

bean
voyage

Annual Report

2022



Hazel Arias taken by Fernanda Carrillo

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A Note from the Founders

As co-founders of Bean Voyage, we are pleased to present our 2022 impact report.

This report highlights our progress towards the mission of **building thriving businesses with smallholder farmers** and reflects on our major strategic decisions.

Over the past year, we have served a record number of farmers, with year-over-year growth that is both significant and impactful. Our new impact measurement efforts in collaboration with Deloitte have enabled us to measure our impact more accurately and demonstrate the positive change we are making in the communities we serve.

Looking ahead, we have outlined a comprehensive 3-year plan that focuses on **Program, People, and Revenue**. This plan lays out our vision for the future and provides a roadmap for achieving our goals. We invite you to review our plan, which is available on our website.

We recognize the need to adapt to the changing environment we operate in, especially in terms of climate resilience and managing price shocks. We are committed to working closely with our farmer partners to support them in meeting these challenges and thrive in the face of adversity.

In this report, we will provide an overview of our accomplishments and challenges over the past year, as well as a look ahead to what readers can expect in the future. We hope you find this report informative and inspiring, and we thank you for your ongoing support of Bean Voyage.



Sunghee Tark and Abhinav Khana
Founders, Bean Voyage

Sunghee Tark

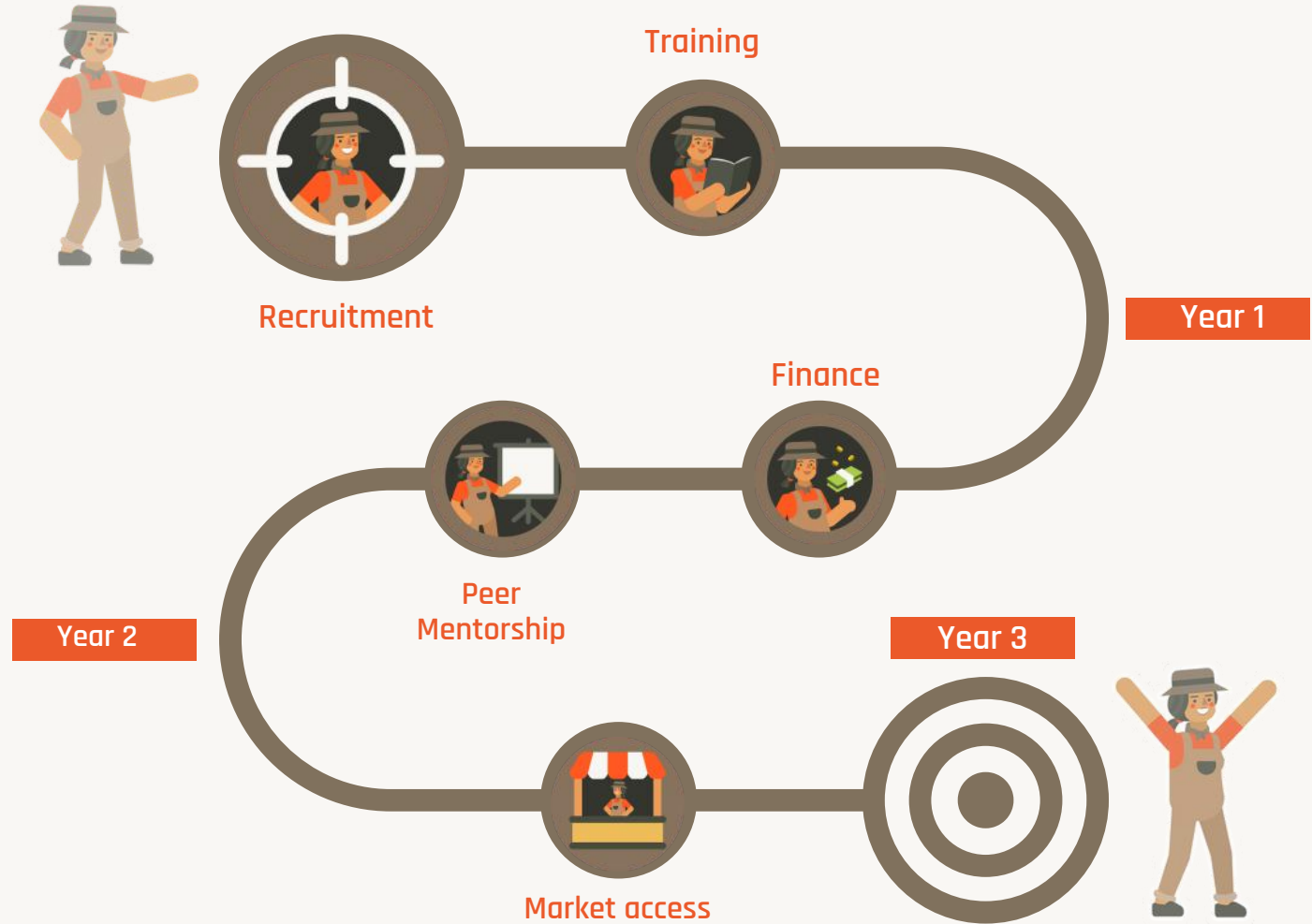
Building Thriving Business with Smallholder Women Farmers

