

# 2012 Annual Report



2012

World Fair Trade Organization



The World Fair Trade Organization (WFTO) is the global network and advocate for Fair Trade, ensuring producers' voices are heard. WFTO will enable small producers to improve their livelihoods and communities through Fair Trade. The interests of small producers, especially small-holder farmers, artisans and workers, are the main focus in all policies, governance, structures and decision making within WFTO.

*Photo credit: GEPA, Germany*

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## 1. VISION AND MISSION OF THE WFTO

### OUR VISION: A SUSTAINABLE AND FAIR ECONOMY

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 small producers and promote social, economic and environmental sustainability through Fair Trade. The global movement is supported by responsible citizenship and business committed to a sustainable lifestyle, sustainable local economy and responsible consumption worldwide.

### OUR MISSION: FAIR TRADE

The World Fair Trade Organization (WFTO) is the global network and advocate for Fair Trade, ensuring producers' voices are heard. WFTO will enable small producers to improve their livelihoods and communities through Fair Trade. The interests of small producers, especially small-holder farmers, artisans and workers, are the main focus in all policies, governance, structures and decision making within WFTO.

## 2. MESSAGE OF THE PRESIDENT

Dear members!

“Fair Trade is a trading partnership, based on dialogue, transparency and respect, that seeks greater equity in international trade. It contributes to sustainable development by offering better trading conditions to, and securing the rights of, marginalized producers and workers – especially in the South. Fair Trade organizations (backed by consumers) are engaged actively in supporting producers, awareness raising and in campaigning for changes in the rules and practice of conventional international trade.”<sup>1</sup>

It is good to read from time to time the above global Fair Trade definition which was agreed by the 4 international Fair Trade network organizations in 2001. Preoccupied with the skirmishes of our daily work, we often forget about this definition and the real meaning of words like “partnership,” “transparency,” “supporting marginalized producers” or “awareness raising.” And some new players who have entered as traders into the Fair Trade market are so focused on their own consumers, that they have never been aware that this definition exists.



Rudi Dalvai  
WFTO President

<sup>1</sup> FINE definition of Fair Trade, approved in December 2001.



It is the joint responsibility of WFTO and its members, to make sure that this definition continues to be kept alive. It is in our shared interest to help each other to work in accordance with this definition, to comply with the Fair Trade principles and maintain our group reputation as Members of WFTO.

During 2012, WFTO has developed a new Guarantee System which in the future will guarantee the compliance of WFTO members with the WFTO Standard. This new System will help to guarantee the Fair Trade credentials of Fair Trade Organizations (FTOs) and contribute to establishing, at a global level, the identity of FTOs as described in the Fair Trade definition.

From the attached registered accounts, you can see that the financial recovery of WFTO is proceeding well. The resolutions, which were approved by the AGM in 2011, have been considered and many of the goals, which were set like the new governance system and the Guarantee system, have been reached. I am sure you will also agree that progress has been made with the improvement of transparency and communication.

But it is not time to sit back and to relax! The global financial crisis has affected the sales of Fair Trade products, especially in Europe. Several of our members informed us that they have been hit badly by the crisis, especially the handicraft sector that is suffering declining orders, some more than 30%. This is a tragedy for many small handicraft producers. We should not forget that if producers do not have orders, workers lose their jobs, and we have to stay focused and work strategically so we can remain in the market. There is no time for ego clashes and petty bickering.

The decreasing orders are a tragedy for the whole Fair Trade movement because it gives the impression that Fair Trade works only if the economy is doing well. This should not be accepted by us. We must be able to convince consumers that, especially in situations of financial crises, it is important to support marginalized producers because they are the people who are suffering the most and worst hit by economic crises for which they have no responsibility.

It is a big challenge for WFTO and its members to create further market opportunities for small producers and to give instruments which can help them approach new markets. We strongly believe, that the WFTO Product label, which we will be introduced in 2013, will become an important instrument to reach this goal.

Let me close this message by thanking the many people, who, mostly on a voluntary basis, have contributed on different levels to make WFTO a stronger organization. It is for sure, that Fair Trade without the professional contribution of many volunteers all over the world, especially in the Fair Trade shops, would never have been able to write the success story which has been written.

Rudi Dalvai  
WFTO President

### 3. WFTO IN 2012

Given the difficult environment due to the economic and financial crisis, the year 2012 was a challenging year for our members and the regional networks. The trade activity of members has become increasingly difficult and is putting serious constraints on the sustainability of producer and trade organizations.

The fiscal year closed with a positive economic development, with a substantial profit due to continued financial management based on strict budget control and severe austerity measures. This positive development has substantially improved the financial health of WFTO and is a good basis for long-term sustainability. Strict control of expenditure vis-à-vis budget and careful cash-flow control planning coupled with timely financial reporting and reliable book-keeping contributed to the positive closing of the fiscal year.

The core activity of the organization was focused during 2012 on priorities set by the 2011 AGM. The WFTO Board set up working groups for the development of the WFTO Governance structure; the WFTO Fair Trade system; the 2013 Rio conference preparation; WFTO Gender Policy and Fair Trade Towns. Committees were established to support operational implementation in the areas of Membership and Monitoring; Market Access and Market Development; Advocacy and Campaigning; Finances and Fundraising.

At the end of the year 2012 all five regions signed a Memorandum of Agreement with WFTO which clarifies the relationship between the global and regional networks and defines roles and responsibilities.

By end of the year, a total of 28 organizations joined the WFTO network. The number includes 9 organizations from Africa, 7 from Latin America, 6 from Asia, 4 from Europe and 2 from Pacific. A list of new members of the WFTO in 2012 is included below.

We had to say goodbye to 35 members, 17 organizations cited inability to pay the annual fee as the main reason for leaving WFTO. Due to global recession, many Fair Trade organizations suffered low sales that impacted their ability to pay membership dues.

We thank our donors for their generosity and continued trust in Fair Trade and WFTO. Special thanks go to the European Commission, CTM Altromercato and the Catholic Relief Services for the grants. We also thank individual donors for their contributions.

Since 2011, the WFTO operational structure is a Secretariat with three staff persons with dual functions due to austerity measures implemented throughout the fiscal year. Recruited internationally, the secretariat periodically received support from interns and volunteers.

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#### WFTO GOVERNANCE

Following the Mombasa AGM resolution on improved WFTO Governance, the Governance working group has worked with a set of documents and resolutions, which aim at improving the WFTO



Governance structure, including a Memorandum of Agreement WTO-Regions; a definition of roles and responsibilities of all governance levels, power and duties of the same; and other governance aspect such as control mechanisms; appeal procedures; transparency and accountability. A report and proposal of constitutional changes will be presented at the 2013 Rio Conference.

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## THE WTO FAIR TRADE GUARANTEE SYSTEM

Following the Mombasa AGM decision in May 2011, the Working Group that was formed in the same year to develop the new WTO Fair Trade Guarantee System has made significant developments in finalizing the structure, components and flow-chart of the new system which will be included in a comprehensive Handbook. A total of 11 pilots participated in testing the new system. The final version of the new system is set to be decided by members during the Annual General Meeting in Rio de Janeiro in May 2013.

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## REGIONAL CONFERENCES

As traditionally set, the regional chapters of the WTO held its respective regional conference with Asia as the host of the Annual General Meeting. The AGM in 2012 was held in Goa, India on 12 October 2012, following the Asia region's conference and annual meeting of members.

A list of WTO Agenda was circulated to all regions for discussion at regional conference. The agenda consisted of: WTO challenges (background paper for strategic discussion), WTO strategic plan discussion, discussions on governance resolutions approved at 2011 Mombasa AGM with an update from the governance working group, WTO Fair Trade System Working Group update, WTO Fair Trade Standard, Fair Trade Relationships, Fair Trade Retailer Standard and a general progress report on 2011 AGM resolutions.

## CORE SERVICES

## MEMBERSHIP AND MONITORING

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### MEMBERSHIP IN 2012

At the end of 2012, the WTO had 386 member organizations, 3 associate organizations and 48 individual associates in 71 countries. The 386 member organizations consist of the following: 335 Fair Trade Organizations, 25 Fair Trade Support Organizations and 26 Fair Trade Networks. In 2012 WTO proudly welcomes 28 new member organizations, slightly higher than in 2011 where we welcomed 26 new members; and 6 individual associates.

