

A photograph of two women smiling broadly with their arms raised in the air. The woman on the left is wearing a light-colored, ribbed sweater. The woman on the right is wearing a colorful, patterned blouse. The background is a bright, outdoor setting with green foliage.

bean
voyage

Ensuring Thriving Livelihoods for Smallholder Farming Families

2021 ANNUAL REPORT





Table of Contents

Founders' Note	3
Impact at a Glance	5
About Bean Voyage	7
Who do we work with?	8
What keeps us up at night?	9
Where do we work?	10
Our Model: Care Trade	11
Year in Review	12
Initiative wide summary	17
Key Lessons from 2021	23
Financials	27
Acknowledgments	28
Team	32



Founders' Note

Greetings from Bean Voyage!

We are excited to share our 2021 Annual Report. In this report, we share our progress as we work towards our mission: **ensuring thriving livelihoods for smallholder women coffee farmers.**

In 2021, we continued on our 2020 momentum to keep using accessible digital tools to grow the reach of smallholder women coffee farmers that we are able to service through the Care Trade model. This was also the year of programmatic growth. We introduced a **financing program** to our bundle of services which previously consisted of **training and market access.** This addition, we believe, will allow us to further deepen our impact and ensure thriving income for smallholder women coffee farmers and their families.

This was also a year of growing impact areas as we expanded and deepened our curriculum on climate change adaptation and food security.

While the first four years of this organization have been focused on clarifying our impact model, the next four years will be focused on the sustainability of the organization.

The question that we aim to sit with is below:

How might we build a sustainable, and thriving organization that is able to effectively deliver the Care Trade model to 2 million smallholder women by 2030?

As we continue to outline specific steps towards this goal, we hope you will continue sharing your time, treasure, and talent to further support us.

In this annual report, you will find a succinct summary of all that our team dreamed and accomplished in 2021.

We are also filled with gratitude for the numerous supporters who have trusted in a small, but passionate team of social entrepreneurs to deliver on their mission. From funders to advisors, and our worldwide group of market partners - it is with your continued support that our team confidently strides forward and continues to dream towards a mission of eradicating the gender gap in farming communities.

Thank you.

With gratitude

Sunghae Tark and Abhinav Khanal
Founders, Bean Voyage

The image shows two handwritten signatures in orange ink. The first signature is 'Sunghae Tark' written in a cursive, flowing style. The second signature is more abstract and stylized, with several overlapping loops and lines, representing 'Abhinav Khanal'.

2021 at Glance

We ran three major initiatives: Gender and Climate Initiative, Food Security Initiative and Market Access Initiative. The programs focused on providing a set of training materials, mentorship, finance, and market access with the goal of equipping the families with improved knowledge, access to finance and market connections to build thriving coffee businesses.



