line assessment under the SFTMS project, the fund was received at the end of 2008; many of the activities were carried out in early 2009. We thank the Levi's Strauss Foundation for their support.

**AND WE WOULD LIKE TO THANK OUR MEMBERS FOR THEIR INVALUABLE SUPPORT AND CONSTRUCTIVE COLLABORATION, AND DEEP COMMITMENT TO FAIR TRADE AND WFTO.**



## 8 MEMBERS' LIST (per region)

### Membership Types (MT\*)

FTO – Fair Trade Organization

FTSO – Fair Trade Support Organization

FTN – Fair Trade Network

Associate – Associate Organization

Individual Associates

Honorary Members

} with full membership rights and privileges

## AFRICA

### COFTA - Member Organizations

	Country	MT*
1. Aid to Artisans – ATA	Ghana	FTO
2. AFRICAN HOME CREATIVE HOMEWARE Agricultural Cooperative for Investment & Development in Salfest	South Africa	FTO
3. Governorate ( PAID)	Palestinian Authority	FTO
4. All S Africa Distributors CC	South Africa	FTO
5. Alternative Trade Network of Nigeria (ATNN)	Nigeria	FTO
6. AMWA	South Africa	FTO
7. Bamenda Handicraft Cooperative Society Limited	Cameroon	FTO
8. Batsiranai Craft Project	Zimbabwe	FTO
9. Bediya Cooperative Association	Palestinian Authority	FTO
10. Beit Jala Cooperative Society of Pressing Olives	Palestinian Authority	FTO
11. Bombolulu Workshops	Kenya	FTO
12. Bonda Art & Craft Centre	Zimbabwe	FTO
13. Bosinange Juakali Soapstone Group	Kenya	FTO
14. Cards from Africa	Rwanda	FTO
15. Cercle des Sécheurs (CDS)	Burkina Faso	FTO
16. Confection sur mesure (CSM)	Senegal	FTO
17. Cooperative des Producteurs Artisanaux de Butare (COPABU)	Rwanda	FTO
18. Cooperative of Farkha for the Production and the Marketing of Organic Olive Oil	Palestinian Authority	FTO
19. Cooperative Society for Productive Trees in West Jenin "Seila Al Harthia"	Palestinian Authority	FTO
20. Cooperative Artisanale de Couture Femmes de Marrakech	Morocco	FTO
21. Craft Aid Mauritius	Mauritius	FTO
22. Dancing Pots Ltd.	Rwanda	FTO
23. Deziign Incorporated	Zimbabwe	FTO
24. DIAOGO (taf taf)	Senegal	FTO
25. East Bani Zaid Society for the Production Organic Oil	Palestinian Authority	FTO
26. Egypt Crafts / Fair Trade Egypt Ltd	Egypt	FTO
27. Eswatini Swazi Kitchen	Swaziland	FTO
28. Fair Trade Producer Society (formerly Getrade (GH) Ltd - FPS)	Ghana	FTO
29. Farmers Own Trading Ltd.	Kenya	FTO
30. Fruits of the Nile Ltd.	Uganda	FTO
31. Getting Old Is To Grow Society (GOIG)	Tanzania	FTO
32. Global Mamas	Ghana	FTO
33. Gone Rural Pty Ltd	Swaziland	FTO
34. Handicraft Marketing Company Tanzania Ltd (MIKONO)	Tanzania	FTO
35. Holyland Handicrafts Cooperative Society	Palestinian Authority	FTO
36. Honey Care Africa Limited	Kenya	FTO
37. Institute for Community Partnership (ICP)	Palestinian Authority	FTSO
38. Interface Trading	Senegal	FTO