WTO welcomes its new member organizations and individual associates

*A Beautiful Story (The Netherlands), Asociación Terra Nostra (Costa Rica), Auomira Exports (India), Beadforlife Europe (France), Beas y tapia Ltda (Chile), Bethlehem Fair Trade Artisans (Palestinian*



*Authority), Cooperativa Delicias Criollas (Uruguay), Corporación Canto de Agua (Chile), Easy Africa Designs (Uganda), Fair Monkey (Sweden), Fair Trade Furniture Co Ltd (United Kingdom), From The Earth (Jordan), Havilak Company Ltd (Ghana), Indochine Natural Sdn Bhd (Malaysia), Last Forest Enterprises Pvt. Ltd. (India), Maroma (India), Nicaraocoop (Nicaragua), ONG Santa Maria de Buena Fe (Chile), Peoples Coffee (New Zealand)*

*Prosperity Candle (USA), Royal Knit SAC (Peru), Sadhna (India), Sanabora Design House Limited (Kenya), The Ants Craft Trust (India), Trashy Bags (Ghana), Wola Nani (South Africa)*

*WomenCraft (Tanzania), Zimele (South Africa)*

*We also welcome new individual associates: Eduardo Jerez Santibanez (Chile), Jonathan Rosenthal (USA), Mallikarjuna Iytha (India), Jutta Ulmer (Germany), Michael Wolfsteiner (Germany) and Dana Geffner (USA).*

While we welcome new members, WFTO had to bid farewell to 35 member organizations. Eighteen (18) organizations decided to withdraw their membership, and the 17 organizations were terminated by the Board due to failure to pay long overdue membership fees.

Most of the withdrawals were due to financial difficulties. Several Fair Trade businesses were strongly affected by the economic crisis that several FTOs were on the verge of closing shop and could no longer afford to pay the annual membership fee. In addition, member that underwent austerity budget to prevent bankruptcy had to evaluate whether or not the WFTO membership still offers high added value. Unfortunately, several have decided that this is not the case.

Membership termination was a hard decision that had to be made to comply with the WFTO constitution. Members who were in deep financial crisis have been offered the opportunity to settle the membership fee in installment basis, however many still had difficulties in settling their dues. The board members finally decided to terminate the memberships of 17 organizations. WFTO would like to express sincere appreciation to those who left WFTO for their cooperation and the dedication in the past years.

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## DECENTRALIZATION

By virtue of the Blankenberge AGM mandate on regionalization, which has at its core the commitment to strengthen the regional structures through the regionalization/decentralization process while at the same time strengthening WFTO's Membership and Monitoring system, the decentralization process was concluded in August where regions are now handling the membership applications and monitoring process. The decentralization harmonized the regional and global system into one robust system with the regions handling key relevant elements of the system globally coordinated by the WFTO Secretariat.

The decentralization process was started in 2011 and continued throughout 2012. In 2011, three regional chapters, WFTO Africa, WFTO Asia and WFTO Latin America have completed the decentralization training sessions, and in 2012, WFTO Europe and Pacific followed. The regional chapters



have adapted a toolkit (flow-charts, manuals, datasheet, reporting files) to ensure the basic quality management process are harmonized. Throughout 2012, the application and efficiency of this toolkit are continuously evaluated and monitored by the Secretariat.

Through Memorandum of Agreement (MoA) which is reviewed and agreed every year with each region, the following key points are understood:

The region operates under the brand and brand values of WFTO owned by the WFTO membership globally, with the WFTO mission and the Fair Trade principles being at the core brand values of WFTO.

The region will continue to apply the membership and monitoring policy, procedures and decentralization toolkit, which are currently implemented by WFTO.

The regional director and appointed staff person for handling Membership and Monitoring, will report to WFTO Secretariat in the manners agreed in the MoA.

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## ALIGNMENT

The WFTO AGM 2011 in Mombasa resolves that all members of WFTO should be members of their respective regional organization and vice versa. This alignment process refers to putting together the regional and global membership into one membership structure. This means that all WFTO Regional members who are not members of WFTO (Global) have to apply to become a member of WFTO (Global), and vice versa. Consequently, member organizations that do not wish to be aligned, are required to withdraw from (both) membership and could only join the country network where available.

Therefore, in order to fulfill this resolution, in 2012, the Secretariat and the regional chapters have sent out communications and invitation letters to encourage the members to go through this alignment process as soon as possible.

By the end of 2012, all members of WFTO Latin America and WFTO Pacific were successfully aligned, whereas only a small number of WFTO Europe members still need yet to be aligned. However, progress still has to be realized in the other regions where 79 member organizations from Asia and 20 member organizations from Africa are still required to go through this alignment process.

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## MONITORING

The year 2012 achieved a record-breaking number of approved SARs. By December, 114 SARs were approved, a record in the entire history of the WFTO. SAR backlogs and the number of members with long overdue SARs were dramatically reduced. The decentralization (harmonized system) and the good cooperation of the regions contributed mainly to the high turnover of processed SARs. The individual identification of members with long overdue SARs also helped in addressing the low rate of SAR submission. Through systematic, regular SAR reminder, higher submission rate was also achieved in 2012.





The number of organizations for termination was greatly reduced that the board decided to give these organizations more time to fulfill monitoring obligation. A considerable number of members with long overdue SAR still poses a challenge in the coming year. But with the current cooperation between the regions and the secretariat, this challenge is deemed manageable in the coming months.

The regional offices and its staff deserved a special mention for their cooperation and hard work, not only in monitoring but also in addressing membership applications. Despite being understaffed, the regional offices have given membership and monitoring work a number one priority.

## COMMUNICATION: THE WFTO BRAND OF FAIR TRADE

The WFTO brand is a force to reckon with in the international Fair Trade movement. But there is still more work to be done to communicate to the public the unique qualities of the WFTO Brand, that unique strain of Fair Trade that promotes the transformation of business operation and international trading according to the principles of Fair Trade. Specifically, the WFTO brand of Fair Trade puts empathizes on the transformation of business practices to be compliant with the 10 Fair Trade Principles prescribed by the WFTO to any organization desiring to be recognized as a Fair Trade Organization. Work to achieve this goal has been a challenge due to limited resources and austerity measures, but good and steady progress is still achieved as presented in the subsequently sections of this report.

### EXTERNAL COMMUNICATIONS

The central theme of the external messaging is the mission of the WFTO and its unique brand of Fair Trade. The main tools used are online channels. It is a cheap and fastest way to reach out target audience. The website, e-newsletter and the social media are our primary channels. As the public face of the WFTO, the website received a total of 6,558,668 hits with 634162 total visitors. Compared to 2011, there is 10% increase in the number of visits in 2012. WFTO's presence in the social media has dramatically increased. The Facebook 'likes' have increased by 30%, from 13,156 to 17138. Twitter followers have increased by 52%, from 6,000 to 9,105.

### INTERNAL COMMUNICATIONS

The Chief Executive's weekly communication was changed to fortnightly to reduce the traffic of emails that members received. Regular updates on finance, membership and monitoring, Fair Trade Guarantee system and other relevant topics were sent through the fortnightly communication, as well as through the monthly newsletter, the Update.

The monthly issue of the Update featured monthly theme. The regions were featured in the later part of the year starting in August. The feature celebrated the unique characteristics of the regions. The regional theme also featured pressing issues of the regions.

## WORLD FAIR TRADE DAY 2012

The theme of the 2012 World Fair Trade Day celebration was all about the day itself, about the reasons of Fair Trade and why we celebrate it. This year's theme is centered on going back to the reasons of the celebration, to rethink why we celebrate a day for Fair Trade. Celebrating in their own communities, WFTO members led the celebration from local to the national in more than 70 countries. WFTO members have proven, yet again, as leaders in the movement. Members have reported good participation turnout during their celebrations. Celebrating together with our members were business stakeholders, public stakeholders, international non-profit organizations and national organizations.

For the first time, a president of a country celebrated World Fair Trade Day with us in 2012. President Evo Morales of Bolivia, together with Vice President Alvaro Gracia Linera and some cabinet officials, attended the Bolivian celebration organized by WFTO members Asociación Artesanal Señor de Mayo (ASARBOLSEM) and Judith Condor Vidal. President Morales and Vice President Linera enjoyed a hearty Fair Trade breakfast with Bolivian Fair Trade Organizations and businesses. There was a forum that followed after the breakfast where the president and his officials discussed issues on Fair Trade.

In Nepal, a bright celebration of candles took place in an evening celebration participated by Nepali fair traders, public officials and businesses.

Norwegian fair traders, supporters and consumers broke the record of the largest group of people in one giant Fair Trade underpants. A total of 172 people managed to fit in a giant pink underpants. The previous record holder was United Kingdom.

In Bethlehem, our Palestinian members organized the largest Fair Trade exhibition ever in Palestine. World-class products like olives, olive oils, other olive products, Palestinian handicrafts and many more were displayed.

