



Fair Trade Lebanon Activity Report 2017



SOMMAIRE

P.2 A Word from our president

P.3 Highlights of 2017

P.4 Support to our producers

P.7 Fair Trade Lebanon's projects

P.12 Events

P.13 Internal organization

P.14 Financial report

P.17 Perspectives



TOGETHER WE CAN MOVE MOUNTAINS

Nowadays, the demand of humanitarian aid has increased, fueled in part by the consequences of conflicts, with less public funding available, ongoing economic uncertainty, rising number of refugees and prolonged conflicts...

However, we cannot depend on a continuous increase in funds. We need to develop better ways to use our set of resources more effectively, and innovation is key to meeting these challenges.

For this purpose, we identified the processes, capabilities and leadership commitment, needed to improve our operations, in order to meet the growing pressures, serving more people in need, and to deliver measurable and sustainable results.

Fair Trade Lebanon uses the following clear, simple shared definition and purpose: *"To implant Lebanese in their land"*, by providing people in the rural areas with good programs, training, equipment, marketing, operation processes, fair income and healthy environment ...

Fair Trade Lebanon is committed to reduce poverty in Lebanon, by changing the mentality from a non-productive economy to a productive one, by involving women equally in this process, and by assuring honorable revenue from selling their products inside and outside the country.

Fair Trade Lebanon adopted an effective innovation efforts based on programs, products, partnership, marketing, operation processes and team work. The most promising ideas come from field, once validated, they're piloted and data is collected to prove the likelihood of success.

Thanks to the cooperation with the **US-Middle East Partnership MEPI** project, our organization is promoting local economic cycle by supporting many cooperatives and SMEs to develop their skills and knowledge in the production and in the ways of good management, and especially to sell their products.

New markets are targeted for this purpose, mainly in the Gulf area and the United States of America...

Actually, more than fifteen thousand people benefit from our cooperation. The results are obvious; more equality for women, good practices, lessons learned, honorable revenues and consequently less poverty and radicalization ...

The support of our friends is tremendously important to help us create a lasting impact for more and more people across Lebanon.

Together **"we can move mountains"**.

Fair Trade Producers constantly increasing

At the end of 2017, Fair Trade Lebanon (FTL) is working in partnership with around 40 producers groups. Also, some contacts have been made with potential partners. In total, there is around 1200 beneficiaries in Lebanon who noticed an improvement in their socio-economic conditions through this partnership.



Opening of a new Saj Shop in Carrefour – City Mall

2017 witnessed the expansion of the saj concept stand by opening a new outlet in Carrefour City Mall – Dora, in addition to the one previously opened in Carrefour City Center – Hazmieh. This permanent shop constituted of a live saj station and a stand of “Terroirs du Liban” products. Concerning the saj, besides the traditional fillings already proposed like cheese, zaatar, goat labneh and keshek, customers can try new fillings such as: hummus, baba ghannouj and makdous eggplant. The women preparing the dough, the fillings and the manakish were trained previously by FTL under the project with UN Women. The new shop gave both, Terroirs du Liban and Fair Trade Lebanon, a boost to continue their mission to promote Fair Trade practices and encourage the consumption of local products to a larger audience.



Saj stand in Carrefour–City Mall

Celebration of World Fair Trade day – 2017

21-05-2017

Fair Trade Lebanon celebrated World Fair Trade Day for the sixth consecutive year on May 21, 2017 at St George's Convent, Roumieh. The slogan for this year's celebration was "Trade and Fair."

The event was held under the High Patronage of the American Ambassador to Lebanon H.E. Mrs. Elizabeth Richard and the Minister for Women Affairs H.E. Jean Ogassapian. Twenty two beneficiaries of the SOFAIR project, supported by the US-Middle East Partnership Initiative (MEPI) and implemented by Fair Trade Lebanon and Atayeb Al Rif Cooperative, also joined the event and catered to more than 1200 seated guests. Guests enjoyed a variety of organic meals in a reflection of the true spirit of Lebanon's village culture. The dishes burst with creativity, taste, diversity and the distinctive flavors of our traditional heritage. Chef Joe Barza, a recognized Lebanese chef, also prepared exquisite dishes using Fair Trade Lebanon's products.