39.	Jabulani Jewellery CC	South Africa	FTO
40.	Jirmit Papyrus Group	Egypt	FTO
41.	Jouret Amra Cooperative Society for Organic Productions	Palestinian Authority	FTO
42.	Kagera Cooperative Union Ltd	Tanzania	FTO
43.	Kazuri 2000 Limited	Kenya	FTO
44.	Kenya Federation for Alternative Trade - KEFAT	Kenya	FTN
45.	Kenya Gatsby Charitable Trust	Kenya	FTSO
46.	Khoisan Trading Co Ltd	South Africa	FTO
47.	Kisumu Innovation Centre Kenya KICK	Kenya	FTSO
48.	Kwanza Collection Company Ltd	Tanzania	FTO
49.	Mabale Growers Tea Factory	Uganda	FTO
50.	Mace Foods Ltd	Kenya	FTO
51.	Machakos District Co-operative Union Ltd (MDCU)	Kenya	FTO
52.	Mango True Mirage Ltd.	Kenya	FTO
53.	Mapepa (or Hand Made Papers of Africa)	Zimbabwe	FTO
54.	Marvelous Flotea Co Ltd	Tanzania	FTO
55.	Molo Africa Natural Products (Pty) Ltd	South Africa	FTO
56.	Monda African Art Ltd	Kenya	FTO
57.	Mpanga Growers Tea Factory Co.Ltd	Uganda	FTO
58.	Muya Ethiopia PLC	Ethiopia	FTSO
59.	National Assoc. of Women's Organisations (NAWOU)	Uganda	FTO
60.	Ngwenya Glass (PTY) Ltd	Swaziland	FTO
61.	Nyabigena Soapstone Carvers Organization	Kenya	FTO
62.	Omba Arts Trust t/a Mud Hut Trading	Namibia	FTO
63.	Palestinian Agricultural Relief Committees (PARC) Fair Trade Department	Palestinian Authority	FTO
64.	Presbyterian Handicraft Centre (PRESCRAFT)	Cameroon	FTO
65.	RAVINALA SARL	Madagascar	FTO
66.	Rosecraft Ltd	Swaziland	FTO
67.	Salma Farmers Association	Cameroon	FTO
68.	San Arts and Crafts	Botswana	FTO
69.	Sindyanna of Galilee	Israel	FTO
70.	Smolart Self-Help Group	Kenya	FTO
71.	soleRebels [bostex plc]	Ethiopia	FTO
72.	Speciality Foods of Africa Pvt Ltd (Tulimara)	Zimbabwe	FTO
73.	Streetwires Artist Collective	South Africa	FTO
74.	Sunbula	Israel	FTO
75.	Swazi Candles (Pty) Ltd	Swaziland	FTO
76.	Swazi Indigenous Products	Swaziland	FTO
77.	Tabaka Riotoyo Youth Group	Kenya	FTO
78.	Teenage Mothers and Girls Association of Kenya (TEMAK)	Kenya	FTO
79.	Tell Cooperative Association for Squeezing and Selling Olive Oil	Palestinian Authority	FTO
80.	The Maasai Brand	Kenya	FTO
81.	Tintsaba Crafts (Pty) Ltd	Swaziland	FTO
82.	Township Patterns cc	South Africa	FTO
83.	Trade Aid Integrated	Ghana	FTO
84.	Trinity Jewellery Crafts	Kenya	FTO
85.	Turqle Trading	South Africa	FTO
86.	Uganda Crafts 2000 Ltd	Uganda	FTO
87.	Ukuvai Africa foods CC	South Africa	FTO
88.	Umtha jewellery	South Africa	FTO
89.	Undugu Fair Trade Limited (formerly Undugu Society of Kenya)	Kenya	FTO
90.	Vegetaux d'Ailleurs International	Senegal	FTO
91.	Wanasanaa Self Help Group	Kenya	FTO
92.	Waxit Pty Ltd	South Africa	FTO