The WFTDay global celebration is an initiative of the WFTO as the advocacy and marketing tool to disseminate Fair Trade as an effective and efficient contribution to poverty alleviation and the fight against economic crisis and climate change. We thank the regional offices and staff who work tirelessly to make the celebration another successful WFTO event.

## MARKET ACCESS AND MARKET DEVELOPMENT

Included as part of WFTO's strategy to realize its mission to help small, marginalized producers through greater market access, the organization has been aggressively promoting its brand of Fair Trade for more market recognition of members and their products. It is one of the core agenda of the WFTO in its external communications to promote the WFTO's brand of Fair Trade.

The World Fair Trade Day celebration is our tool to communicate our brand to the public. The coordinated worldwide celebrations have been a powerful venue of the WFTO to inform the public about our mission of helping small producers and our vision of a trade justice and greater equity in international trading.



With the generous assistance of OpenEntry, WFTO's registered members acquired online visibility through the WFTO Marketplace ([www.WFTOMarket.com](http://www.WFTOMarket.com)).

The social media continued to be our potential tool to reach out the online community. WFTO has a growing online mass base. This is one venue where we are successful in promoting our brand as part of the greater market access campaign.

## PROJECTS: THE WFTO FAIR TRADE GUARANTEE SYSTEM AND GEO FAIR TRADE

### THE WFTO FAIR TRADE GUARANTEE SYSTEM

The WFTO Fair Trade Guarantee System Working Group carried out intensive work on the finalization of the new system. The WFTO Fair Trade Standard is the core element of the architecture of the new system, which is design to be more affordable for small producers. This new system will allow compliant members of the WFTO to use the WFTO Label on their products.

Internal consultations were conducted to provide additional knowledge in the development of the new system. Tool and guidelines were finalized for the piloting of the new system to start in the following year. An external multi-stakeholders consultation was also planned for the next year. Feedbacks of the external consultations and the lessons of the pilots will be presented along with the new system during the 2013 WFTO Conference in Rio de Janeiro, Brazil.

Thanks to the generous support received from CTM Altromercato and the Fair Trade Program of Catholic Relief Services (CRS), work on the finalization of the new system was made possible. The financial support helped the working group to hire professional services of consultants and for their physical and virtual meetings. The members of the Working Group are: Rudi Dalvai (WFTO President, WG chair), Allison Barrett (Working Group Coordinator), Carola Reintjes ( Chief Executive of WFTO), Florentine Meinhausen (IMO - expert in group certification), Vitoon R. Panyakul (GreenNet Thailand, standard setting and certification expert), Ram Bhat (SFTMS consultant), Jacqui MacDonald (Fair Trade Monitoring expert), Mike Muchilwa (Member, WFTO monitoring system expert), Alessandro Galardi (AGICES FT certification system consultant). Marlike Kocken (EFTA) and Catalina Sosa (Fundación Sinchi Sacha), could not continue their participation.

### GEO FAIR TRADE

The Geo Fair Trade Project was concluded in September with the submission of the financial and narrative reports to the Chamber of Commerce and Industry of Gers, the project's leader/coordinator. The WFTO participated in the project's final meeting in Auch, France. The final meeting discussed the project's deliverables and recommendations from the project partners. A new proposal for the continuation of the project was decided by the majority of the partners.



There are five work packages of the project, and WFTO is involved with the fifth work package, which is on dissemination of project information. As the only partner with wide membership base, the WFTO regularly informed its members on the evolution of the project. A webpage is dedicated on the website and updates of the project were included in the internal newsletter.

## THE REGIONAL NETWORKS

### WFTO AFRICA

#### MEMBERSHIP AND MONITORING

WFTO membership in Africa/Middle East stood at 99 compared to 91 in the previous year. Outstanding Self Assessment Reports (SARs) remained a challenge during the last three quarters of the year, but the status had tremendously improved thanks to concerted efforts by both the Global and Regional Secretariats. On membership alignment process, 9 out of 22 organizations had taken steps to acquire both regional or global membership, representing 40% success on the alignment front.

#### MARKET ACCESS AND MARKET DEVELOPMENT

Last year marked the end of a 3-year Market Access Project, conceived out of a joint partnership between WFTO Africa and Misereor. The project targeted East Africa Region, however some of the activities of the project benefitted producers from beyond the region. The project focused on participatory needs assessment, tailor made producer capacity building and participation in trade fairs. One of the closing events of the project was the participation of 23 producer organizations drawn from 10 African countries, at the Dortmund Fair, Germany. Earlier in the year, 17 producer organizations from East Africa also participated a trade fair in Stuttgart, Germany. An enduring lesson learned from the project is that it helped provide a unique platform for discussions and knowledge exchange, prepared participants to enter international trade shows, and these combined had boosted sales of the participating producer organizations. The regional office is aiming to profit the knowledge generated from the project by building on it in 2013 going forward.

#### STRATEGIC ALLIANCES

Among the partners that worked with the regional network during the period under review include Belgium Development Agency (BTC), Misereor, CTM, Micro Enterprises Support Programme Trust (MESPT) on issues around market access and market development. In addition, WFTO Africa partnered with the Organization for Security and Cooperation in Europe (OSCE) on a project to train women entrepreneurs from Afghanistan, Tajikistan and Azerbaijan and orient their products for the Fair Trade



market. WFTO Africa also worked with a number of local authorities from the regions through the Association of Local Authorities of Kenya (ALGAK) in developing project proposals around public procurement.

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## ANNUAL REGIONAL CONFERENCE/AGM

WFTO Africa held a successful Regional Conference/AGM in Arusha Tanzania from 17-20 September 2012. Fifty-three (53) delegates, including the WFTO president and CE, attended the meeting. The AGM elected a new Board comprising, (1) Lawrence Muze (Tanzania) Chair, (2) Gabriel Kamudu (Mauritius), Vice Chair (3) Josephine Mukasa (Uganda), Secretary, (4) Pieter Swart (South Africa), Treasurer (5) Sammy Makau (Kenya), Member (6) Misana Manama Misana (Tanzania), Member (7) Cynthia Dahdah (Lebanon), Member (8) Basma Issa Barham (Palestine), Member and (9) Karfa Diallo (Senegal), Member. The meeting through a resolution, petitioned WFTO Global Board to consider retaining Market Access Strategy in the proposed Strategic Plan. In 2013, COFTA is embarking on the development of Strategic Plan 2014-2017, redefining a roadmap to a strong and sustainable regional network, which is responsive to the aspirations of the membership.

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## SECRETARIAT

A 3-member team was responsible for the implementation and day to day running of the network. Six country networks, namely, Rwanda Forum for Alternative Trade (RWFAT), Kenya Federation for Alternative Trade (KEFAT), Uganda Federation for Alternative Trade (UGAFAT), Swaziland International Fair Trade Association (SWIFT), WFTO –South Africa, and Tanzania Federation for Alternative Trade (TANFAT) continued to provide the much needed closure contact and local platform for the producers.

## WFTO ASIA

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### WFTO ASIA 10<sup>TH</sup> YEAR ANNIVERSARY

The year 2012 marked the 10th year anniversary of WFTO Asia (formerly Asia Fair Trade Forum). To highlight the event, WFTO Asia started a search for Outstanding Fair Trade Organizations called REWARD ASIA, to recognize Fair Trade Organization members that demonstrated excellence in making Fair Trade work better for the disadvantaged small producers, farmers and artisans.

The search had two categories -- Craft and Food. Creative Handicrafts from India won the title of Outstanding Fair Trade Organization in Craft category, among three other finalists (in alphabetical order) – Corr the Jute Works from Bangladesh, Danyun from China and Sana Hastakala from Nepal. However, no winner emerged for the food category. The WFTO Asia Board of Directors has approved a policy manual that would guide Fair Trade Organization members of WFTO Asia desiring to be recognized for its outstanding efforts in Fair Trade. The search will be held every two years.

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## MEMBERSHIP EXPANSION



The new MRS was launched in December 2012 during the Fair Trade Open House of WFTO ASIA. Under the new MRS, WFTO ASIA provides venue for the active participation of interested volunteers, who 'FRIENDS of FAIR TRADE.' Anyone can become a member of Friends of Fair Trade. To join, a potential candidate will undergo a screening process by filling up an application form. Successful candidate will receive ID and privilege cards and a kit. The kit includes the directory of members and Fair Trade stores or shops in Asia. WFTO ASIA collects US\$5 (excluding delivery charges via courier and post) for an annual Friendship Fee. The US\$5 payment is for the following costs: I.D. (US\$0.40), Kit (US\$1.60), admin cost (US\$2), and savings for program (US\$1). WFTO Asia Friends of Fair Trade Policy Manual is now ready for use by Country Networks and Fair Trade Organizations that wish to increase their number of advocates.