At **Bean Voyage**, we adapt our **Care Trade Model** to meet the evolving needs of smallholder farmers. Our model provides a range of services, including **Seed fund**, **Mentorship**, **Market Access**, and **Training**, to support smallholder women coffee farmers build **thriving businesses**.

We measure the success of our model in terms of growth in income, yield, training completion, partnerships created, access to resources, and decision-making ability. Each of these metrics is tied to a specific element of our service delivery.

Our three-year plan breaks down the time horizon for a farmer **to build a thriving business**, associating specific training or mentorship outcomes with each stage - Training, Implementation, and Expansion.

Care Trade at a Glance



Our Program Countries

- Costa Rica
- Mexico



2022 at a Glance

We ran **five** major initiatives in 2022. The programs focused on providing a set of training, mentorship, finance (seed funds), and market access opportunities with the goal of equipping the families with improved knowledge and resources to build thriving coffee businesses.

We measured our impact across three themes:

thriving businesses,
participant empowerment,
and growth and community.

359



Smallholder Women
Farmers Enrolled

\$25,000



in Seed funds resulting in **4x**
income within 12-months

\$200,000+



Farm-gate Revenue
Generated by Farmers
at **200% higher prices**
than commodity

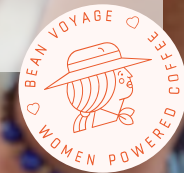
1,103



Community Members
Reached in
Costa Rica & Mexico

Since 2016, Bean Voyage has partnered with **645 smallholder women coffee farmers**, providing **\$50,800 in seed funds**, and generating an additional **\$457,550 in farm gate revenue** for their coffee farms.

Our Impact and New Efforts To Date



How We Built Thriving Businesses for Participants

Bean Voyage reaches smallholder women farmers through our flagship program in Costa Rica with training, microgrants (seed funds), and market access opportunities. In January 2022, we expanded outreach to Mexico.

64%

of participants felt their **business would not have grown without** Bean Voyage's help

75%

of participants felt they could provide adequate working conditions for people employed on their farm after working with Bean Voyage

60%

of producers who sold coffee through BV found it easier to generate partnerships and sell their coffee

Teresita exemplifies what it means to invest and succeed.

When I arrived at Teresita Cordero Navarro's farm in El Alumbre, Cartago, Costa Rica. I was welcomed by Teresita, a neighboring producer, her co-beekeeper, and her tail-wagging dog, Orejas.

Knowledge and labor sharing was already a day-to-day reality here, but we were excited to share Teresita's story with producers beyond El Alumbre. With the help of training and a small grant from Bean Voyage, Teresita and her co-beekeeper were able to expand to seven beehives. She had plans to continue harvesting the honey to diversify her income source in addition to coffee production, giving her another layer of protection against the volatile economy. While they were taking a break from harvesting honey when I visited, I was struck by the diversity of fruit trees and plants growing nearby.