## ASIA

### Asian Member Organizations

	Country	MT*
1. Ambala Hammocks	India	FTO
2. Ankur Kala	India	FTO
3. APFTI	Philippines	FTSO
4. Apikri	Indonesia	FTO
5. Aranya Crafts Ltd.	Bangladesh	FTO
6. Arhandicraft Trust	India	FTO
7. Artisans Association of Cambodia	Cambodia	FTSO
8. Arum Dalu Mekar (P.T.)	Indonesia	FTO
9. Asha Handicrafts Association	India	FTO
10. Asia Song Production Ltd.	Vietnam	FTO
11. Assisi Garments	India	FTO
12. Association for Craft Producers (ACP)	Nepal	FTO
13. Art 'n' Nature	Philippines	FTO
14. Bangladesh Hosto Shilpo Ekota Sheba Songshta (BaSE)	Bangladesh	FTO
15. Barcelona Multi-Purpose Co-op. Inc. (BMPCI)	Philippines	FTO
16. Belgharia Human Handicraft Development Society (BHHDS)	India	FTO
17. Bhaktapur Craft Paper Ltd. (BCP)	Nepal	FTO
18. Bhopal Rehabilitation	India	FTO
19. BODHI	India	FTO
20. Brac-Aarong	Bangladesh	FTO
21. C C Shroff Self Help Centre	India	FTO
22. CD CRAFT - Bethesda	Indonesia	FTO
23. Central Council of Disabled Persons (CCODP)	Sri Lanka	FTO
24. Ceylon Organic Spice Exports	Sri Lanka	FTO
25. Children-Nepal	Nepal	FTO
26. Community Crafts Assoc of the Philippines (CCAP)	Philippines	FTO
27. Community Friendly Movement (CFM)	India	FTO
28. CORR-The Jute Works	Bangladesh	FTO
29. Cottage Industries	India	FTO
30. Craft Link	Vietnam	FTO
31. CRC Exports Private Limited	India	FTO
32. Creative Handicrafts	India	FTO
33. Development Wheel (DEW)	Bangladesh	FTO
34. ECOTA National Fair Trade Network of Bangladesh	Bangladesh	FTN
35. Equitable Marketing Association (EMA)	India	FTO
36. Evangelical Social Action Forum ( ESAF) - Business Development Service	India	FTO
37. Fair Trade Forum India (FTF)	India	FTN
38. Fair Trade Group Nepal (FTG Nepal)	Nepal	FTN
39. Federation of South India Producer Associations (SIPA)	India	FTO
40. Get Paper Industry	Nepal	FTO
41. GODAVARI DELTA WOMEN LACE ARTISANS CO.OP COTTAGE INDUSTRIAL SOCIETY LTD.	India	FTO
42. Golden Palm Crafts	Sri Lanka	FTO
43. Gospel House Handicrafts Ltd	Sri Lanka	FTO
44. Grameen Crafts & Grameen Network Society	India	FTO
45. Green Net Cooperative	Thailand	FTO
46. Imagination	India	FTO
47. Indus Tree Crafts Ltd	India	FTO
48. International Foundation for Fairtrade And Development(IFFAD)	India	FTO
49. International Resources for Fairer Trade (IRFT)	India	FTSO
50. Jahanara Cottage Industries	Bangladesh	FTO