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#### WFTO MEMBERSHIP AND MONITORING ACTIVITIES

Seventy-four (74) out of 122 WFTO members in Asia have up-to-date SAR. WFTO Asia aims to have a 100% updated SAR before the end of March 2013. Three membership applications were endorsed for approval, while there were three applications on the pipeline at the closing of the year.

WFTO Asia Office human resource was composed of 4 full-time staff, 2 part-time staff, and 3 Volunteer-Interns (2 from France and 1 from Germany) who assisted in developing the Framework on Fair Trade Community Development and Framework on the Implementation of Friends of Fair Trade.

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#### WFTO ASIA 2012 BIENNIAL CONFERENCE AND ANNUAL GENERAL ASSEMBLY

The WFTO Asia 2012 Conference was held in Bogmallo Beach Resort, Goa, India from 9 to 12 October 2012, with a conference theme 'Launching the Sustainability Chain, Asia Conference on Building Consumer Confidence for Fair Trade.' The conference was hosted by Fair Trade Forum India.

Several relevant issues were discussed such as sharing strategies that would bring Fair Trade closer to the general public and to promote sustainability as a viable tool to strengthen business models. A guest speaker from the European Commission (EC) shared their views about sustainable consumption and production. The EC sees that sustainable production, which is the essence of Fair Trade, goes hand in hand with sustainable consumption.

The Fair Trade business has proven to become a successful model for sustainable development based upon the experience of some of the successful Fair Trade organizations like Creative Handicrafts, SEWA in India, Danyun in China, among others. However, current efforts in Asia to achieve sustainability are often isolated and no support from key actors. Fair trade organizations, for instance, have their own sustainability agenda separate from consumers, retailers and governments' and vice versa. The conference discussed the gap by providing a platform for key actors discuss and find solutions to achieve concerted effort.

Over 200 delegates from 22 countries from around Asia, as well as other regions like the Americas, Africa and Europe were present during the three-day conference. These delegates are representatives of various Fair Trade organizations, producers, suppliers, retail associations, consumer groups, government representatives and other multilateral institutions.



The WFTO Asia Annual General Meeting followed the 3-day conference. Fifty representatives of member organizations were present. Highlights of the meeting: announcement and warding of the winner and three finalists for the Search of the Outstanding Fair Trade Organization and election of three Directors and joining of two others to the WFTO Asia Board of Directors. The 2012-2014 WFTO ASIA Board of Directors are: (Chitra Bahadur KC of New Saddle Nepal, President, Joshua Begbie of Crossroads Global Handicrafts Hong Kong, Secretary, Mallamma Yalawar of Sabala India, Treasurer, Johny Joseph of Creative Handicraft India, Asia Representative, Roopa Mehta of SASHA India, Independent Director of WFTO, Shah Abdus Salam of Development Wheel Bangladesh, Member Director, S.C. Mittal of Pushpanjali India, Member Director.

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## INTERNATIONAL AND LOCAL LINKAGES

The regional office spearheaded several activities leading to establishments of several international and local linkages. In March, the regional office celebrated International Women's Day with prominent organizations. WFTDay 2012 was celebrated in May with weeklong of activities, which was dubbed 'First Social Enterprise Week.' The regional office has conducted orientation on Fair Trade to two cities in the Philippines. Together with WFTO Member Katakus, the regional office conducted orientation on Fair Trade with local authorities in Panabo City, Philippines in August. Another orientation on Fair Trade was with organic farmers in Negros Occidental.

WFTO Asia and Philippines are co-organizers of the 2012 conference held in the Philippines. This conference is a preparatory event for the Global Solidarity Economy Forum in October 2013 to be held also in Manila, Philippines. Over 300 delegates from the different solidarity groups of social enterprises in the Philippines, Indonesia and Malaysia participated in the 2012 Solidarity Economy Forum held in Pampanga Philippines on October 26-27. Two members of WFTO Asia, Katakus and Bote Central, were among the organizations who shared their successful business models demonstrating solidarity, interdependence, people-to-people connectivity.

On 6-8 November, WFTO Asia was invited by the Department of Agriculture in the Philippines to talk about Organic plus Fair Trade with the presence of International Federation of Organic Movement (IFOAM) President Andre Leu as keynote speaker. Mr. Leu emphasized the trends in the global market for organic agriculture. Organic agriculture is based on the principle of health, ecology, fairness, and care. The principle of fairness emphasizes that those involved in organic agriculture should conduct human relationships in a manner that ensures fairness at all levels and to all parties - farmers, workers, processors, distributors, traders and consumers. Organic agriculture should provide everyone involved with a good quality of life, and contribute to food sovereignty and reduction of poverty. It aims to produce a sufficient supply of good quality food and other products. WFTO Asia aims to pursue this International linkage with IFOAM.

On 21-22 November, WFTO Asia and FLO were invited to inaugurate the Organic Festival in Negros Occidental, Philippines. The Fair Trade Task Force of Negros Occidental was initiated by the Governor of Negros Occidental to mainstream organic Fair Trade products in the region.

## WFTO EUROPE

From an operational point of view, the biggest event in Europe during 2012 was the move of the WFTO-Europe office to **Brussels** and the hiring of a new Coordinator, two decisions that followed certain human resources changes and the ambition to be both nearer to the European networks and institutions, and to facilitate WFTO-Europe's fundraising strategy.

Throughout the year, WFTO-Europe was involved in **several activities** mainly focused on: 1) representing the European Fair Trade organizations; 2) strengthening the organization and the movement; and 3) promoting Fair Trade in Europe (including campaigns and advocacy).

More concretely, 2012 was the year when this regional office began to handle **membership and monitoring** tasks on behalf of WFTO global, thus implementing the Memorandum of Agreement (MoA) on regionalization signed in August 2012. Having started later in the year, these quickly became one of the major regular tasks of the Office (27 SAR folders were transferred to WFTO-Europe in just 5 months). At the end of 2012, WFTO-Europe has 58 members (15 more compared to the number in 2011). European organization that are member of the WFTO (Global) in 2011 stood at 88.

WFTO-Europe was involved in around 10 project and grant applications during the year. One of these is the 3-year project on **"Advocating together for EU Fair Trade policies,"** which WFTO-Europe is a main partner, was approved in August 2012 and to be launched in early 2013.

The WFTO-Europe staff and/or Board were equally active on advocacy issues, the WFTDay2012, the Fair Trade Towns (FTT) campaign and the Beyond 2015 Fair Trade Campaign.

Throughout the year collaboration between the WFTO-Europe and the Fair Trade Advocacy Office (FTAO) was further deepened. WFTO-Europe continued its support to the FTAO and its advocacy work by paying its annual fee. A WFTO-Europe Board member attended all FTAO Board meetings, and the heads of staff of both organizations met on a frequent basis. WFTO-Europe also participated in another FTAO 'EU Advocacy Network' meeting, in Brussels.

The new WFTO-Europe Office in Brussels was also involved in 2012 WFTDay celebrations: among other activities, it issued its own Press Release, and gathered messages/slogans/photos via its social media and in a few 'partner events', the best messages later being attached to balloons on WFTDay2012. Additionally, the WFTO-Europe Board/staff participated in several FTT Coordinators' meetings during 2012, as well as in the 6th International FTT Conference in Poznan, Poland, and in the WFTO Working Group on the topic. WFTO-Europe has further been actively engaged in the Beyond 2015 Fair Trade Campaign, launched on 10 November 2012, in Poznan (PL): an initiative of the FTAO, it aims at putting Fair Trade on the agenda of the on-going discussions about the post-2015 development framework.

Finally, WFTO-Europe participated in several other meetings and events, such as: A documentary and debate on "Eradicating child labor in our chocolate: The need for ambitious EU action" (organized by the FTAO, at the European Parliament); The launch meeting of the Alternative Trade Mandate (ATM)





Alliance; The 2012 Fair Trade Breakfast at the European Parliament (organized by FTAO); and, The 2012 European Development Days (organized by the European Commission).

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## WFTO-EUROPE BOARD AND REGIONAL CONFERENCE AND AGM

The WFTO-Europe Board met 10 times during 2012 (online or physically) to address core issues of the European network, and in October Tadeusz Makulski was confirmed by the AGM as a new Board member. The Board also represented European positions on many occasions, namely during the WFTO Global Board meetings and AGM, and in the Governance Working Group.

The 2012 WFTO-Europe Conference and AGM took place on October 4-6, in Elspeet (The Netherlands), and marked a renewed engagement of members with WFTO-Europe's work. Among the most important decisions taken were: the Working Plan 2012/2013, the regional membership fees for 2013, the 2013 provisional budget, and WFTO-Europe's position on key WFTO global documents – especially the European feedback on the Retailer's Standard and 4 resolutions regarding the new Fair Trade (Guarantee) System.