When I asked her why she decided to keep bees she responded, "It's something really beautiful. Aside from having monetary value, there's an agricultural and environmental value. We are collaborating with the environment and with ourselves. [Bees] are a very important part of the ecosystem and our human lives."



Written by Iz Amos-Landgraf

How We Empowered Smallholder Farmers

Bean Voyage provides a growing community of smallholder women farmers with networking and mentorship opportunities.

Through the 2022 training program, participating women felt this gave them tools and resources to gain independence in their business and personal lives.

89%

of participants felt they had the control over their time to fulfill their responsibilities personally and professionally

66% of participants in 2022 did not own their farmland but, after completing the training,

80%

felt farm ownership is possible for them now or in the future

Celia demonstrates the power of resilience and perseverance.

This year we had the opportunity to meet Celia Badilla Quirós, a woman from the Buenos Aires region of Costa Rica.

The first time I met Celia was at a gender workshop we did in La Palmira. In one of the activities, she asked for help because she had wonderful ideas but couldn't read or write well. Life did not give her the opportunity to learn like the others.

Celia was one of the most active participants during the program, and she successfully completed our training program and won seed fund for her vegetable garden project.

In February 2023, we went to visit her on her farm. It was incredible to arrive at her house and see the smile of satisfaction and pride as she showed us what she had planted, shared how the process had been, and explained her future goals for her project.

For many outsiders, this may have looked like a simple vegetable garden, but for Celia, this garden was proof that her dreams could come true through effort and consistency.



Written by María José Monge

How We Fostered Community

Not only does Bean Voyage strive to provide a sense of community for smallholder women farmers in a male-dominated coffee industry, but we also foster a welcoming environment for women farmers to learn together, and to share their wisdom.

Making knowledge accessible to our participants helps move us closer to gender equality.

93% of participants feel comfortable and welcome in spaces where they can expand their coffee knowledge

81% of participants in 2022 programs now feel informed on the coffee cultivation process

All Participants* in the 2022 training program responded that they have a desire to learn more about coffee farming

*All 75 participants who responded to the survey for 2022 programs in Costa Rica.

To Luz, community is built on love and trust

I met Luz in February 2023, when we were going to see her seed capital project in its implementation stage. On arrival, we were pleasantly surprised because she had prepared a delicious lunch for us. To my greater surprise, the food tasted just like that of my maternal grandmother.

Later we went to her garden where she had started planting various vegetables and fruits without using any chemicals with the seed fund that she recently received from bean voyage. She shared with us her family's stories and what had led her to her dreams of producing nutritious food without chemicals; to farm the land in ways that are more respectful of the planet.

Throughout our time with her, I was shown the love and trust that she is reciprocating for her community and nature - returning the love and respects that she's received from them.

Being with Luz connected me with my own story. She not only seems to me an admirable woman, but her warmth was very moving to me. Visiting Luz felt like the hug of my ancestors.



Written by Fernanda Carrillo Chacon

Our Three-Year Plan

We recognize that to provide farmers with resources that make a difference in their lives, we must be **good listeners**. As part of our 3-Year Plan, Bean Voyage is improving how we measure our impact. Below are our programmatic three-year goals that will help Bean Voyage achieve its mission and reach more smallholder farmers. We will reach these goals by continuing to grow our programs and measuring our success through the following indicators.



CONNECT

Connect producers with buyers at thriving price points and build community relationships

- 1. Tonnes of green coffee sold per year
- 2. Profit growth per farmer annually
- 3. Total profit per farmer annually



EXPAND

Enable cyclical knowledge sharing and empower producers to step up in the coffee value chain

- 1. Capital funding raised
- 2. Smallholder women farmers that complete Bean Voyage training
- 3. Corporations and organizations trained on gender and equity policies



ENABLE

Expand Bean Voyage's reach and deliver impact to more smallholder women farmers

- 1. Number of operational regions
- 2. Number of cooperatives enrolled in Care Trade
- 3. New trainings and programs developed
- 4. New partnerships formed



New Initiatives ²⁰²²



A group of coffee producers and their families in Veracruz taken by Teresa Morte

Mexico Market Readiness Initiative Pilot

We are thrilled to have expanded our programs in Mexico, and our pilot program in Veracruz has shown great early success.