51.	KATAKUS Inc.	Philippines	FTO
52.	Kumbeshwar Technical School	Nepal	FTO
53.	Lanka Jatika Sarvodaya Shramadana Sangamaya	Sri Lanka	FTO
54.	Lao Sericulture Co. Ltd.	Laos	FTO
55.	Little Smile Organic Pvt. Ltd.	Sri Lanka	FTO
56.	Lombok Putri Cenderamata - Lombok Pottery Centre (LPC)	Indonesia	FTO
57.	Madhya Kalikata Shilpangan (MKS)	India	FTO
58.	Mahaguthi Craft with a Conscience	Nepal	FTO
59.	Mai Savanh Lao	Laos	FTO
60.	Mai Vietnamese Handicrafts MVH	Vietnam	FTO
61.	Manushi	Nepal	FTO
62.	Maya Organic	India	FTSO
63.	Mereville Trust	India	FTO
64.	MESH ( Maximizing Employment to Serve the Handicapped)	India	FTO
65.	Mitra Bali Foundation	Indonesia	FTO
66.	Naturveda Biotech Pvt Ltd	India	FTO
67.	Nepal Leprosy Trust	Nepal	FTO
68.	Network of Entrepreneurship & Economic Development (NEED)	India	FTN
69.	Noah's Ark International Exports	India	FTO
70.	Noakhali Rural Development Society (NRDS)	Bangladesh	FTO
71.	Oasis India	India	FTSO
72.	Orissa Rural and Urban Producers' Association (ORUPA)	India	FTO
73.	Oxfam Hong Kong	China	FTSO
74.	Panay Fair Trade Center	Philippines	FTO
75.	Pekerti Nusantara PT	Indonesia	FTO
76.	People's Org. For Dev. Import and Export (PODIE)	Sri Lanka	FTO
77.	Phontong/Camacrafts Handicrafts Cooperative	Laos	FTO
78.	Polle Unnoyn Prokolpo (PUP)	Bangladesh	FTO
79.	Preda Fair Trade Organisation	Philippines	FTO
80.	Pushpanjali	India	FTO
81.	Rehab Craft Cambodia	Cambodia	FTO
82.	SAFRUDI Social Action Foundation for Rural and urban development Inc./ Saffy Handicrafts	Philippines	FTO
83.	SAHAJ - An Organization for Women's Development	India	FTO
84.	Salay Handmade Paper Industries Inc (SHAPII)	Philippines	FTO
85.	Sana Hastakala	Nepal	FTO
86.	Sasha Exports Unit of Sasha Association for Craft Producers	India	FTO
87.	Self-Employed Women's Association (SEWA Lucknow)	India	FTO
88.	Selyn Exporters Ltd	Sri Lanka	FTO
89.	SHARE - Self Help Association for Rural Education and Employment	India	FTO
90.	Shilpa Trust	India	FTO
91.	Shriram Textiles	India	FTO
92.	SILENCE	India	FTO
93.	Siyath Foundation	Sri Lanka	FTO
94.	Southern Partners and Fair Trade Corporation (SPFTC/Trufood)	Philippines	FTO
95.	STOPstart Enterprises Pty Co, Ltd (Formerly Hagar on Time! - HoT!)	Cambodia	FTO
96.	Sundarban Khadi and Village Ind Society (SKVIS)	India	FTO
97.	Sungi Development Foundation	Pakistan	FTSO
98.	Tara Projects	India	FTO
99.	Teddy Exports	India	FTO
100.	Thai Tribal Crafts Fair Trade Co. Ltd.	Thailand	FTO
101.	ThaiCraft Fair Trade Company Limited	Thailand	FTO
102.	Thanapara Swallows Development Society	Bangladesh	FTO
103.	The International Network for Bamboo and Rattan (INBAR)	China	Associate
104.	Threads of Life	Indonesia	FTO

105. Threads of Yunnan/ Danyun Business Affairs Consulting Co. Training, Assistance and Rural Advancement NGO (TARANGO) - Handicraft Programme	China	FTO
106. Usha Handicrafts	Bangladesh	FTO
107. Vietnam Handicraft Research and Promotion Center	Bangladesh	FTO
108. Voluntary Health Association of India (VHAI)	Vietnam	FTSO
109. Wean Multipurpose Co-operative	India	FTO
110. WEAVE (Women's education for advancement and empowerment)	Nepal	FTO
111. Women's Skill Development Project Pokhara	Thailand	FTO
112. Zameen Organic Pvt. Ltd	Nepal	Associate
	India	FTSO