## WFTO LATIN AMERICA

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### MEMBERSHIP AND MONITORING

The decentralization of Membership and Monitoring that was started in 2011 became in full swing in 2012. All applications and Self Assessments Reports in 2012 were being processed at the regional office. The LA regional office was among the first to implement the decentralization process.

Six members joined WFTO in 2012. We are very happy to welcome Fair Trade organizations from Costa Rica, Chile, Uruguay, Nicaragua and Peru.

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### MARKET ACCESS AND MARKET DEVELOPMENT

The regional office serves as the information exchange centre of Latin American members. Latest information on trade fairs, commercial activities in the region and other relevant information on market access are available at the regional office.

Buyers and potential business partners who would like to inquire product information or connect with members in the region are being facilitated by the regional office.

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### ADVOCACY

The regional office, through its Regional Representative Ana Asti, had struck a deal with the Government of Brazil to support the WFTO Conference in Rio de Janeiro.



The regional office has provided support to member organizations in the reproduction of advocacy materials provided by the Secretariat Office. The regional office, together with Paraguayan member Estacion A, organized several activities for the celebration of the World Day Fair Trade.

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## REGIONAL CONFERENCE

Due to lack of financial resources, WFTO Latin America could not carry out its Regional Conference and General Assembly. The regional meeting of members was postponed until May 2013 during the WFTO Conference in Rio de Janeiro.

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## STRATEGIC ALLIANCES

The regional office has finalized strategic alliances with FACES DO BRASIL and SENAES – Brazilian National Secretariat for Solidarity Economy and Fair Trade, a government institution under the Ministry of Work and Employment of Brazil, for the organization of the WFTO conference in Rio de Janeiro, as part of the Global Fair Trade Week, in the month of May 2013.

## WFTO PACIFIC

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### REGIONAL CONFERENCE

The regional conference was hosted by Cooperative Coffee in May in Montreal, Canada with twenty one people were in attendance. Issues of most interest for the meeting were discussions on implications of the recent split between Fairtrade USA and FLO and the relevance of WFTO for members especially in difficult times.

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### MEMBERSHIP AND MONITORING

Tony Hall took over in the role from Doug Dirks as (unpaid) Membership and Monitoring Officer for Pacific Rim in September 2012. Thanks to Doug for all his good work. There are currently 5 applications for WFTO in process. One, Dr. Bronners has been submitted to the Board for approval, and one, Prosperity Candle, was admitted in 2012. There are currently 23 members of WFTO Pacific Rim. The other major activity was the updating of the SARs (Self Assessment Reviews) by December 31st 2012 for current members. Most are now submitted, with a couple outstanding waiting for 3rd party audits etc.

The Fair Trade Federation welcomed 29 new members in 2012 and 6 members thus far in 2013, bringing our total to 241 members. While our overall number of members has remained relatively flat from 2011, we've seen a 10% or so increase in sales among existing members (as measured by member dues.) So, we see a slow but steady pace of growth in the market.

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## MARKET ACCESS AND MARKET DEVELOPMENT

SERRV International and MarketPlace: Handwork of India began a partnership in March of 2012 aimed at increasing sales for both organizations. SERRV is now doing customer service and fulfillment for the MarketPlace catalog. This partnership should result in increased orders and work for the artisans in India that are part of the MarketPlace network. SERRV also expects to work with other partners during 2013 to increase its clothing offerings. Together, SERRV and MarketPlace distribute almost one and three quarter million catalogs each year. Both organizations experienced double digit sales growth in 2012 and look forward to expanding the partnership in 2013.

Global Crafts has seen steady growth over recent years in overall business (averaging 15% per annum). While we think there is a lot of market potential in the US, we are struggling with a discount focused consumer mindset that seems to be becoming more and more pervasive. We continue to fail at developing a consumer brand and therefore find ourselves reliant on third party sales channels, who do not share our values. The pressure on price points and discounting along with cost increases in almost every aspect of our business is putting increasing pressure on margins. To date we are able to handle this through growth that spreads some costs, however at some point we will have to deal with this issue. We have not seen any notable increase in consumer awareness of Fair Trade, while we have seen significant increases in “Fair Trade” vendors entering the marketplace. The lack of balance in the growth of the market and the availability is a cause for concern, and we find ourselves increasing moving towards a mainstream customer base. In general we feel that we are doing well within a difficult economic environment.

The Ten Thousand Villages, USA, store network grew from 75 stores to 78 (we opened 4 new stores and closed one underperforming store). Despite the new store openings, our overall sales remained flat. The overall sluggish economy in the US seems to have affected the volume of traffic walking into our stores across the country. We believe there is still huge potential for new Ten Thousand Villages retail stores in many areas of the country and there is big potential for ecommerce growth (online sales). Ecommerce is now 5% of our sales and we think it can easily become 10 to 15% of our sales in the next few years.

Trade Aid Importers, New Zealand, saw increased growth in sales of food products but handcrafts sales were very flat. A new shop fit out has been developed and sales in the 5 shops with the new look are seeing double digit sales growth. This new look will be rolled out to other shops over the next two years.

## FINANCIAL REPORT

### BALANCE SHEET 2012

	<u>31<sup>st</sup> December 2012</u>	<u>31<sup>st</sup> December 2011</u>
	€	€
<b>FIXED ASSETS</b>		
<b>Tangible fixed assets</b>		
Other fixed assets	2.475	3.775
Total tangible assets	<u>2.475</u>	<u>3.775</u>
<b>CURRENT ASSETS</b>		
<b>Shares in capital</b>	945	926
<b>Debtors and other receivables</b>		
Trade debtors	54.080	51.982
Other receivables	15.518	7.302
	<u>69.598</u>	<u>59.284</u>
<b>Liquid assets</b>	86.988	82.972
Total current assets	<u>157.531</u>	<u>143.182</u>
<b>CURRENT LIABILITIES, ACCRUALS AND DEFERRED INCOME</b>		
Creditors	24.562	8.811
Loans	71.000	79.453
Taxation and social security	11.406	8.305
Accruals and deferred income	92.730	123.043
	<u>199.698</u>	<u>219.612</u>
Current assets minus current liabilities	<u>-42.167</u>	<u>-76.430</u>
Assets minus current liabilities	<u><u>-39.692</u></u>	<u><u>-72.655</u></u>
<b>LONG TERM LIABILITIES</b>		
Long term liabilities	48.000	94.000
<b>RESERVES</b>		
Other reserves	-87.692	-166.655
	<u>-87.692</u>	<u>-166.655</u>
	<u><u>-39.692</u></u>	<u><u>-72.655</u></u>



## STATEMENT OF REVENUES AND EXPENDITURES 2012

	<u>Actual 2012</u> €	<u>Budget 2012</u> €	<u>Actual 2011</u> €
<b>INCOME</b>	<u>395.934</u>	<u>390.428</u>	<u>441.162</u>
<b>EXPENSES</b>			
<b>Employee expenses</b>	145.998	150.000	187.954
<b>Depreciation fixed assets</b>	<u>2.918</u> 2.918	<u>2.000</u> 2.000	<u>2.863</u> 2.863
<b>Other operating expenses</b>			
General expenses	24.947	55.500	37.531
Housing expenses	9.589	15.500	11.405
Activity expenses FTAO	3.000	3.000	3.000
Activity expenses WFTO	<u>131.936</u>	<u>131.093</u>	<u>135.481</u>
	<u>169.472</u>	<u>205.093</u>	<u>187.417</u>
Total expenses	<u>318.388</u>	<u>357.093</u>	<u>378.234</u>
	77.546	33.335	62.928
<b>Interest income and expenses</b>			
Interest and similar income	750	2.000	962
Interest and similar expenses	<u>667</u>	<u>2.000</u>	<u>-7.932</u>
	<u>1.417</u>	<u>2.000</u>	<u>-6.970</u>
<b>NET (DEFICIT)/SURPLUS FOR THE YEAR</b>	<u><u>78.963</u></u>	<u><u>35.335</u></u>	<u><u>55.958</u></u>