Bishop Guy Noujeim inaugurated the ceremony, welcomed the attendees, and thanked them for their continuous encouragement and support. In his speech, the President of the Association, Mr. Samir Abdelmalak, thanked the U.S. Embassy for its continuous support. He stated that every single member of Fair Trade Lebanon (FTL) is working hard to prevent rural exodus and to help rural communities establish successful and sustainable businesses. FTL strives to ensure a social safety network by providing a decent income for all. He concluded by stressing on the fact that the association gives equal opportunities to all Lebanese from all regions without any discrimination.



World Fair Trade Day 2017

Fair Trade Lebanon's facts of 2017 in numbers:

40 producers groups partners with FTL through all Lebanon

Around 1200 producers

From which two third are women

100 Lebanese products sold in "Terroirs du Liban" shop



Organic and Fair Trade certifications

In 2017, FTL increased its collaboration with different production units in order to develop Organic and Fair Trade (FLO-cert) certifications. These certifications induce an increased added value of Terroirs du Liban products in international markets.

At the end of this year, several cooperatives and SMEs have received FLO-CERT and Biological certifications, while other cooperatives are working on getting the certification for some of their products.

FTL meets Fairtrade-certified North African producers

Since October 2017, FTL team went on several business trips in Tunisia and Morocco in the framework of the partnership agreement signed in July 2017 with Fairtrade Africa & Middle East. The aim of the trips was to visit the Fairtrade-certified North-African producers and evaluate their needs in training and technical support. Twelve producers groups were visited by Lamia Karaki and Benoit Berger, between Tunisia and Morocco. These groups mainly produce dates, cherry tomatoes, almonds, olive oil, argan oil, saffron and rose water.

These groups were later invited to workshops implemented in both Tunisia and Morocco. During these workshops, FTL put the producers in direct contact with the public sector which was an excellent opportunity to them for introducing their concerns to their respective government. An exchange also in the marketing expertise and consumers' awareness from FTL was shared with the producers. These multiple encounters have opened up collaboration opportunities between Fair Trade actors from both areas (Lebanon & North Africa) whether through experience sharing, access to new markets with South-South commercial relations or through the joint promotion of products from the South of the Mediterranean towards European countries.

Products	Cooperatives	Certifications	
		FLO-CERT	Organic
Grapes	Heliopolis	x	x
Wine	Couvent rouge	x (Subcontract FTTL)	x (Subcontract FTTL)
Olives	Qleyaa	x	x
Olive oil	Qleyaa	x	x
Pulses	Qleyaa	x	
Chili pepper	Menjez	x	x
Thyme (green)	Qawzah	x	x
Saffron	Qaa		x
Chili pepper powder	Mhaidthe		x
Tomato paste	Bsetin El Ossi		x
Chickpeas, lentils, hummus, dried thyme, baba ghannouj, lentil spread, saffron dried and packed		Ongoing	Ongoing

Training sessions:

After the success of cooking sessions implemented by FTL since 2015, FTL team decided to adapt the training material to the need of the market.

In 2017, new training subjects were implemented. These training includes:

- Good hygienic and sanitary practices
- Fair Trade Principles and Values
- Conditioning techniques
- Calculation of production costs
- Marketing
- Cooking lessons
- Social media marketing
- Stand management in an exhibition
- Pricing

Gender Sensitive Labor Market Study in Specific Locaton Hosting Refugees in Akkar and Tripoli

In November 2017, a Labor Market Study were conducted under the UN Women project, prepared by Nabil Sukkar.

The objective of this study was to assess the labor market situation in two selected communities hosting refugees in Akkar and Tripoli in order to identify potential growth employment and self-employment opportunities for women refugees and vulnerable women and girls, and to identify actual and potential skills and non-skills available to women refugees and host communities in the selected locations.

The main purpose was to identify skill gaps that would help UN Women direct its training activities to fill these gaps and to increase employability of women refugees and vulnerable Lebanese women in their host communities.

FTL will benefit from this study, by focusing the subjects of the trainings sessions given to match with the beneficiaries needs.

Commercial partnerships established in 2017

Through 2017, different commercial partnerships has been established between FTL and the HORECA sector in Lebanon. In fact, Terroirs du Liban products are being used by many chefs for receipes preparation, like in Balila restaurant. The products are also present on shelves of supermarkets chains (La Valeur) and in Bakeries (Wooden Bakery).