359

smallholder
women recruited



1,103

community
members reached



11 tonnes

coffee sold through
Bean Voyage



240%

more than
market price



1,616 tonnes

food provided in
food baskets



\$200,000+

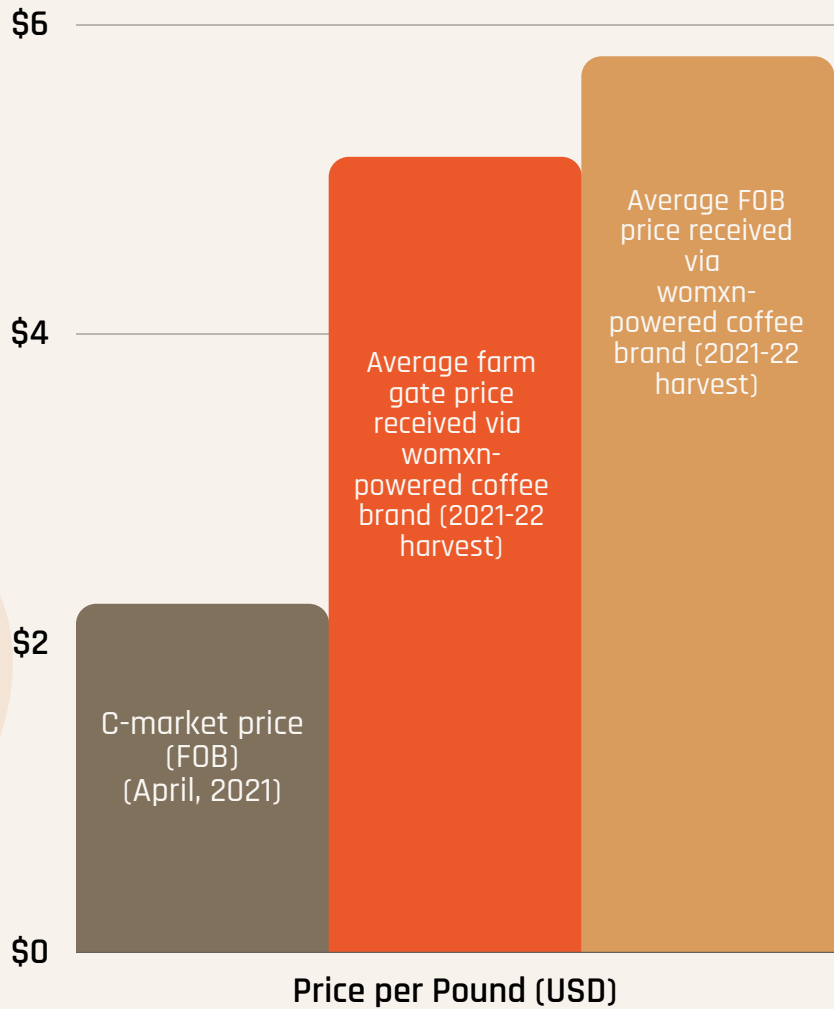
Farm Revenue
generated through
Bean Voyage



\$24,000

awarded in micro-
funds for business
development projects

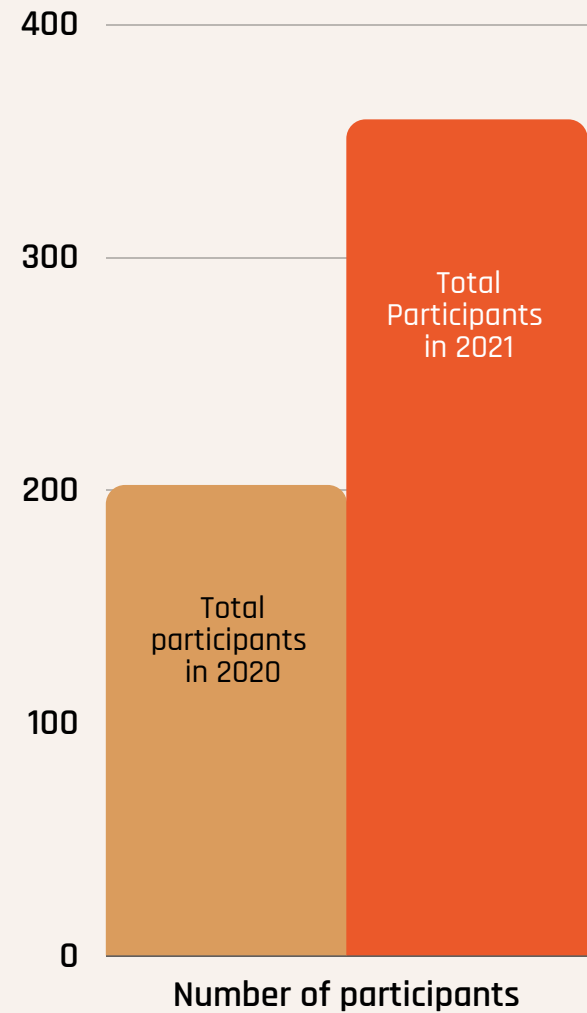
Key Impact at a Glance ²⁰²¹



farm gate price paid to farmers for their coffee

Median farmgate price = \$ 4.45/lb

FOB = Farm gate price (what is paid to producers) + export costs + taxes



Growth in Participation in Care Trade Programs

About bean voyage

Bean Voyage is a **feminist** non-profit social enterprise on a mission to **ensure thriving income for smallholder women coffee farmers**.

For generations, women coffee farmers have earned less than their male counterparts. Excluded from access to information and market opportunities, women farmers face significant challenges to mitigate the risks of climate change and a volatile economy.

In an effort to break the cycle of poverty affecting coffee-farming communities and support women farmers in leading a thriving livelihood, Bean Voyage works to increase their access to training, finance, and market access.