Through partnerships with the **Women's Foundation of Colorado: Beyond Our Borders**, the **Australian Embassy in Mexico** and **MiiR**, we have been able to identify the needs of farmers in this region and provide them with the resources and support they need to build thriving businesses.

Our team members on the ground have worked tirelessly to establish relationships with farmers, and we are proud of the impact we have had so far. Looking ahead, we plan to continue to expand our presence in Mexico and help more women coffee producers become market ready

50

Total Farmer Participants

93%

participants strongly agreed they would recommend this training to another women

93%

felt proud of their achievements in the coffee industry

80%

participants felt this training made them feel a part of a community

Inspiring the world with a cup of coffee at a time.

In 2022, we worked with a group of women coffee producers in Veracruz, providing them with a series of workshops and market access support. It always humbles me, and is gratifying to see the enthusiasm and joy with which all of the women participated.

Women from various parts of the state, such as Coscomatepec, Chocamán, Zongolica, Cotezala, Sierra de Córdoba, and Ixuatlán del Café participated. Producers such as Isabel Hernandez, Marisol Ramirez, Epigenia Pulido, and Rossy Marañon accompanied us throughout the training process and successfully exported their coffee to international markets such as Asia and Europe. Among them all, doña Epi stands out to me, as she has worked closely with her family and serves as an example to many other producers in her region.

Last year was the first time her coffee was exported knowingly out of the country. She told us how proud and happy she felt not only to receive a fair price but also to feel like she was traveling with the coffee beans to other countries. She feels that she is sharing not only her aromatic coffee but also all of her experiences and love for her work and family with the world. I am deeply inspired by her coffee and story, and feel fortunate to have witnessed the customers share the feeling.



Written by Itzel Mendoza Olmos

Women-Powered Coffee Summit

Bean Voyage reached a major milestone in August 2022, bringing together coffee producers and professionals across Costa Rica for the inaugural Women POWER-ed Coffee Summit (WPCS).

WPCS presents participants with a range of valuable resources including networking opportunities, training sessions, and access to funding opportunities, to which they may not otherwise have access.

We are excited to host the 2023 WPCS, where participation and outreach will expand past reach of the 2022 summit

96% Complete satisfaction with the event

134 **87** **89.7%**

Total number of attendees

number of producer participants

expressed gaining knowledge to apply at work

WPCS, a place for rich connections and inspiration

The Women-Powered Coffee Summit was powerful, and the ripples of the event were remarkable to notice in the months following.

I was visiting one of our producer groups and stumbled upon a few who had attended the summit. They proudly lifted their Summit water bottles and expressed their satisfaction and excitement at being able to attend. One of the producers, Roxana Quesada Zamora, excitedly said to me, “when I heard back from your team that I was accepted to join the summit, I shouted with joy!” and then asked, “when is the next summit, and can we have this space for more women producers in the region?”

Sometimes, you don't need surveys and data to see the impact of an initiative, and the conversations that we have had with the producers in our network, the roasters that participated, and other coffee professionals from the region have motivated us to host the second iteration in November 2023!



Written by Abhinav Khanal

photos by Felipe Arayas

Expansion & Successes in Costa Rica

Our flagship program in Costa Rica continues to grow and evolve, and we are proud of the impact we have had on smallholder farmers in this region.

We have introduced several new initiatives in the past year, including microgrants (seed fund), Sustainable Communities Initiative scholarships, formal mentorship, and market access, and have worked to improve our training delivery to better meet the needs of producers.

Through these efforts, we have seen growth in income and yield for program participants. We are excited to continue to fine-tune our approach and expand our impact in the years to come.