Concerning export, new partneships has also been established in 2017, especially with Altromercato in Italy and Soulspice in Germany and Switzerland.

Names	Products
Bioland (Lebanon for international market)	Organic olive oil
ShopKama (Jordan)	Rose water; Orange blossom water
Soulspice (Switzerland, Germany)	Organic Thyme
Altromercato (Italy)	Rose petal jam
Bright co (Liban pour international)	Jams
Balila (Liban)	Mouneh
Wooden bakery (16 branches)	Olive oil, Pomegranate molasses, Orange blossom water, Bitter orange syrup, Rose syrup, Apricot jam, Bitter orange peels in syrup
La Valeur (2 branches: Zouk and Mazraat Yachouh)	All Products
Nader (shop in adonis)	All products
Liwan sea food (restaurant)	Jam
Yamine bakery	Some of our products

Table summarizing the commercial units that partnered with FTL in 2017

Support to our producers

FTL small producers mapping (2017)



SOFAIR Project (Sustainable Opportunities for Fair trade Activities In Rural areas)



2017 marked the closure of SOFAIR project, which started in July 2014 and ended in December 2017.

Through this project, FTL worked with 26 cooperatives and SME in 7 governorates. Since Fair Trade is a concept built on "Trade not aid", Fair Trade Lebanon ensured trainings and/or employment to more than 1,466 people across Lebanon within 76% women, which enables the livelihoods and dignity of 1,466 families and their dependents.

Fair Trade Lebanon's SOFAIR project was originally designed to create employment opportunities for families across rural Lebanon, thus targeting areas otherwise faced with high unemployment and poverty, which are often at risk for radicalization. The project benefits communities across Lebanon, but more broadly, as the project has grown it has served to strengthen the bonds between the U.S. and Lebanon by building sustainable trade and thus creating economic opportunities within both Lebanese and the U.S. along the value chain.

Fair Trade Lebanon launched the program with the ambitious goal of increasing income for beneficiaries by 30% at the end of its duration - and it is on target. Three years after it began, the program is achieving its goals and selling products to Europe, UK, Australia and Japan, with the next objective of entering U.S. markets.

SOFAIR contributions

During this period, FTL bought important equipment and supply to the different cooperatives and SMEs benefiting from this project. Therefore, it allowed them to increase their production, reach higher levels of quality and facilitate the process of producing. Under the SOFAIR project, FTL was able to develop 79 new marketable items produced by the beneficiaries. FTL also developed almost 10 more products to be tested and fine-tuned before entering the markets. The beneficiaries' products reached international markets

through to 15 regular importers whom FTL is working with from France, Italy, Germany, Austria, UK, Japan, Australia, Kuwait, etc.

In addition, the businesses' products are available in around 54 points of sales across Lebanon: supermarkets, specialized shops and restaurant; this increased the local demand since the items are more accessible to the big public.

At last and with the increasing demand of good quality product, FTL developed 16 organic products and seven FLO-Cert (Fairtrade) certified products. These products are following the growing market in Lebanon and overseas concerning organic and certified products.

Therefore, FTL established an internal control system TEQ guarantee (Transparency, Ethics and Quality) based on a checklist inspired by international standards, in order to support the producers and business to reach international recommendations and apply for certifications. In fact 20 cooperatives and SMEs received the TEQ guarantee that will help them apply for organic and FLO-CERT certifications.

Finally, FTL is supporting the Lebanese Association for Fair Trade Producers with seven coop/SMEs already members. These members benefit from the existence of a well-equipped Service Center that support them in terms of labeling, packaging and freightage. The SOFAIR project supported the development of this warehouse, which also placed the Fourzol cooperative as a hub in the Bekaa region for food process and training, especially for vulnerable women.



Exploration of markets

The SOFAIR project helped FTL reached international markets: France, Germany, Austria, Japan, UK and Gulf Countries. In 2017, FTL is targeting the US market. Several visits and events were planned and organized in order to enter this market. FTL is meeting with the Lebanese diaspora and officials in the USA to introduce the beneficiaries' products to importers, restaurants and distributors. In June 2017, FTL will participate in an event at the Lebanese Embassy in Washington to exhibit and promote a large range of products developed under the SOFAIR project.