We aim to ensure thriving income for **2 million smallholder women** and their families around the world by **2030**.

Who we collaborate with?

Women feed the world and provide care for our society.

We collaborate with smallholder women, who own farms smaller than 5 hectares, and 25% of them make less than \$2 a day, living below the poverty line. 68% of the producers do not make enough income from agriculture to cover basic living costs.

We recruit smallholder women in groups of 50 people either through cooperatives, as independent women's organizations or as independent business representatives. Producers with no prior experience in capacity-building workshops are prioritized in the selection process. Of these women, 54% are 40 years of age and over and 66% sell their harvest to local cooperatives or buyers for a loss.



What keeps our producer partners up at night?

Bean Voyage works with smallholder women coffee farmers who own less than 5 hectares of farmland. **60.1%** of the participants make less than \$240 a month (2021 Baseline) and 68% of the participants do not make enough income from their coffee business to cover basic costs of living.

There are 5 million smallholder women coffee farmers globally living below the poverty line. More than 54% of the smallholder women face barriers to information, training or extension services, yielding 35% lower coffee production and earning 40% lower revenue from coffee sales than their male counterparts.

With the right tools and information, smallholder women can be the key agents in driving the sustainability of coffee farming communities around the world. Not only should we champion gender equality in rural communities because it is the right thing to do, but it also engenders substantial economic benefits. Studies show that achieving gender equality in rural communities in access to resources and information can boost the global coffee output by 2.4-5% while 90% of increased income for women is invested towards family needs.



Climate Change

A 1 degree rise in global temperature is estimated to decrease the annual coffee yield by 137 kg per hectare. For an average Bean Voyage farmer, this represents a 12% reduction in annual yield, and an income loss of \$1,347. This loss eventually accumulates towards extreme poverty levels for smallholder women and their families.



Market Access

Smallholder women earn up to 40% less income than their male counterparts, primarily due to limited access to direct markets that can pay a higher price for their coffee.



Food Insecurity

At the beginning of 2021, 39% of the farmers in Bean Voyage's network reported facing food insecurity, due to lost contracts and price fluctuation in 2020.

Seasonal hunger is a common phenomenon in coffee farming communities globally.



Finance

Smallholder women have limited access to finance to be able to invest towards farm improvement and business development projects.

Where do we work?



* The detailed number of participants for each program run in 2021 is provided in program-specific reports on beanvoyage.org/reports

** The size of the circle reflects the number of participants from each region.

Our Model: Care Trade™

Bean Voyage's Care Trade™ Model is informed by the successful Graduation Approach. Over a period of three years, we provide a bundle of services consisting of training, finance, mentorship, and market access to improve business outcomes for smallholder women coffee farmers and their families.



STEP 1: RECRUITMENT

We recruit smallholder women coffee farmers that are often unable to sustain their businesses and families with income from coffee production.

At the point of enrollment, ~65% of our producers report running unsustainable coffee businesses.



STEP 2: TRAINING

Depending on the baseline for each cohort of producers, we develop learning materials and provide training on a range of topics -- with the goal of improving farm and business outputs.

The trainings are led by community based youth, who we call Care Facilitators.



STEP 3: FINANCE

We provide micro-funds in the form of grants to smallholder women coffee farmers that successfully complete the training program, and submit a business proposal to make farm and business improvements.

On average, we award \$315 per participant.



STEP 4: MENTORSHIP

We provide two years of follow-on mentorship to smallholder women coffee farmers. This consists of regular opportunities to connect with other producers and masterclasses with subject matter experts.



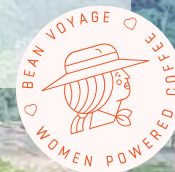
STEP 5: MARKET ACCESS

We market and sell the coffees from producers that are ready-for-market, and bring the coffee to a wide range of local and international buyers.

Bean Voyage works with trading partners to ensure higher prices and long term relationships with buyers can be sustained.

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Year in Review ²⁰²¹



January

We ran temporary call-centers to provide relief-support during the labor crisis caused by COVID-19.

Over the period of a month, 1,038 workers were contacted, and 386 workers were connected to farmers around the country for the harvest season.