## EUROPE

### European Member Organizations

	Country	MT*
1. Africa House (JamboJambo)	Northern Ireland	FTO
2. Agrofair Benelux B.V.	Netherlands	Associate
3. Alternativa 3 S. Coop.	Spain	FTO
4. Alter Eco	France	FTO
5. ALTRAQUALITA - Piccola Soc. Coop. a Resons. Ltd.	Italy	FTO
6. Amandla	Netherlands	FTO
7. Arbeitsgemeinschaft zur Foerderung der Weltlaeden ARGE	Austria	FTN
8. Artisan Life Limited	United Kingdom	FTO
9. Artisanat Sel	France	FTO
10. Associazione Conges-Sistema Solidale Onlus (CONGES) - (Formerly Consorzio Giusto Etico e Solidale)	Italy	FTSO
11. Associazione Fair Watch - Cooperazione e Mondialità	Italy	FTSO
12. Associazione Generale Italia Commercio Equo e Solidale (AGICES)	Italy	FTN
13. Au-de lá des Frontières (ADDF)	France	FTO
14. Barbosa do Brasil	Netherlands	FTO
15. Bhcrafts doo	Bosnia and Herzegovina	FTO
16. Bishopston Trading Company	United Kingdom	FTO
17. Body Shop Foundation	United Kingdom	Associate
18. Boutic Ethic	France	FTO
19. British Association for Fair Trade Shops, The (BAFTS)	United Kingdom	FTN
20. Cafédirect Ltd	United Kingdom	FTO
21. Caritas-Fairtrade	Switzerland	FTO
22. Centrum Mondiaal (used to be called maiNIVAH-Nederlandse Imp. Vereniging Altern Handel )	Netherlands	FTN
23. claro fair trade plc	Switzerland	FTO
24. CONTIGO Fairtrade Gmbh	Germany	Associate
25. Coordinadora Estatal de Comercio Justo – CECJ	Spain	FTN
26. Comercio Alternativo Soc. Coop.	Italy	FTO
27. Craft Village UK Ltd	United Kingdom	FTO
28. Created (Formerly Tearcraft)	United Kingdom	FTO
29. CreSud spa	Italy	FTSO
30. CTM Agrofair Italy	Italy	FTO
31. CTM Altromercato	Italy	FTO
32. De Evenaar BV	Netherlands	FTO
33. dwp eG	Germany	FTO

34.	Ecoffins (former Weiming furniture)	United Kingdom	FTO
35.	Eine Welt Handel AG Austria	Austria	FTO
36.	EL PUENTE GmbH	Germany	FTO
37.	El Tucan GmbH	Switzerland	FTO
38.	En Gry og Sif	Denmark	FTO
39.	Equal Exchange Trading Ltd	United Kingdom	FTO
40.	Equo Mercato Societa' Cooperativa	Italy	FTO
41.	EQUOLAND Soc. Coop. a.r.l.	Italy	FTO
42.	European Fair Trade Association (EFTA)	Netherlands	FTN
43.	EZA Fairer Handel GmbH	Austria	FTO
44.	Divine Chocolate	UK	FTO
45.	FAIR	Italy	FTSO
46.	Fair Planet	France	FTO
47.	Fair Trade Denmark	Denmark	FTN
48.	Fair Trade Hellas	Greece	FTSO
49.	Fair Trade Norge as	Norway	FTO
50.	Fair Trade Original	Netherlands	FTO
51.	Fair Trading Ltd	Denmark	FTO
52.	Fairtraide Village	Switzerland	FTO
53.	Fédération Artisans du Monde	France	FTN
54.	Finnish Association of World Shops	Finland	FTN
55.	Fullwell Mill/Tropical wholefoods	UK	FTO
56.	Fundacion Adsis - Equi Mercado	Spain	FTO
57.	Gebana Ag	Switzerland	FTO
58.	GEPA The Fair Trade Company	Germany	FTO
59.	Global Crafts Europe Limited	United Kingdom	FTO
60.	IDEAS (Iniciativas de Economia Alternativa y Solidaria)	Spain	FTO
61.	IFOAM: Int. Fed. of Organic Agriculture Movements	Germany	Associate
62.	Individuell Människohjälp (SOIR Swedish Organisation for Individual Relief)	Sweden	FTO
63.	Intermón Oxfam	Spain	FTO
64.	International Kontakt / Fil Bleu	Denmark	FTSO
65.	Jambohut.com Ltd.	United Kingdom	FTO
66.	Koperattiva Kummerc Gust (KKG)	Malta	FTO
67.	La Compagnie du Commerce Equitable	France	FTO
68.	La Maison Afrique FAIR TRADE AB	Sweden	FTO
69.	Landelijke Vereniging van Wereldwinkels (DAWS)	Netherlands	FTN
70.	Lanka Lamai	Netherlands	FTO
71.	Libero Mondo Scs. Arl.	Italy	FTO
72.	Merkur Cooperative Bank	Denmark	FTO
73.	Natural NKUKU limited ( NKUKU)	United Kingdom	FTO
74.	North & South Fair Trade AB	Sweden	FTO
75.	OIKOCREDIT, Ecumenical Development Co-op. Society UA.	Netherlands	FTSO
76.	Oxfam GB	United Kingdom	FTSO
77.	Oxfam Ireland	Ireland	FTO
78.	OXFAM Magasins du Monde	Belgium	FTO
79.	Oxfam wereldwinkels Vzw	Bekgium	FTO
80.	Pachacuti	United Kingdom	FTO
81.	People Tree Ltd	United Kingdom	FTO
82.	PhytoTrade Africa	United Kingdom	FTSO