1 : 4.4

Social return on investment for each dollar invested in income diversification projects

45

Projects funded

150

Total producer participants

\$25k

Seed funds distributed

\$200k

Farmgate revenue earned by producers

Deepening our impact in Costa Rica and applying lessons to Mexico

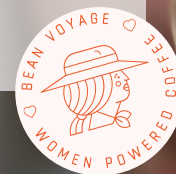
When we started our work with two producers in Costa Rica in 2016, our program had one service to offer -- market access. Over time, we have listened to the evolving needs of the community partners and adopted training, financing and mentorship as core elements of our Care Trade program. 2022 was the second year that we implemented the Care Trade program as the bundle of services that include all four elements, and I feel grateful to have seen the deep impact of this program in Costa Rica, and now to collaborate with partners in Mexico.

While our seed fund given to each producer is relatively small in dollar amount, we have first-hand seen how it can serve as the stepping stone for many businesses led by smallholder women coffee producers over the last two years, opening more funding opportunities with other stakeholders. There is a need for more investment to be made in this area, and we look forward to deepening our reach while inviting other stakeholders to join us on the mission to support producers as they build thriving coffee businesses.

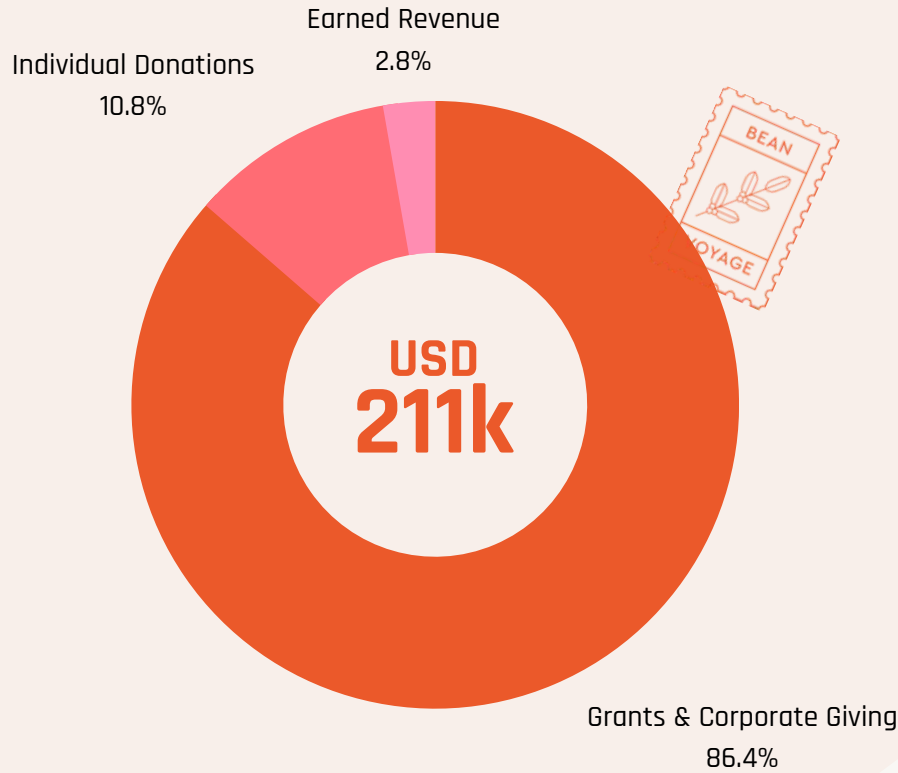


Written by Sunghee Tark

Financials



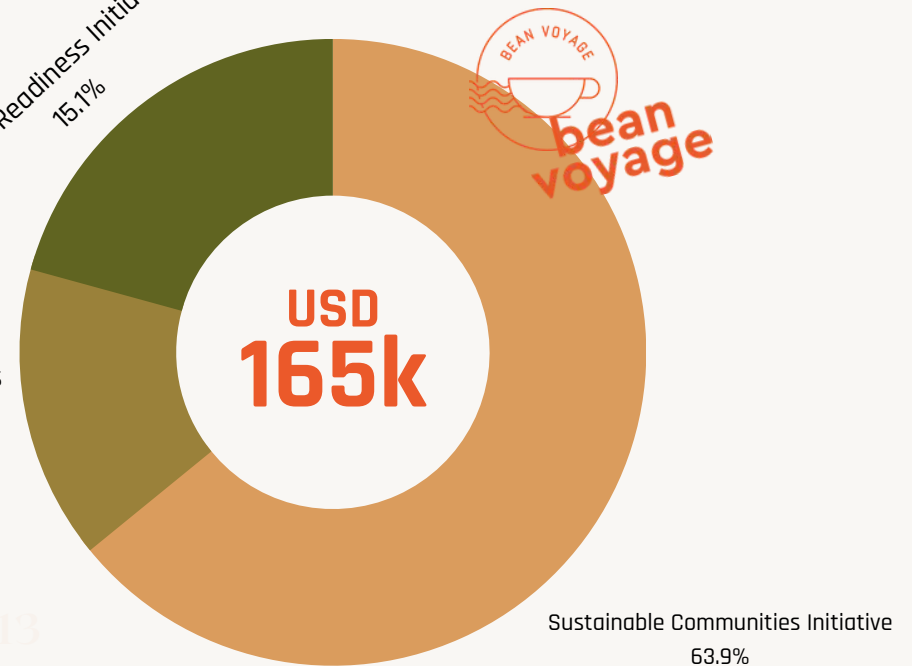
Financials 2022



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

Admin & operating expenses
20.67%

Market Readiness Initiative
15.1%



- For multi-year initiatives, only expenses executed in 2022 are reported here.

Partners



After the screening of Mas Que Un Café short films, in collaboration with the Women in Coffee Project, Needle & Frame, and Joe Coffee Company. Taken by Abhinav Khandal.

Foundations & Corporations

Thank you to the following organizations for their support for Bean Voyage

The Starbucks Foundation
Red Empress Foundation
Skees Family Foundation
MiiR

Women's Foundation of Colorado:
Beyond Our Borders