Señor(a) productor(a):

CAFÉ DE COSTA RICA **bean voyage**

- 1 Llama al 8808-2738 entre las 8:00am y 1:00pm, tomaremos la información de sus necesidades de recolectores
- 2 Nuestro equipo de jóvenes buscará y llamará a los interesados en la base de datos de recolectores del ICAFE
- 3 En un plazo de 1 a 2 días le pasaremos una lista de recolectores ya confirmados con interés para trabajar en un finca



February

We hosted an in-person workshop with 10 Care Facilitators as they get ready for another year of training with 200+ smallholder women coffee producers in Costa Rica.

March

We sampled through 100+ samples to provide feedback to producers, and offered them for purchase to roaster partners in Europe, US, and Asia.





April

We launched the annual call for applications to the Gender & Climate Initiative, with the aim of equipping 200 smallholder women coffee farmers in Costa Rica with climate change adaptation tools.



May

We started the process of developing Costa Rica's first Gender Policy in Coffee in collaboration with the Coffee Institute of Costa Rica (ICAFFE) and IICA.



June

We sealed contracts for 17 farming families to directly sell their coffee through Bean Voyage's market partners; generating \$200,000+ in revenue for smallholder women coffee farmers in Costa Rica.

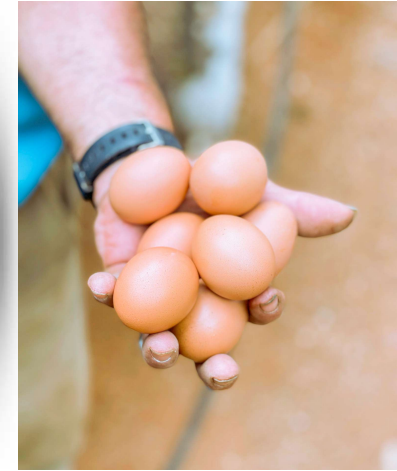
July

We expanded the scope of Bean Voyage's model outside of Costa Rica, visiting potential community based partners in Guatemala and Mexico.



Year in Review 2021

August - October



We launched the Food Security Initiative in collaboration with the Starbucks Foundation and the Coffee Institute of Costa Rica, providing food baskets, adaptation training, and financing to 100 smallholder coffee families in Costa Rica.

Simultaneously we also ran the Gender and Climate Initiative providing training on climate adaptation to 200+ smallholder producers.





November

We graduated 202 smallholder women from the Gender & Climate Initiative.

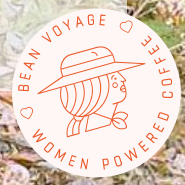
We participated in the Manchester Coffee Festival & Cafe Show Seoul.

December

We received proposals from 67 farmers to receive micro-funds to implement food security projects as part of the Food Security Initiative, awarding a total of USD 14,337.41 in micro-funds to 47 families.



2021
Initiative wide summary & Impact



Climate and Gender Initiative



We provided a 12-week training to smallholder women coffee producers on a variety of topics related to climate change adaptation.

At the end of the training, producers were able to discuss and illustrate the impact of soil, water, and crop health and agroforestry; and share good practices for soil, water and crop conservation.

More importantly, producers gained tools and knowledge to implement regenerative agricultural practices to minimize their impact on the environment.

Financial Partners: CoopeAnde, Yara International, Neues Schwarz Roastery, Western Union

Knowledge Partners: Coffee Institute of Costa Rica, CATIE, Finca La Hilda, La Ruta del Clima, Foro al grano, Rete Semi Rurali

Food Security Initiative



We worked closely with 100 smallholder coffee farmers in Costa Rica to alleviate food insecurity in their families.

The project provided food baskets for six months, access to training on productive farm practices to increase food security, and business skills. The goal of this initiative was to equip coffee farmers with skills to diversify their farm produce and income to secure their access to food throughout the year.

At the conclusion of the project, 47 farmers received a micro-fund to implement productive ideas at the farm level.

Financial Partners: The Starbucks Foundation, Coffee Institute of Costa Rica, Western Union and Neues Schwarz Roastery

Knowledge Partners: Pollen Keepers, Huerta Donde Sea, Ecogranja San Lucas, Professor Oscar Chavarria - Entrepreneurship Specialist, Jhonny Castro Perez - bio input specialist.

