

October 30, 2020

Dear Friend of SID:

Good news! SID's regional approach to increasing poor farmer income in Guatemala is producing major results. One of our donors, The Light a Single Candle Foundation, is offering us an additional grant of \$20,000 if we can match their funding by December 1, 2020. We hope you will consider making a pledge or a donation before this date.

SID's regional approach gives 18,380 coffee-growing families in Guatemala's poorest department a chance to graduate from poverty. Our approach is based on local decision-making. Farmers from throughout the region defined the practices they need to adopt in order to increase their productivity, price, and income as well as conserve their mountainside farmland. Local officials, primary school teachers, radio stations, and others have been teaching these practices and encouraging their adoption. SID conducts demonstration fairs so farmers can see and try their hand at them. We also provide technical assistance in leader communities that agree to adopt all of the practices.

Serapia Cac, from one of these leader communities, says *“with the project we have changed the way we think and how we see the production of coffee. For me, I like learning about all the practices and how each helps me get more coffee, a higher price, and protect my land.”*

Farmers throughout the region have doubled both their knowledge and adoption of the practices. In the coffee harvest season that ended in March 2020, farmers in the leader communities increased their productivity from 1.73 to 2.84 quintals of coffee per 1/9th of an acre, husking their coffee cherries and selling the beans directly to exporters from 0% to 21% of their harvest, and increased their income from \$106 to \$293 per year from coffee. They also planted 20,000 shade trees on 134 acres and terraced 109 acres of mountainside farmland.

The Light a Single Candle Foundation likes the program and hopes to see us increase our funding, especially from individual donors, leading them to offer a matching grant challenge. They are particularly impressed with the women's component and the women's achievements.

We give women some additional help in setting personal goals, solving common problems, and making business plans. 90% of the women launched or expanded coffee-producing businesses together with their husbands or by themselves, and achieved the increases mentioned above. 84% of the women also began second businesses, such as producing eggs, poultry, pigs, coffee tree seedlings, and ground coffee, and reported earning \$9 to \$42 per month from these second businesses.

Carmela Caal Cal says *“coffee only gives us income during the harvest season. We need money every month of the year; we need it for emergencies. I started raising chickens for meat, and now we have some income all year round, not just during the coffee harvest.”*

Right now the women's component only serves the leader communities that agreed to adopt all the coffee practices. But we would like to make the women's component regional as well, similar to the coffee program. We would like to have regional workshops to define the best practices for the most common types of second businesses so that women throughout the region can learn these practices the way farmers have learned the best practices for coffee.

We can achieve this with \$40,000. We ask you to consider donating whatever you can to help us match the Light a Single Candle commitment of \$20,000.

You can make a donation by check or through our website, using the Donate Now button, at www.sidworld.org.

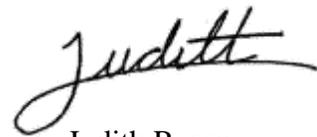
Sincerely,



Nancy Hirschhorn
President of the Board



Charles Patterson
Executive Director



Judith Russo
Program Director