Phase III of the Project with UN Women



Since July 2015, Fair Trade Lebanon (FTL) has been working with vulnerable women from host and refugee communities all over Lebanon, under a UN WOMEN project, and in collaboration with the Ministry of Social Affairs. Between May 2017 and March 2018, the project was co-funded by the Government of Japan, Ford Foundation and UN Trust Fund for Human Security. FTL and its partners – Safadi Foundation and ABAAD – implemented complementary activities to build social cohesion, enhance women's rights and create job opportunities. FTL focused on building business bridges and economically empowering vulnerable Lebanese and Syrian women.

FTL organized training sessions, a placement program, promotional events and advanced workshop in new locations such as Bazbina, Bab al Tebbene, Byblos, Burj al Barajne and Majdel Anjar. FTL continued supporting host and refugee communities in Qobbe and Kfarzabad. FTL established a production unit in Tarik el Jdide and strengthen the creation of the women cooperative in Khreibet el Jundi.



Cherie Blair Foundation Project



Between August and November 2017, FTL collaborated with Al Majmoua as part of a project funded by Cherie Blair Foundation under the “Women’s Economic Empowerment Programme in Lebanon”. Together, FTL and Al Majmoua, designed complementary activities to support vulnerable women, from both host and refugee communities, in crisis-affected areas in Lebanon.

On the short term, this program aimed at reducing tensions between host and refugee communities by bringing them together around income generating activities; and, on the long run, it supported refugees’ communities in teaching them new skills and enhancing their capacities to be used once they return home.

FTL’s specific objective was to economically empower 40 Lebanese and Syrian women in the Bekaa. Therefore, two women food-processing cooperatives in Ferzol and Baalbek were identified to host the trainings. FTL offered sessions related to Fair Trade standards, hygiene and traditional “mouneh production”, and Al Majmoua organized managerial trainings.

By the end of the project, FTL had trained 48 women who were rewarded for their efforts with Certificates of Participation during an official graduation ceremony.



FTL and Al Majmoua

Based on its central objective to constantly improve the economic and social conditions of the inhabitants living in underprivileged rural areas, Al Majmoua association, launched a project in collaboration with Fair Trade Lebanon to supply some cooperatives with necessary production gear and tools amounting to **121,431.60 USD**.

Springing from the belief that these specific businesses promote local and economic development, Al Majmoua delivered to **19 agricultural and women-run cooperatives 30 pieces of equipment** to further improve their operations and maximize their productivity. The selection process, led by Fair Trade Lebanon, was conducted based on a needs-based assessment of more than **500 cooperatives members** who have made a positive impact within their respective communities.

To serve the initiative, equipment distributed through this project include: ovens, specialty food holding containers, heaters, water filters, dough mixers, filling machines for stow-away consumables, carton sealers, and food dehydrators. Other uses for these equipment serve in the processing and production of dairy products, as well as grape-growing and wine production.

Fair Trade Lebanon's president M. Samir Abdelmalak has in fact highlighted the organization's mission where he stated: "Fair Trade Lebanon uses the following clear, simple, shared definition and purpose: **to root the Lebanese in their land**; by providing rural people with training, equipment, marketing, operation processes, and access to



Project on cherries value chain in Lebanon with Jean Paul II foundation

Cherry tree cultivation in Lebanon has remarkably developed over the last 70 years and is today a symbol of heritage and passion for the Lebanese farmers who apply the finest cultivation techniques from orchard management, pest and disease management to harvest and post-harvest practices. 50% of Lebanese cherries originate from the Bekaa region.

In 2017, FTL has partnered with Jean Paul II Foundation, for a 3 years project, to develop the cherry value chain in Lebanon and, subsequently, enhance the socio-economic condition of Lebanese cherry producers. The main aim of FTL is to assist the latter in optimizing their production to become competitive enough, designing a business plan, a clear marketing strategy, and finally increase profit. The main issues cherry farmers are actually facing evolve around low production, high costs, hard selling regulations and little harvesting means.