Market Readiness Initiative



We sampled 100+ green coffee lots and exported 11 tonnes generating USD 200,000+ in farm revenues for smallholder women coffee producers across the country. We connected them to buyers in the U.S., Canada, Europe and South Korea.

We sent a majority of the coffee to Europe, followed by Canada, the U.S., and South Korea. On average, producers earned 240 percent more prices than the average Commodity Market prices, while developing deep relations between the buyers and producers through Bean Voyage's innovative market access program.

Partners: Falcon Specialty Coffee, Girls Who Grind Coffee, James Coffee Co, De Mello Coffee Roasters, Bean Brothers, Woodst Coffee, Cute Coffee, El Cielito Coffee, Cosmic Dust Coffee, Jacked Up Jill, Pacific Coffee and Beans, Tico Coffee Roasters.

Gender Policy Initiative



In collaboration with the Coffee Institute of Costa Rica and Triptico Consultants, we investigated and co-authored the first Gender Policy in Coffee in Costa Rica. This comprehensive document provides guidelines for major areas of the gap faced by smallholder women coffee farmers, along with women in coffee across the value chain. In addition, it provides major policy and action recommendations that various national and regional entities can implement to reduce the gender gap in coffee farming communities.

Partners: Coffee Institute of Costa Rica, Triptico Consultants, IICA

A photograph of a whiteboard with handwritten text in Spanish. The text is written in blue and red ink. The word "Resultados:" is written in red at the top. Below it, the phrase "Ayudar a los productores." is written in blue. The whiteboard is part of a larger scene showing people gathered around a table, likely during a meeting or workshop.

Resultados:
• Ayudar a los
productores.

Participatory Storytelling Initiative



In collaboration with Needle & Frame, and five smallholder women coffee farmers in Bean Voyage's network, the participatory storytelling initiative made major progress towards completion in 2021. This initiative began in 2020 at the height of the ongoing COVID-19 pandemic, during which producers received cameras, microphones, tripods, and other equipment to film their own stories. In 2021, producers deepened their knowledge of documentary filming, storyboard, and storytelling and worked on the post-production process while editing their own films with support from a professional editing team.

Partners: Needle & Frame, Canada Fund for Local Initiatives

Key Lessons from 2021



Key Lessons from 2021



On Operational Maturity

Until 2021, our team worked on one to two major initiatives per year. However, as we began working on five active projects in a year, we learned the importance of operational efficiency and understood the need to develop a mature operational strategy for the organization. We are excited to collaborate with the Deloitte team in 2022 to develop an organization-wide next-gen operations strategy, which will be in effect in Q3.



On Gender Sensitivity

We work with a variety of subject matter experts, many of whom are neither always trained on gender sensitivity nor equipped to work with smallholder women producers. In 2021, we provided several learning opportunities and incorporated gender sensitivity training to the trainer onboarding process; this is so that trainers are fully equipped to work with women producers.

Key Lessons from 2021



On Setting Boundaries

In 2021, we learned the importance of saying no -- to potential partners, funders, and institutions -- as a way to set boundaries and respecting our team's energy and time. It is often easy to fall into an inequitable partnership, so we are learning to set clear boundaries and expectations from the beginning.



On Direct-to-Consumer Sales

We started Bean Voyage as a roasted coffee subscription company, and after trying various attempts at creating a direct-to-consumer market, we realized that it was not an area of strength for Bean Voyage; and instead, it was distracting us from achieving our mission. These sales were not driving much income or impact for the organization or our partner producers. By December of 2021, we phased out the direct to consumer program, with limited time partnerships and sales through trusting organizations that can purchase in bulk (coffee shops, subscription companies, other nonprofits).

Key Lessons from 2021



On Policy Research & Implementation

While working to pass Costa Rica's Gender Policy in Coffee, we gained a deeper understanding on the current state of data in the sector. We learned that there is a big gap in gender data collected in the coffee sector. In addition, the scarcity of landscape research and gender inclusive data means we have the opportunity to further partner with thought partners to strengthen gender specific research to support the process of policy implementation in Costa Rica and subsequent countries.