Australian Embassy DAP

United Nations Development Programs
Coope Ande

Brighton Jones
Falcon Specialty Coffee
US Embassy, Costa Rica

US Department of State: POWER Initiative
Women's Economic Coalition (WECO)
Canada Fund for Local Initiatives

partnership spotlight

The Starbucks Foundation



Our partnership with **The Starbucks Foundation** has been instrumental in the growth of the Care Trade Model in Costa Rica. In 2022, their financial and thought partnership allowed us to reach 150 new farmers (400 farmers to date).

We are proud of the growth and evolution of our partnership over time, and we look forward to continuing to build on our shared vision of building thriving farms around the world.



In-Kind Partners

Thank you to the following organizations for their support for Bean Voyage

Deloitte to International (d2i) Fellowship
 BLP Legal
 Thomson Reuters Foundation (Trust Law)
 Doka Estate
 Notion
 Needle and Frame

UN Mandated University for Peace -
 Center for Executive
 MiiR
 The Coffee Institute of Costa Rica (ICAFE)
 Google
 Canva
 Masterclass

partnership spotlight

**Deloitte
D2international**



We are thrilled to have **Deloitte D2international** as a strategic advisor and partner. Together, we have collaborated on key initiatives such as improving data collection and analysis, organizational structuring, expansion readiness, and partnerships management.

Deloitte's support has been invaluable in helping us fine-tune our approach and make a greater impact.



Local Partners

Thank you to the following organizations for their support for Bean Voyage

Costa Rica

The Coffee Institute of Costa Rica (ICAFFE)
 Centro Agrícola Cantonal de Desamparado (CACD)
 Volcafe
 CoopeVictoria
 CoopeLibertad
 CoopeTarrazu
 Organized Women's Association of Biolley
 (ASOMOBI)
 Asociación Ideas Productivas Femeninas La Legua
 de Aserrí (ASIPROFE)
 Camino a Los Santos

Mexico

Colectivo Rokunin
 Colegio de Posgraduados- Cordoba
 Municipality of Coetzala

partnership spotlight

ASIPROFE x WECO

We have partnered with the **Women's Economic Coalition (WECO)** since 2021 to support **ASIPROFE**, a women-led association of coffee farmers in Costa Rica.