The cherry value chain project strategy fosters a quality-oriented production based on environmental sustainability and compliance with international market standards, tackling three major segments:

- A quality management system** where quality control applies to soil and shrub cultivation which favors to a high quality and efficiency-oriented production, harvest, selection and preparation of the final product to ensure maximum quality standards.
- An agro-ecological approach** that pursues a cultivation philosophy favoring a natural balance among the tree and the surrounding ecosystem where the use of pesticides and chemical fertilizers is limited for better growth conditions.
- A market oriented production** in which awareness and knowledge about market trends allow to direct and guide the production in order to respond to the quality demand of international markets and enhance the product's characteristics.



Fair Trade Lebanon & Terroirs du Liban made it to the States!

The Embassy of Lebanon in Washington DC organized at its premises an “Authentic Lebanese Culinary Products” event in collaboration with FTL, on June 22, 2017.

The event was enormously successful, offering a wide tasting of “Terroirs du Liban” products to more than 400 guests, not only from the Lebanese diaspora but also from the professional and commercial American sectors.

Guests had the chance to taste Lebanese specialties prepared in different ways and flavors such as Kechek, Tabbouleh, Fattoush and more. Fair Trade Lebanon also installed a live saj and manakeesh station, freshly prepared by Em Touma, member of Aita Al Fokhar cooperative. In addition to the appetizers and saj, invitees discovered and indulged in more delights from the Lebanese terroir such as oriental desserts (festkiyeh, semsmiyeh, malban, nougat) and refreshing drinks (wines, arak and syrups).

This special occasion supporting Fair Trade Lebanon's objective to "Trade Not Aid" and help rural Lebanese producers to work and live in dignity is supported by the Middle-East Partnership Initiative (MEPI).



FTL team in the Lebanese Embassy in Washington

Participations aux évènements commerciaux et promotion des produits du terroir libanais.

In 2017, Fair Trade Lebanon has participated in **11** local and international commercial events, some of them running on many days. Beside the sales, these events are important because it gives visibility to the association for the Lebanese consumers. Following last years experience of FTL, the sales have increased as well as the reputation of the « Terroirs du Liban » brand, specifically towards the visitors of shows and exhibitions. Fair Trade Lebanon intends to continue to develop this visibility towards Lebanese consumers.

Date	Event
February	Organization of Keshek day in Terroirs du Liban shop at Hazmieh
February	Participation in Gulf Food Exhibition - Dubai
April	Participation in HORECA exhibition - Beirut
June	Organization of “Authentic Lebanese Culinary Products” in Washington
September	Fair Friends exhibition (Dortmund-Germany)
September	Gourmet Food Selection Salon (Paris-France)
September	Organization of Mouneh day in Terroirs du Liban shop at Hazmieh
October	Participation in Vinifest - Beirut
November	Fair Trade India
November	Participation in Beirut Cooking Festival
December	Participation in Marche de Noel – French Embassy in Beirut



Kechek Day in Terroirs du Liban boutique at Hazmieh –February

Recap chart of the commercial events that Fair Trade Lebanon have participated in, in

Internal organisation

In 2017, Fair Trade Lebanon keeps growing and is making the distinction between Fair Trade Lebanon activities (FTL) and Fair Trade and Tourism Lebanon (FTTL), Lebanese Anonym Society (SAL) responsible for buying, selling and distributing Lebanese Fair Trade products on the local and international markets.

FTL team has welcomed Haifa Al-Labadi in January, for project writing and reporting, David Wehbe in August as a field officer in UN Women project and Rita Talj in May as FTL accountant.

Guillaume Serillon who was in charge of reporting left FTL in June 2017 and Charlotte Haddad who was in charge of accounting left in August.

Some changes also happened between FTL and FTTL team, as Nawal Bechara who was FTTL accountant, joined FTL team as a support to socio-economic impact study. Rawine El Achkar is now bringing her support to FTL within the consultancy structure LEAD.

FTL team is now composed of **13** full-time employees.

As for Fair Trade and Tourism Lebanon (FTTL), Ali El Bacha joined the team as stand manager for the saj stations in Carrefour. Nadim Baghdadi and Jean Hallak joined the logistic team.

By the end of 2017, **30** persons are working for the development of fair trade within Fair Trade Lebanon and its two element, FTL and FTTL.