On Board Involvement

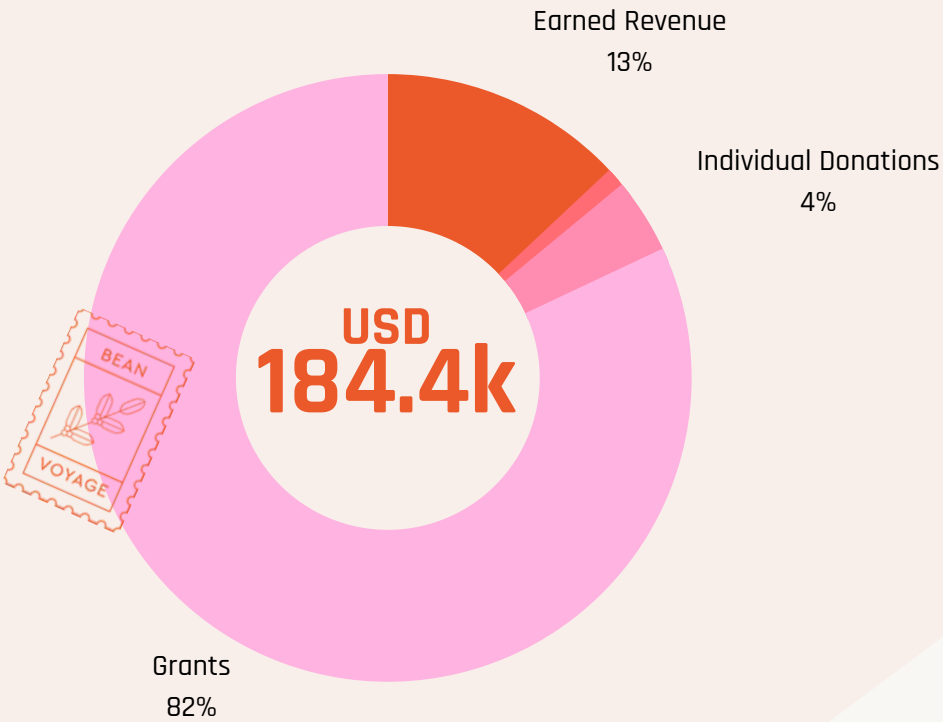
In 2021, our board came even stronger together to strategize to scale the impact of the organization, and to also grow the organization to be more sustainable. We improved planning around board involvement and it resulted in considerable success during the end of year fundraising campaign, generating significant funding opportunities and connections for the organization.