WECO has generously granted funds to support ASIPROFE's growth plans which has allowed them to build a communal micro-mill so the group can process their own coffee and sell to local and international markets.



Coffee Sector Partners

Thank you to the following organizations for their support for Bean Voyage

MiiR
 Falcon Specialty Coffee
 Girls Who Grind Coffee
 James Coffee Co
 De Mello Coffee Roasters
 Bean Brothers
 Woodst Coffee
 Grand coffee
 Kaffe Lagoni
 Bean In Progress

The Coffee Source
 DAFESA / Urnex
 Fritz Coffee Company
 Robert Kao & Company
 Complice Cold Brew
 Ahava Coffee
 Costa Finca
 Algrano
 Ceed Series
 Drip Coffee
 Alf & Bet

partnership spotlight

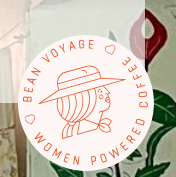


Our partnership with MiiR has allowed us to widen our impact and reach more smallholder farmers. Through their support, we have been able to provide training and resources to more producers, empowering them to grow their businesses and improve their livelihoods.

We are grateful for their contributions and look forward to continuing our partnership in the years to come.



Team and Events



During M&E Visit in Costa Rica taken by Fernanda Carrillo

At Bean Voyage,
we believe that our diverse team
is a cornerstone of our success,
and we're proud to celebrate their
growth and accomplishments.

In 2022,
we expanded our leadership team
to include new members in
Mexico, further diversifying our
organization and enhancing our
impact.



During M&E Visit in Costa Rica taken by Fernanda Carrillo



World of Coffee & SinterCafe

Our team members attended the World of Coffee in Milan and SinterCafe in Costa Rica, where they connected with global leaders and learned about the latest trends and innovations in the coffee industry.

Team Highlights 2022



Professional Development

In addition to showcasing our team's achievements, we're excited to highlight our organization's values and culture. Our team is passionate about empowering farmers, and we're committed to creating a supportive and collaborative work environment. We offer numerous professional development opportunities and encourage team members to attend conferences and events that help them grow both personally and professionally.



Board

We're also fortunate to have a strong and engaged board, with members from both Costa Rica and Mexico providing valuable insights and guidance as we expand our impact in these regions. We're committed to continuing to build a team that reflects the diversity of the communities we serve, and we're proud of our team's growth since inception.



Management Team



Sunghee Tark,
Chief Executive Officer
(she/her/hers)



Abhinav Khanal,
Executive Director
(he/him/his)



Fernanda Carrillo,
Program Manager,
Costa Rica
(she/her/hers)



Maria Jose Monge,
Operations Manager,
Costa Rica
(she/her/hers)



Itzel Mendoza,
Program Manager,
Mexico
(she/her/hers)

Field Staff



Laura Gomez
(she/her/hers)



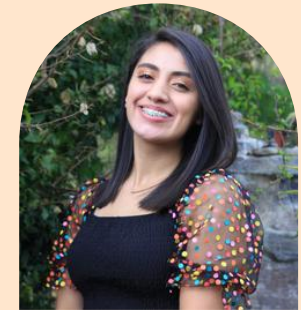
Jose Granados
(he/him/his)



Ashley Torres
(she/her/hers)



Delfina Porras
(she/her/hers)



Viviana Gomez
(she/her/hers)

Interns & Volunteers



Apolline Wilhem
(she/her/hers)



Dalila Porras Solis
(she/her/hers)



Daniela Roth
(she/her/hers)



Eduardo Ramirez
(he/him/his)



Facundo Madrigal
(he/him/his)