Seminar day–December 2017

Income Statement 2017

CHARGES			PRODUITS		
ACCOUNT	DESCRIPTION	2017	ACCOUNT	DESCRIPTION	2017
6112	Purchase of consumables	0	713	Invoiced services	43,665.84
6113	Purchase of packaging	0	7880-7881	Revenue related subsidies	2,360,066.52
6212	Service fees	18,640.49	775	Conversions gain / current transactions	15,910.19
	Total purchase	18,640.49	7882	Valuation	72757.64
6262	Maintenance and reparation	12,737.56	TOTAL PRODUITS		\$2,492,400.19
6269	Advertising fees	179,317.55			
6263	Rent	66,859.42			
6265	Lawyer, consultants & experts fees	178,048.73			
6268	Insurance premium	740.22			
62699	Other external services	640,850.05			
6264	Travel and accomodation	140,453.80			
6261	Transportation charges	48,497.95			
62615	PTT fees	13,580.94			
6266	Training, seminars fees and documentation	276,854.42			
	Total external fees	1,557,940.64			
631	Salaries	274,489.00			
635	Social charges	45,181.60			
6319	Transportation allowances	14,190.38			
	Total charges on staff	333,860.98			
644-642-645	Taxes and other similar charges	260.16			
651-655	Depreciation & amortization	20,114.19			
675	Conversions losses / current transactions	26,739.92			
673	Interest / financial operations	5,181.19			
	Total financial fees	52,295.46			
6851	Support to producers and cooperatives	609,044.94			
6859	Grants offered (equipment etc.)	2,245.17			
	Total grants and support to producers	611,290.11			
TOTAL CHARGES		2,574,027.68			
REPORT OF EXERCIZE		-81,627.49			

Balance Sheet 31 december 2017

ASSETS				LIABILITIES			
ACCOUNT	DESCRIPTION	2016	2017	ACCOUNT	DESCRIPTION	2016	2017
213	Research & Development	\$10,500.00	\$9,000.00	120	Retained Earnings	\$91,216.93	\$101,410.70
214	Patents, Licenses, Trademarks and Similar Values	\$3,754.02	\$3,217.73	130	Result	\$10,193.78	(\$81,627.49)
210	INTANGIBLE IMMOBILIZED ASSETS	\$14,254.02	\$12,217.73		EQUITY	\$101,410.71	\$19,783.21
224	Material & tools	\$24,990.20	\$22,026.79	1552	Prov. for end-of-service benefits and accidents at work	\$12,902.53	\$23,587.82
225	Vehicles & Transport equipment	\$1,697.60	\$0.00	150		\$12,902.53	\$23,587.82
226	Other fixed assets	\$17,285.60	\$14,553.99	168	Other debts		
220	TANGIBLE IMMOBILIZED ASSETS	\$43,973.40	\$36,580.78	160	LONG & MID TERM DEBTS	0	0
	TOTAL IMMOBILIZED ASSETS	\$58,227.42	\$48,798.51	421	Remuneration due to staff	\$1,136.82	\$17,901.05
310	Aactivities Generated Stock			431	Social Security	\$3,559.88	\$37,349.40
	TOTAL CURRENT STOCK	0	0	431-421	FISCAL AND SOCIAL DEBT	\$4,696.70	\$55,250.45
428	Personal Accounts Receivable			401	Suppliers	\$12,475.67	\$12,475.67
409	Advances paid on / purchase orders			461	Other creditors	\$194,680.88	\$75,706.00
411	Clients			441	Dues and taxes	\$7,909.29	\$7,587.40
468	Other accounts receivable	\$294,706.96	\$995,607.36	465	Partner advances	\$2,598.95	510.51
		\$294,706.96	\$995,607.36	474	Fees to pay	\$64,136.32	\$561,542.01
510	Bank	43,449.19	6,349.85	455-445-465		\$281,801.11	\$657,821.59
530	Cash	35,801.32	8,704.59	519	Bank	\$31,373.86	\$303,017.13
	TOTAL CIRCULATING ASSETS	\$79,250.51	\$15,054.44		SHORT TERM DEBT	\$31,373.86	\$303,017.13
	TOTAL ASSETS	\$432,184.89	\$1,059,460.31		TOTAL LIABILITIES	\$432,184.91	\$1,059,460.20