83.	Plate-forme pour le Commerce Equitable (PFCE)	France	FTN
84.	Roba Dell'Altro Mondo Soc. Coop.	Italy	FTO
85.	Sackeus AB	Sweden	FTO
86.	Sense Organics	Germany	FTO
87.	Shared Earth	United Kingdom	FTO
88.	Shared Interest Society Ltd	United Kingdom	FTSO
89.	Sjamma vzw – WereldModeWinkel	Belgium	FTO
90.	Solidaridad Internacional	Spain	FTO
91.	Solidar'Monde	France	FTO
92.	Stichting Sawa Hasa (Sawa Hasa Foundation)	Netherlands	FTO
93.	Swedish World Shops Association	Sweden	FTN
94.	Tahoua Import	Netherlands	FTO
95.	Tampereen Kehityskauppa	Finland	FTO
96.	Ten Senses (formally Integra Foundation)	Slovakia	FTO
97.	Textielwerkplaats Sari V.O.F.	Netherlands	FTO
98.	The House of Fair Trade (former Rattvis Handel)	Sweden	FTO
99.	The India Shop	United Kingdom	FTO
100.	The Worldshop Klotet in Lund	Sweden	FTN
101.	Top QualiTea -Tea Import and Consultancy	Germany	FTO
102.	Traidcraft Exchange	United Kingdom	FTSO
103.	Traidcraft Plc	United Kingdom	FTO
104.	Twin Trading	UK	FTO
105.	Van Verre	Netherlands	FTO
106.	Vhufuli Art Foundation	Netherlands	FTO
107.	Zaytoun Ltd.	United Kingdom	FTO

## LATIN AMERICA

### WFTO Latin America - Member Organizations

	Country	MT*
1. Accion creadora	Bolivia	FTO
2. AHA! Bolivia Srl	Bolivia	FTO
3. Allpa S.A.C.	Peru	FTO
4. APTEC PERU	Peru	FTSO
5. Artesanato Solidário	Brazil	FTO
6. Artesanias Loreto	Bolivia	FTO
7. Asociación Artesanal Señor de Mayo (ASARBOLSEM)	Bolivia	FTO
8. Asociación Biofruit Napoli	Colombia	FTO
9. Asociación Civil Promoción Indígena - Arte y Esperanza	Argentina	FTO
10. Asociación de Artesanos Q'Antati	Bolivia	FTO
11. Asociación Mujeres Microempresarias	Argentina	FTO
12. Asociacion solidaria de artesanias pachamama	Bolivia	FTO
13. Associacao Mundareu	Brazil	FTO
14. Camari	Ecuador	FTO
15. Candela Peru	Peru	FTO
16. Casa Romero	Mexico	FTO
17. Cataratas do Iguacu Produtos Organicos - Gebana Brasil	Brazil	FTO
18. CIAP-Intercrafts Peru SAC	Peru	FTO
19. Comparte	Chile	FTO
20. Coop. de Prod. Agropec. y Serv. Multl. de Trab. Bananeros del Sur- COOPETRABASUR	Costa Rica	FTO
21. Coop. Regional de Producción Agropecuaria La Sureñita (COREPROSUL)	Honduras	FTO