## LIST OF WFTO MEMBERS IN 2012

### Membership Type:

FTO – Fair Trade Organization

FTN – Fair Trade Network

FTSO – Fair Trade Support Organization

FTAO – FT Associate Organization

Individual Associate

### Region: AFRICA

Organization Name	Country	Membership Type
African Home Creative Homeware	South Africa	FTO
Agricultural Cooperative for investment & development in Salfeet Governorate ( PAID)	Palestinian Authority	FTO
Agroseed	Senegal	FTO
Alternative Trade Network of Nigeria (ATNN)	Nigeria	FTO
Bamenda Handicraft Cooperative Society Limited	Cameroon	FTO
Baobab Batik (PTY) Ltd	Swaziland	FTO
Batsiranai Craft Project	Zimbabwe	FTO
Bawa La Tumaini Ltd	Kenya	FTO
Bediya Cooperative Association	Palestinian Authority	FTO
Beit Jala Cooperative Society of Pressing Olives	Palestinian Authority	FTO
Bethlehem Fair Trade Artisans	Palestinian Authority	FTO
Bombolulu Workshops	Kenya	FTO
Bosinange Juakali Soapstone Group	Kenya	FTO
Cards from Africa	Rwanda	FTO
Confection sur mesure (CSM)	Senegal	FTO
Cooperative of Farkha for the Production and the Marketing of Organic Olive Oil	Palestinian Authority	FTO
Cooperative Rurale "Maam samba" de Ndem	Senegal	FTO
Cooperative Society for Productive Trees in West Jenin "Seila Al Harthia"	Palestinian Authority	FTO
Craft Aid Mauritius	Mauritius	FTO
Dr. Marie Dialo Laboratoire	Senegal	FTO
East Bani Zaid Society for the Production Organic Oil	Palestinian Authority	FTO
Easy Africa Design	Uganda	FTO
Egypt Crafts / Fair Trade Egypt Ltd	Egypt	FTO
E-shop Africa Company Ltd	Ghana	FTO
Eswatini Swazi Kitchen	Swaziland	FTO
Fair Trade Lebanon	Lebanon	FTO
Fair Trade Producer Society (formerly Getrade (GH) Ltd - FPS)	Ghana	FTO
From The Earth	Jordan	FTO
Gafreh	Burkina Faso	FTO

Getting Old Is To Grow Society (GOIG)	Tanzania	FTO
Glenart Trading (Pty) Ltd	South Africa	FTO
Global Mamas	Ghana	FTO
Gone Rural Pty Ltd	Swaziland	FTO
Gourmet Gardens Ltd	Uganda	FTO
Handicraft Marketing Company Tanzania Ltd (MIKONO)	Tanzania	FTO
Havilak Company Ltd	Ghana	FTO
Hilina Enriched foods processing center p.l.c.	Ethiopia	FTO
Holyland Handicrafts Cooperative Society	Palestinian Authority	FTO
Honey Care Africa Limited	Kenya	FTO
Hooligans Kids Clothing	South Africa	FTO
Institute for Community Partnership (ICP)	Palestinian Authority	FTSO
Jabulani Jewellery CC	South Africa	FTO
Jirmit Papyrus Group	Egypt	FTO
Jouret Amra Cooperative Society for Organic Productions	Palestinian Authority	FTO
Kagera Cooperative Union Ltd	Tanzania	FTO
Kazuri 2000 Limited	Kenya	FTO
Kenya Federation for Alternative Trade - KEFAT	Kenya	FTN
Khoisan Trading Co Ltd	South Africa	FTO
Kisac Fair Trade Ltd	Kenya	FTO
Kisumu Innovation Centre Kenya (KICK)	Kenya	FTO
Kwanza Collection Company Ltd	Tanzania	FTO
Mace Foods Ltd	Kenya	FTO
Machakos District Co-operative Union Ltd (MDCU)	Kenya	FTO
Mango True Mirage Ltd.	Kenya	FTO
Mapepa (or Hand Made Papers of Africa)	Zimbabwe	FTO
Marvelous Flotea Co Ltd	Tanzania	FTO
Monda African Art Ltd	Kenya	FTO
Mpanga Growers Tea Factory Co.Ltd	Uganda	FTO
Muya Ethiopia PLC	Ethiopia	FTSO
National Association of Women's Organisations (NAWOU)	Uganda	FTO
Ngwenya Glass (PTY) Ltd	Swaziland	FTO
Nyabigena Soapstone Carvers Organization	Kenya	FTO
Omba Arts Trust	Namibia	FTO
Palestinian Agricultural Relief Committees (PARC) Fair Trade Department	Palestinian Authority	FTSO
Perfection Plus Ltd	Kenya	FTO
Presbyterian Handicraft Centre (PRESCRAFT)	Cameroon	FTO
Rain	South Africa	FTO
Ravinala Sarl	Madagascar	FTO
Rosecraft Ltd	Swaziland	FTO
Rozzika Garden Centre Limited	Kenya	FTO
Sabahar Private Limited Company (PLC)	Ethiopia	FTO
Salom Enterprises	Kenya	FTO
San Arts and Crafts	Botswana	FTO
Sanabora Design House Limited	Kenya	FTO

Sindyanna of Galilee	Israel	FTO
Smolart Self-Help Group	Kenya	FTO
soleRebels [bostex plc]	Ethiopia	FTO
Streetwires Artist Collective	South Africa	FTO
Sunbula	Israel	FTO
Swazi Indigenous Products	Swaziland	FTO
Teenage Mothers and Girls Association of Kenya (TEMAK)	Kenya	FTO
Tell Cooperative Association for Squeezing and Selling Olive Oil	Palestinian Authority	FTO
The Basecamp Maasai Brand	Kenya	FTO
Tintsaba Crafts (Pty) Ltd	Swaziland	FTO
Township Patterns cc	South Africa	FTO
Trade Aid Integrated	Ghana	FTO
Trashy Bags	Ghana	FTO
Trinity Jewellery Crafts	Kenya	FTO
Turqle Trading	South Africa	FTO
Uganda Crafts 2000 Ltd	Uganda	FTO
Umtha Jewellery	South Africa	FTO
Undugu Fair Trade Limited (formerly Undugu Society of Kenya)	Kenya	FTO
uSisi Designs	South Africa	FTO
Vegetaux d'Ailleurs International	Senegal	FTO
Vukani-Ubuntu Community Development Projects	South Africa	FTSO
Wola Nani	South Africa	FTO
WomenCraft Social Enterprise	Tanzania	FTO
Yakanaka Design (Pvt) Ltd	Zimbabwe	FTO
Zimele Developing Community Self Reliance	South Africa	FTSO

## Region: ASIA

Organization Name	Country	Membership Type
Ankur Kala	India	FTO
APFTI	Philippines	FTSO
Apikri	Indonesia	FTO
Aranya Crafts Ltd.	Bangladesh	FTO
Artisans Association of Cambodia	Cambodia	FTN
Arum Dalu Mekar (P.T.)	Indonesia	FTO
Asha Handicrafts Association	India	FTO
Asia Song Production Ltd.	Vietnam	FTO
Assisi Garments	India	FTO
Association for Craft Producers (ACP)	Nepal	FTO
Au Lac designs	Vietnam	FTO
Auromira Exports	India	FTO
Baladarshan	India	FTO
Bangladesh Hosto Shilpo Ekota Sheba Songshta (BaSE)	Bangladesh	FTO
Barcelona Multi-Purpose Co-op. Inc. (BMPCI)	Philippines	FTO
Bhaktapur Craft Paper Ltd. (BCP)	Nepal	FTO
Bhopal Rehabilitation	India	FTO
BODHI	India	FTO



Brac-Aarong	Bangladesh	FTO
C C Shroff Self Help Centre	India	FTO
Cangzhou Yuji Zhenhuafa Charcoal Company Ltd	China	FTO
CD CRAFT - Bethesda	Indonesia	FTO
CFM Market Linkages P Ltd (formerly Community friendly Movement)	India	FTO
Children-Nepal	Nepal	FTO
Community Crafts Assoc of the Philippines (CCAP)	Philippines	FTO
CORR-The Jute Works	Bangladesh	FTO
Cottage Industries	India	FTO
Craft Link	Vietnam	FTO
Craftbeauty Workshop	Vietnam	FTO
CRC Exports Private Limited	India	FTO
Creative Handicrafts	India	FTO
Development Wheel (DEW)	Bangladesh	FTO
ECOTA National Fair Trade Network of Bangladesh	Bangladesh	FTN
Equitable Marketing Association (EMA)	India	FTO
Evangelical Social Action Forum (ESAF) - Business Development Service	India	FTO
Fair Trade Forum India (FTF)	India	FTN
Fair Trade Group Nepal (FTGN)	Nepal	FTN
Federation of South India Producer Associations / SIPA	India	FTO
Freeset Bags and Apparel Private Limited	India	FTO
Get Paper Industry	Nepal	FTO
Godavari Delta Women Lace Artisans Coop Cottage Industrial Society Ltd.	India	FTO
Golden Palm Crafts	Sri Lanka	FTO
Gospel House Handicrafts Ltd	Sri Lanka	FTO
Green Net Cooperative	Thailand	FTO
Habitat Integrated Pakistan	Pakistan	FTO
Hold The Future Centre	Vietnam	FTO
Imagination	India	FTO
Indochine Natural Sdn Bhd	Malaysia	FTO
International Foundation for Fairtrade And Development(IFFAD)	India	FTO
International Resources for Fairer Trade (IRFT)	India	FTSO
Jahanara Cottage Industries	Bangladesh	FTO
KATAKUS Inc.	Philippines	FTO
Kumbeshwar Technical School (KTS)	Nepal	FTO
Lao Sericulture Co. Ltd.	Laos	FTO
Last Forest Enterprises Pvt. Ltd.	India	FTO
Little Smile Organic Pvt. Ltd.	Sri Lanka	FTO
Lombok Putri Cenderamata - Lombok Pottery Centre (LPC)	Indonesia	FTO
Madhya Kalikata Shilpangan (MKS)	India	FTO
Mahaguthi Craft with a Conscience	Nepal	FTO
Mai Savanh Lao	Laos	FTO
Mai Vietnamese Handicrafts MVH	Vietnam	FTO
Manushi	Nepal	FTO
Maroma	India	FTO
Mary and Martha Mongolia Ltd.	Mongolia	FTO
Maya Organic	India	FTO