Estimated budget 2018

CHARGES PREVISIONNELLES	
60-Achat	\$ 25,000.00
61-Services extérieurs	\$ 750,000.00
62-Autres services extérieurs	\$ 600,000.00
63-Impôts et taxes	\$ 25,000.00
64-Charges de personnel	\$ 250,000.00
67-Charges exceptionnelles	
68-Subvention Remise	\$ 750,000.00
86-Emplois des contributions volontaires en nature	
Total des charges	\$ 2,400,000.00

RECETTES PREVISIONNELLES	
Subvention AFD/CCFD-TS	\$ 100,000.00
MEPI	\$ 1,475,300.00
EuropeAid	\$ 22,000.00
Fondation Drosos	\$ 23,430.00
UN Women	\$ 952,000.00
Fondation Jean-Paul II	\$ 35,000.00
Al Majmoua	\$ 30,000.00
74 - Subventions projets	\$ 2,637,730.00
75 - Autres produits de gestion courante	
87 - Valorisations	\$ 12,750.00
Total des produits	\$ 2,650,480.00



The word of our CEO:

2017, a year of challenges. Our slogan is in line with the World Fair Trade Organization (WFTO): Be An #AgentForChange

Lebanon is in the middle of a turmoil that is hitting the region, still facing political instability, economic and financial crisis, and severe lack of trust in governments, and politics, and future of the country.

One cannot ignore these issues. Companies are closing, people are being fired, and unemployment is severe, specifically for young graduates.

Is it true one cannot do anything about that?

Fair Trade is a concept built on Trade, Not Aid. Fair Trade is a movement that promotes local economic development through offering local authentic products through Fair Trade Channels.

We at Fair Trade Lebanon (FTL) have decided, more than a decade ago, not to surrender to despair, and fatalism and to strive to boost local sustainable development. We have chosen agro food, and focused on women, our greatest ally to change things and keep moving forward, against all odds.

FTL worked hard to address the private sector and cut deals with restaurants, distributors, hotels, supermarkets... to promote and help sell products from more than 32 cooperatives and groups of producers, to both local and international markets.

Thanks to several programs, **Fair Trade Lebanon currently ensures trainings and/or employment to more than 1,466 people across Lebanon, which includes 76% women**, and enables the livelihoods and dignity of 1,466 families and their dependents.

We at Fair Trade Lebanon believe that, supporting more and more groups in gaining financial autonomy, obtaining jobs, getting food on their tables, while working with different ethnic groups within their neighbourhoods, is not only a major factor of peace and stability for Lebanon, but also a major obstacle against radicalization.

The work is not over. When we see the amount of people requesting support to develop their businesses, we realize it has just begun. With you all, we can make a change. We can all become agents for change.

Philippe Adaimé

Trésorier Administrateur

1. Andqit Pro. (Andqit)
2. Coopérative Héliopolis (Deir el Ahmar)
3. Women Association of Deir el Ahmar (Deir el Ahmar)
4. Coopérative Ardouna (Douress)
5. Coopérative de femmes (Fourzol)
6. Entreprise Naturalia (Terbol)
7. Coopérative de Aïn el Hariss (Aita el Foukhar)
8. Coopérative Nejmet el Sobah (Mheidthé)
9. Coopérative de femmes pour la transformation agricole (Wadi el Taym)
10. Coopérative de Aïn el Loz (Ain Ata)
11. Coopérative de production, transformation et commercialisation de l'olive (Qleyaa)
12. Coopérative de femmes pour la production et la transformation agricole (Ain Ebel)
13. Coopérative de production agricole (Qawzah)
14. Coopérative de production agricole (Qawzah)
15. Coopérative de femmes pour la transformation agricole et l'artisanat (Baskinta)
16. Coopérative de Al-Atayeb (Kfardebian)
17. Entreprise familiale de savon (Hsarate)
18. Organica (Kaftoun)
19. Entreprise familiale Jreij (Enfe)
20. Coopérative agricole (Menjez)
21. Miel du Levant (Aïn el Remmeneh)
22. Entreprise familiale Ghazi Sarkiss (Koura)
23. Coopérative de Sultan Yaqoub (Bekaa Ouest)