Felipe Araya Alas
(he/him/his)



Francis Gutierrez
(she/her/hers)



Ivonne Madrigal
(she/her/hers)



Iz Amos-Landgraf
(they/them/theirs)



Jenna Jay
(she/her/hers)



Karina Jimenez
(she/her/hers)



Kayla Sippl
(she/her/hers)



Raquel Monge Mora
(she/her/hers)



Sari Marín Mayorga
(she/her/hers)



Sebastian Masis
(he/him/his)



Shivali Minocha
(she/her/hers)



Sunaina Sunda
(she/her/hers)



Tatiana Monge Mora
(she/her/hers)

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

Maika Isogawa, Secretary

Abhinav Khanal, Member

Board (Costa Rica)

Sunghee Tark, President

Adriana Vasquez Rodriguez, Secretary

Fernanda Carrillo Chacón, Treasurer

Nicol Chinchilla Cordero, Fiscal

Abhinav Khanal, Vocal 1

Anthony Marten, Vocal 2

Daniel Vargas Cambronero

Olman Gamboa

Maria Paz Lobo

Advisors

Ashley Zinn

Bruce Boyd

Cory Bush

Eric Glustrom

Erick Van Der Laat Robles

Francesca Martonffy

Gayle Nosal

George Tsiastis

Maryanne Mattson

Mitchell Suarez

Norma Falcon

Sally Skees

Individual Donors

Thank you to the following individuals for their support for Bean Voyage

Ashlely Zinn
Atsushi Yukutake
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Andrea Zinn
Anna Kakos
Amy Lemieux
Bastian Harth
Bruce Boyd
Cera YJ Jung
David Gitter
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Eunhee Tark
Elden Rosenthal
Eunjij Lee
Fannesse Tseng
Gayle Nosal

Gina Davies
Gina Topp
Hans Mulders
Ingrid Nelson
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Jiyoun Yoo
Jongyun Han
Jenny Clark
Julie Yee
Kyonghee Shin
Lisa Shields
Lars & Tobias Kure Juul
Liliana Nunez
Linda Heeyoung Park
Maika Isogawa
Mohit Mukherjee
Martin Jeong

Marlies Gabriele Prinzl
Melissa Amos-Landgraf
Nischal Banskota
Rebecca Charles
Revi Sterling
Romain Vakilitabar
Rudi Dieleman
Sally Cha / Ceedseries
Shonpa Yeshi
Saerom Joo
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Vanel Loudor
Yishi Zuo

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 Danyal Malik
 Eduardo Ramírez Fallas
 Ekaterina Vasilenko
 Elena Ivanova
 Ericka Mora Blanco
 Facundo Madrigal
 Felipe Araya
 Francis Gutierrez
 Giselle Barrera
 Gol-Dann Slater
 Isabel Amos-Landgraf
 Ivonne Madrigal

Jack Cronin
 Jameel Kaddo
 Jen Apodaca
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 Jieru Shi
 Jordan Verbeck
 Joselyn Fallas
 Josh Singh
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 Katherine Cassidy
 Kristina Lignell
 Laura Gomez Cordero
 Lauren Rios
 Loretta Maps Bolt
 Maddie Peltier
 Madison Rivers
 Marcela Porras
 Margoth Rivera
 María Dalila Porras Solís
 Maria Elena Rivera

Maria Jimenez
 Maria Paz Lobo
 Miriam Demasi
 Nia Hill
 Nicola Iannone
 Nicole Amaroli
 Owen Shome
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 Pino de Wilde
 Raquel Monge Mora
 Rebeca Espinoza
 Robert Sinke
 Sarah Girdzius
 Sari Marín Mayorga
 Stewart Pierce-Gardner
 Tatiana Monge Mora
 Tatiana Vargas Navarro
 Tessa Ulrich
 Trish Rothgeb
 Valentina Saavedra
 Viviana Gomez Cordero
 Xinia Chaves

Get in touch

Building
Thriving
Business
with
Smallholder
Women
Farmers



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