Mereville Trust	India	FTO
MESH ( Maximizing Employment to Serve the Handicapped)	India	FTO
Mitra Bali Fair Trade	Indonesia	FTO
Naturveda Biotech Pvt Ltd	India	FTO
Nepal Leprosy Trust	Nepal	FTO
Network of Entrepreneurship & Economic Development (NEED)	India	FTN
Noah's Ark International Exports	India	FTO
Noakhali Rural Development Society (NRDS)	Bangladesh	FTO
Oasis India	India	FTSO
Orissa Rural and Urban Producers' Association (ORUPA)	India	FTO
Oxfam Hong Kong	China	FTSO
Panay Fair Trade Center	Philippines	FTO
Pekerti Nusantara PT	Indonesia	FTO
People's Org. For Dev. Import and Export (PODIE)	Sri Lanka	FTO
Phonthong Handicrafts Cooperative and Cama Crafts	Laos	FTO
Polle Unnoyn Prokolpo (PUP)	Bangladesh	FTO
PROFAIRTRADE Development Agency (formerly Preda Fair Trade Organization)	Philippines	FTO
Pushpanjali	India	FTO
Rattan Association of Cambodia	Cambodia	FTO
Rehab Craft Cambodia	Cambodia	FTO
Sadhna	India	FTO
SAFRUDI Social Action Foundation for Rural and urban development Inc./ Saffy Handicrafts	Philippines	FTO
SAHAJ - An Organization for Women's Development	India	FTO
Salay Handmade Products Industries Inc. (formerly : Salay Handmade Paper Industries Inc (SHAPII))	Philippines	FTO
Sana Hastakala	Nepal	FTO
Sasha Exports Unit of Sasha Association for Craft Producers	India	FTO
Self-Employed Women's Association (SEWA Lucknow)	India	FTO
Selyn Exporters Ltd	Sri Lanka	FTO
SHARE - Self Help Association for Rural Education and Employment	India	FTO
Shiana LLC	Thailand	FTO
Shilpa Trust	India	FTO
Silence	India	FTO
Siyath Foundation	Sri Lanka	FTO
Southern Partners and Fair Trade Corporation (SPFTC/Trufood)	Philippines	FTO
STOPstart Enterprises Pty Co, Ltd (Formerly Hagar on Time! - HoT!)	Cambodia	FTO
Sundarban Khadi and Village Ind Society (SKVIS)	India	FTO
Sungi Development Foundation	Pakistan	FTSO
Surjomukhi handicraft	Bangladesh	FTO
Tara Projects	India	FTO
Teddy Exports	India	FTO
Thai Tribal Crafts Fair Trade Co. Ltd.	Thailand	FTO
ThaiCraft Fair Trade Company Limited	Thailand	FTO
Thanapara Swallows Development Society	Bangladesh	FTO
The Ants Craft Trust	India	FTO
Third World Craft Nepal	Nepal	FTO
Threads of Life	Indonesia	FTO

Threads of Yunnan/Yunnan Danyun Fair Trade Development Co Ltd.	China	FTO
Training, Assistance and Rural Advancement NGO (TARANGO) - Handicraft Programme	Bangladesh	FTO
Usha Handicrafts	Bangladesh	FTO
Vietnam Handicraft Research and Promotion Center	Vietnam	FTSO
Village Exports Pvt Ltd	India	FTO
Villageworks Songkhem	Cambodia	FTO
Voluntary Health Association of India (VHAI)	India	FTO
Wean Multipurpose Co-operative	Nepal	FTO
WEAVE (Women's education for advancement and empowerment)	Thailand	FTO
Women's Skills Development Organization Pokhara	Nepal	FTO

## Region: Europe

Organization Name	Country	Membership Type
A Beautiful Story	Netherlands	FTO
Agrofair Benelux B.V.	Netherlands	FTAO
ALTRAQUALITA - Piccola Soc. Coop. a Resons. Ltd.	Italy	FTO
Amandla	Netherlands	FTO
Arbeitsgemeinschaft zur Foerderung der Weltlaeden ARGE	Austria	FTN
Artisan Life Limited	United Kingdom	FTO
Artisanat Sel	France	FTO
Association romande des Magasins du Monde (ASRO)	Switzerland	FTN
Associazione Botteghe del Mondo Italia	Italy	FTN
Associazione Generale Italia Commercio Equo e Solidale (AGICES)	Italy	FTN
Au-delà des Frontières (ADDF)	France	FTO
BAFTS - British Association of Fair Trade Shops	United Kingdom	FTN
Barbosa do Brasil	Netherlands	FTO
BeadforLife Europe	France	FTO
BHcrafts doo	Bosnia and Herzegovina	FTO
Bishopston Trading Company	United Kingdom	FTO
Body Shop Foundation	United Kingdom	FTAO
Boutic Ethic	France	FTO
Centrum Mondiaal (used to be called maiNIVAH-Nederlandse Imp. Vereniging Altern Handel )	Netherlands	FTN
claro fair trade plc	Switzerland	FTO
Contigo Fair Trade GmbH	Germany	FTO
Coordinadora Estatal de Comercio Justo - CECJ	Spain	FTN
Created	United Kingdom	FTO
CTM Agrofair Italy	Italy	FTO
CTM Altromercato	Italy	FTO
De Evenaar BV	Netherlands	FTO
dwp eG	Germany	FTO
Ecoffins (former Weiming furniture)	United Kingdom	FTO
El Puente GmbH	Germany	FTO

El Tucan GmbH	Switzerland	FTO
Elvang Denmark A/S	Denmark	FTO
En Gry og Sif	Denmark	FTO
Equo Mercato Societa' Cooperativa	Italy	FTO
Ethik Art	France	FTO
European Fair Trade Association (EFTA)	Netherlands	FTN
EZA Fairer Handel GmbH	Austria	FTO
FAIR	Italy	FTSO
Fair Monkey ekonomisk Förening	Sweden	FTO
Fair Seeds LCD	Denmark	FTO
Fair Trade Denmark	Denmark	FTN
Fair Trade Hellas	Greece	FTSO
Fair Trading Ltd	Denmark	FTO
FairMail Cards	Netherlands	FTO
Fairtrade Czech Republic	Czech Republic	FTN
FAIRTRAiDE VILLAGE Sàrl	Switzerland	FTO
Fédération Artisans du Monde	France	FTN
Finnish Association of World Shops	Finland	FTN
Fundacion Adsis - Equi Mercado	Spain	FTO
Fundación COPADE España	Spain	FTO
Gebana Ag	Switzerland	FTO
GEPA The Fair Trade Company	Germany	FTO
Global Crafts Europe Limited	United Kingdom	FTO
IDEAS (Iniciativas de Economía Alternativa y Solidaria)	Spain	FTO
Ifoam: Int. Fed. of Organic Agriculture Movements	Germany	FTAO
Individuell Människohjälp (SOIR Swedish Organisation for Individual Relief)	Sweden	FTO
Intermón Oxfam	Spain	FTO
Koperattiva Kummerc Gust (KKG)	Malta	FTO
La Maison Afrique FAIR TRADE AB	Sweden	FTO
Lanka Lamai	Netherlands	FTO
Libero Mondo Scs. Arl.	Italy	FTO
Natural NKUKU limited ( NKUKU)	United Kingdom	FTO
North & South Fair Trade AB	Sweden	FTO
OIKOCREDIT, Ecumenical Development Co-op. Society UA.	Netherlands	FTSO
OXFAM Magasins du Monde	Belgium	FTO
Pachacuti	United Kingdom	FTO
People Tree Ltd	United Kingdom	FTO
Plate-forme pour le Commerce Equitable (PFCE)	France	FTN
Polskie Stowarzyszenie Sprawiedliwego Handlu "Trzeci Swiat i My" / The Polish Fair Trade Association "The Third World and Us"	Poland	FTO
Re-wrap association	United Kingdom	FTO
Shared Interest Society Ltd	United Kingdom	FTSO
Solidar'Monde	France	FTO
Stichting Sawa Hasa (Sawa Hasa Foundation)	Netherlands	FTO
Swazi Art / Doerfler Bauer GbR	Germany	FTO
Tahoua Import	Netherlands	FTO
Tampereen Kehitysmaakauppa	Finland	FTO
Textielwerkplaats Sari V.O.F.	Netherlands	FTO