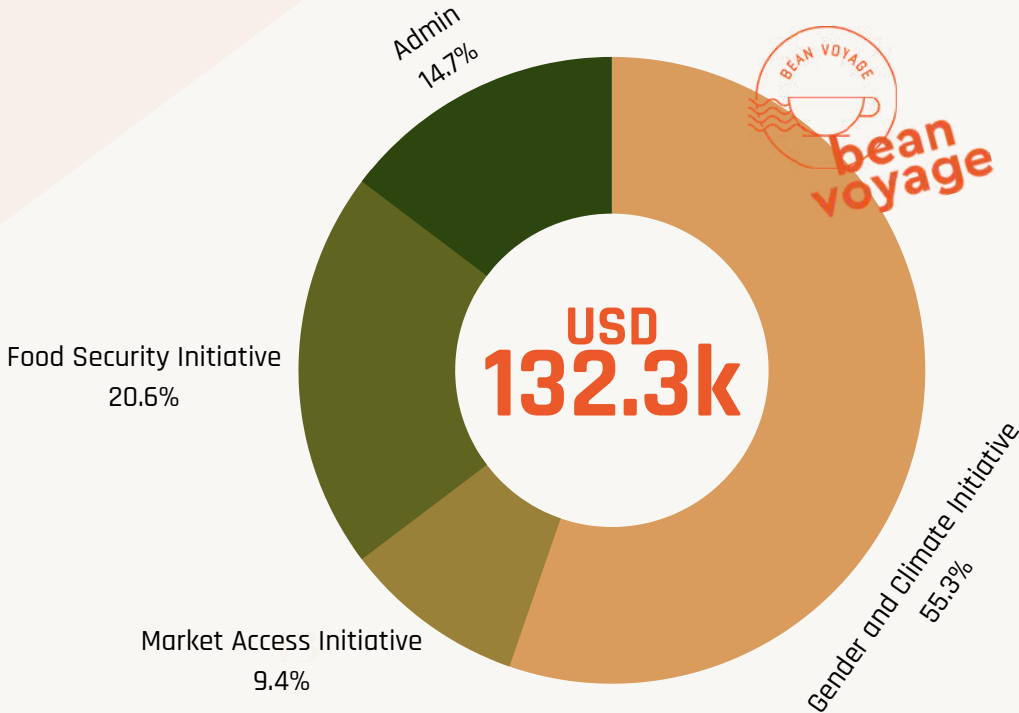
On Organizational Confidence

In 2021, we learned to create more spaces for our team to share our work and progress with confidence like never before. This was reflected in the team's overall satisfaction at the end of the year survey and the overall cohesion of the team.

Financials 2021



• Total revenue reported, excluding the amount given in in-kind donations.



• For multi-year initiatives, only expenses executed in 2021 are reported here.

ACKNOWLEDGEMENTS

Thank you to the following organizations for their generous financial and in-kind contribution to Bean Voyage

Foundations and Companies

The Starbucks Foundation
Skees Family Foundation
Red Empress Foundation
Roddenberry Foundation
Neues Schwarz Roastery
Coope Ande
Yara International
Western Union
Google
Microsoft
Bridge for Billions
Canada Fund for Local Initiatives
Women's Economic Coalition
(WECO)

In-Kind:

Meta
Thomson Reuters
Foundation - Trust Law
Finca La Hilda
Foro Al Grano
Rete Semi Rural
La Ruta Del Clima
La Academia

Market Partners:

Falcon Specialty Coffee
Girls Who Grind Coffee
James Coffee Co
De Mello Coffee Roasters
Bean Brothers
Woodst Coffee
Cute Coffee
El Cielito Coffee
Cosmic Dust Coffee
Jacked Up Jill
Pacific Coffee and Beans
Tico Coffee Roasters

ACKNOWLEDGEMENTS

Thank you to the following organizations for their partnership with Bean Voyage

Institutions & Thought partnership:

Amigos de las Americas
Coffee Institute of Costa Rica
Inter-American Institute for Cooperation
on Agriculture (IICA)
International Center for Development
Studies (ICDS)
The Tropical Agricultural Research and
Higher Education Center (CATIE)
Women's Economic Coalition
Triptico Consultants
Needle & Frame
UPeace Center for Executive Education

Community Partners:

Centro Agrícola Cantonal de
Desamparados (CAF) - Frailes
Organized Women's Association of
Biolley (ASOMOBI)
Asociación Ideas Productivas
Femeninas La Legua de Aserrí
(ASIPROFE)
CoopeVictoria
Camino Los Santos

ACKNOWLEDGEMENTS

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Individual Donors

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Bianka and SabreeN
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Bryce Anderson
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Eric Glustrom
Erick Van Der Laat Robles
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Gayle Nosal
George Deriso

Haeja Jung
Helen Gutierrez
Isis Reid
Jae June Lee
Jane Miller
Jennj Petot
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Shelly Skees
Shobeir Shobeiri
Songbae Lee
Sunny Tran
Susan Koberg
Vamsi Sistla
Yuwei Shi

Board of Directors and Advisors

Thank you to the following people who have graciously given their time and talent to Bean Voyage

BOARD (USA)

Mohit Mukherjee, Co-Chair
Sunghee Tark, Co-Chair
Debra Shapira, Fundraising
Committee Lead
Andrea Zinn, Treasurer
Bryce Anderson, Secretary
Abhinav Khanal

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Erick Van Der Laat Robles
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Management Team

Management Team

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Abhinav Khanal, Co-Founder & Executive Director
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Maria Jose Monge Valverde, Operations Manager
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Kayla Sippl
Mariana Fernández
Pallavi Sethi
Sarah El Alj
Sunaina Sunda

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Photos by: Alexa Romano, Fernanda Carrillo, Lindsay Coe, Mariles Gabriele Prinzi & Sunghee Tark
Content & Design by: Abhinav Khanal, Sunaina Sunda & Sunghee Tark



We envision a
world where all
farmers thrive
no matter their gender.



ENSURING THRIVING INCOME FOR SMALLHOLDER WOMEN COFFEE FARMERS



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