22. Cooperativa Campesina Apícola Valdivia (APICOOP)	Chile	FTO
23. Cooperativa Multiactiva Agroecológica Agrovida	Colombia	FTO
24. Coord. Latinoam. y del Caribe de Pequeños Productores del Com. Justo (CLAC)	Mexico	FTN
25. Coronilla S.A.	Bolivia	FTO
26. Corporación Grupo Salinas	Ecuador	FTO
27. Corporación RELACC ( Red Latinoamericana de Comercialización Comunitaria)	Ecuador	FTN
28. CreArte - International Fair Trade Company	Guatemala	FTO
29. Estacion A - Nucleo Cultural	Paraguay	FTO
30. Frutos de los Andes Fruandes Ltda	Colombia	FTO
31. Fundación Chol-Chol	Chile	FTO
32. Fundación Haciendas del Mundo Maya A.C.	Mexico	FTSO
33. Fundación Pro Pueblo	Ecuador	FTO
34. Fundación Silataj	Argentina	FTO
35. Fundación SINCHI SACHA	Ecuador	FTO
36. Fundación Solidaridad	Chile	FTO
37. Fundaglobal Fundación	Colombia	FTO
38. Importadora Exportador DELTA s.a.c. Peru	Peru	FTO
39. Instituto de Desarrollo Urbano – CENCA	Peru	FTO
40. Manos Amigas S.A.	Peru	FTO
41. Manos del Uruguay	Uruguay	FTO
42. Maquita Cushunchic (MCCH)	Ecuador	FTO
43. MINKA	Peru	FTO
44. Onda Solidaria	Brazil	FTO
45. Otro Mercado al Sur	Argentina	FTSO
46. SES Export S.R.L.	Uruguay	FTO
47. Unión de Comunidades Indígenas de la Región del Istmo RI (UCIRI)	Mexico	FTO
48. Unión Progresista Artesanal (UPA)	Mexico	FTO
49. Velas La Luciernaga/Asoc. Acciones p el Des. Poblacional (A.D.P.)	Honduras	FTO
50. Visao Mundial Brazil	Brazil	FTSO

## NORTH AMERICA AND THE PACIFIC RIM

### WFTO Pacific - Member Organizations

	Country	MT*
1. Aid to Artisans – ATA	United States	FTSO
2. Blue Hand LLC	United States	FTO
3. Commerce Equitable Oxfam-Quebec	Canada	FTO
4. Compagnie 2 Ameriks	Canada	FTO
5. Cooperative Coffees	United States	FTO
6. Earth Hero DBA Just Cashews	United States	FTO
7. Equal Exchange USA	United States	FTO
8. Fair Trade Association of Australia and New Zealand (FTAANZ)	Australia	FTSO
9. Fair Trade Company - People Tree Japan	Japan	FTO
10. Fair Trade Federation	United States	FTN
11. Fair Trade Resource Network	United States	FTN
	Papua New Guinea	
12. Forest Management and Product Certification Service (FORCERT)	Guinea	FTSO
13. Global Fair Trade Crafts Inc.	United States	FTO
14. La Siembra Co-operative Inc.	Canada	FTO
15. Level Ground Trading Ltd	Canada	FTO
16. MarketPlace: Handwork of India	United States	FTO
17. Nepali Bazar	Japan	FTO
18. New Internationalist Publications Pty Ltd (Australia)	Australia	FTSO
19. Oxfam Australia Trading Pty Ltd	Australia	FTO
20. Peacecraft	United States	FTO
21. SERRV International	United States	FTO
22. Ten Thousand Villages Canada	Canada	FTO



23. Ten Thousand Villages USA	United States	FTO
24. Trade Aid Importers Ltd	New Zealand / Aotearoa	FTO
25. World of Good Development Organization	United States	FTSO
26. World of good inc	United States	FTO

### Individual Associates

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47. Surendra Shahi
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49. Talei Goater
50. Tito Arunga
51. Ton Haas
52. Tony Hall
53. Vip Kumar Patel

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1. Carol Wills
2. Gerard Nickoleit
3. Frans Van der Hoff
4. Paul Myers