The Fair Trade Furniture Co Ltd	United Kingdom	FTO
The House of Fair Trade (former Rattvis Handel)	Sweden	FTO
The India Shop	United Kingdom	FTO
The Organisation of Swedish Fair Trade Retailers (formerly known as :Swedish World Shops Association)	Sweden	FTN
The Worldshop Klotet in Lund	Sweden	FTN
Top QualiTea -Tea Import and Consultancy	Germany	FTO
Traidcraft Exchange	United Kingdom	FTSO
Tuyu BV	Netherlands	FTO
Van Verre	Netherlands	FTO
Wayfairer Ltd	United Kingdom	FTO
Weltladen-Dachverband e.V. (WL-DV)	Germany	FTN
Zaytoun Ltd.	United Kingdom	FTO

## Region: LATIN AMERICA

Organization Name	Country	Membership Type
AHA Bolivia	Bolivia	FTO
Allpa S.A.C.	Peru	FTO
Aptec Peru	Peru	FTSO
Aravore S.A.	Paraguay	FTO
Artesanato Solidário	Brazil	FTO
Artesanias Loreto	Bolivia	FTO
Artesanias Pueblos del Sur - Chile	Chile	FTO
Asociación Artesanal Señor de Mayo (ASARBOLSEM)	Bolivia	FTO
Asociación Civil Promoción Indígena - Arte y Esperanza	Argentina	FTO
Asociacion solidaria de artesanias pachamama	Bolivia	FTO
Asociación Terra Nostra	Costa Rica	FTSO
Associacao Mundareu	Brazil	FTO
Ayni Bolivia	Bolivia	FTO
Beas y tapia ltda	Chile	FTO
Calypso - Chile Glass Fusing	Chile	FTO
Camari	Ecuador	FTO
Candela Peru	Peru	FTO
Casa Romero	Mexico	FTO
CIAP-Intercrafts Peru SAC	Peru	FTO
Cojolya Association of Maya Women Weavers	Guatemala	FTO
Comercio Justo Uruguay	Uruguay	FTO
Comparte	Chile	FTO
Coop. Regional de Producción Agropecuaria La Sureñita (COREPROSUL)	Honduras	FTO
Cooperativa Delicias Criollas	Uruguay	FTO
Coordinadora Latinoamericana y del Caribe de Pequeños Productores de Comercio Justo – CLAC.	Mexico	FTN
Coronilla S.A.	Bolivia	FTO
Corporación Canto de Agua	Chile	FTO
Corporación Grupo Salinas	Ecuador	FTO
Corporación RELACC ( Red Latinoamericana de Comercializacion	Ecuador	FTN

Comunitaria)		
CreArte - International Fair Trade Company	Guatemala	FTO
Ecoandino sac	Peru	FTO
Estacion A - Nucleo Cultural	Paraguay	FTO
Fundación Chankuap Recursos Para El Futuro	Ecuador	FTO
Fundación Chol-Chol	Chile	FTO
Fundación COPADE Honduras	Honduras	FTO
Fundación Fortalecer	Argentina	FTSO
Fundación Haciendas del Mundo Maya A.C.	Mexico	FTSO
Fundación Pro Pueblo	Ecuador	FTO
Fundación Silataj	Argentina	FTO
Fundación Sinchi Sacha	Ecuador	FTO
Importadora Exportador DELTA s.a.c. Peru	Peru	FTO
Kiej de los Bosques, S.A.	Guatemala	FTSO
Kuen S.A.	Ecuador	FTO
Manos Amigas S.A.	Peru	FTO
Manos del Uruguay	Uruguay	FTO
Maquita Cushunchic (MCCH)	Ecuador	FTO
Minka	Peru	FTO
Nanay	Bolivia	FTO
Nicaraocoop	Nicaragua	FTO
Onda Solidária	Brazil	FTO
ONG Santa Maria de Buena Fe	Chile	FTO
Opportunity International-Nicaragua	Nicaragua	FTSO
Raymisa S.A.	Peru	FTO
Red Uniendo Manos Perú "Bridge of Hope"	Peru	FTO
Royal Knit SAC	Peru	FTO
SES Export S.R.L.	Uruguay	FTO
Solidarium Comércio Justo	Brazil	FTO
Velas La Luciernaga/Asoc. Acciones p el Des. Poblacional (A.D.P.)	Honduras	FTO
Zona Franca Masili SA	Nicaragua	FTO

#### Region: PACIFIC (USA, Canada, Japan, Australia, New Zealand)

Organization Name	Country	Membership Type
A Fair World	United States	FTO
Blue Hand LLC	United States	FTO
Compagnie 2 Ameriks	Canada	FTO
Cooperative Coffees	United States	FTO
Fair Trade Association of Australia and New Zealand (FTAANZ)	Australia	FTN
Fair Trade Federation	United States	FTN
Forest Management and Product Certification Service (FORCERT)	Papua New Guinea	FTSO
Global Fair Trade Crafts Inc.	United States	FTO
La Siembra Co-operative Inc.	Canada	FTO
MarketPlace: Handwork of India	United States	FTO
Nepali Bazaró	Japan	FTO
New Internationalist Publications Pty Ltd (Australia)	Australia	FTSO



Oxfam Australia Trading Pty Ltd	Australia	FTO
Fair Trade Company - People Tree Japan	Japan	FTO
Peoples Coffee	New Zealand	FTO
Prosperity Candle	United States	FTO
SERRV International	United States	FTO
Shapla Neer	Japan	FTSO
Ten Thousand Villages Canada	Canada	FTO
Ten Thousand Villages USA	United States	FTO
Trade Aid Importers Ltd	New Zealand / Aotearoa	FTO
Trade Winds Tea & Coffee Pty Ltd	Australia	FTO

## INDIVIDUAL ASSOCIATES

Full Name	Country
Anna Hutchens	Australia
Anna Kim Hyun-Seung	United Kingdom
Barbara Wilson	United Kingdom
Beatrice Mochere Mwasi	Kenya
Bernard de Boischevalier	France
Carol Bergin	Ireland
Caterina Occhio	Netherlands
Christine Gent	United Kingdom
Dale Lee Nafzinger	Nepal
Dana Geffner	United States
Daniel Salcedo	United States
Dr Alex Nicholls	United Kingdom
Dr. Mark G. Hayes	United Kingdom
Edson Marinho	Brazil
Eduardo Javier Jerez Santibáñez	Chile
Eileen Davenport	Canada
Eileen Kardos	United Kingdom
Elaine Jones	United Kingdom
Eve Broadis	United Kingdom
Fred Koorn	Netherlands
Hilary Thorndike	United Kingdom
Irene Christiansen	Ghana
Jacqueline MacDonald	Canada
Jean-Marie Krier	Austria
Jonathan Rosenthal	United States
Judith Condor- Vidal	United Kingdom
Jutta Ulmer	Germany
Lukardis von Studnitz	Germany
Madlene Hochleitner	Austria
Mallikarjuna lytha	India
Mariem Yassin	United Kingdom
Michael D. Wray	United States

Michael Freudenberg	United Kingdom
Michael Wolfsteiner	Germany
Mitch Teberg	Vietnam
Mr Andreas Lombardozzi	Australia
Olaf Paulsen	Germany
Per Persson	Norway
R. Modestus A.L Karunaratne	Sri Lanka
Sabeena Ahmed	United Arab Emirates
Sujoy Srimal	India
Talei Goater	Fiji Islands
Tony Hall	United States
Vip Kumar Patel	United Kingdom

#### HONORARY MEMBERS:

Full Name	Country
Carol Wills	United Kingdom
Paul Myers	United States
Frans Van der Hoff	Mexico
Gerard Nickoleit	Germany