ACTIVITY REPORT 2019

FAIR TRADE LUXEMBOURG
www.fairtradeluxembourg.lu

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01 OVERVIEW

In the spirit of **Fair Trade Luxembourg**'s mission, the year of 2018 has been one more exercise in the series of achievements we have grown accustomed to accomplishing. Supporting sustainable production and fair trade practices, we have been working with our partners and producers in Luxembourg and in the Global South – from Latin America to Asia – 3 continents combined.

HERE'S WHAT 2018 BROUGHT TO US:

1,000 ALL-PURPOSE CHAIRS

32 FTL PARTNERS

550 EMPOWERED WOMEN

110 JOBS CREATED

245 ACT. TRAININGS

02 FAIR TRADE PRINCIPLES

As a member of the **World Fair Trade Organization (WFTO)**, **Fair Trade Luxembourg** works hand-under the 10 principles of fair trade, ensuring that our partners and producers are treated in a fair and sustainable way. Our mission is to contribute to better lives and better futures for the international Fair Trade community, by ensuring fair trade practices and promoting partnerships with many Fair Trade producers.

WFTO 10 PRINCIPLES OF FAIR TRADE

1 CREATING OPPORTUNITIES FOR ECONOMICALLY DISADVANTAGED PRODUCERS
Trading at fair, sustainable prices.

2 TRANSPARENCY & ACCOUNTABILITY
Operating with open, accountable and participatory management and systems, and being transparent in all dealings to maintain accountability.

3 FAIR TRADE PRACTICES
Promoting fair trade practices to improve the cultural identity and traditional skills of small producers, sensitive to societal or traditional practices.

4 SUPPORT OF A FAIR PRICE
Providing a fair price to producers and access at a fair price.

5 ENSURING NO CHILD LABOR AND FORCED LABOR
Ensuring that no child labor or forced labor is used in production, in accordance with the United Nations Convention on the Rights of the Child.

6 COMMITMENT TO NON-DISCRIMINATION, GENDER EQUITY AND FREEDOM OF ASSOCIATION
WTO & ITO Specifications are treated equally and are given the same opportunities to participate in the decision-making process, regardless of gender, race, religion or political affiliation.

7 PROVIDING GOOD WORKING CONDITIONS
Providing a safe and healthy workplace for production units to ensure transparency and improvement of working conditions.

8 ENHANCING CAPACITY BUILDING
Improving autonomy and capacity of producers and their organizations, and being managers in knowledge to improvement.

9 PROMOTION FAIR TRADE
Learning of the international Fair Trade Principles.
Fair Trade Luxembourg promotes Fair Trade in partnership with the Luxembourg Ministry of Foreign Affairs.

10 RESPECT FOR THE ENVIRONMENT
Strategies on good agricultural practices and sustainable production, ensuring the promotion of the organic certification.

03 FTL PROJECTS

Fair Trade Luxembourg has been undertaking projects in partnership with Fairtrade for Life since 2015. Fairtrade for Life is a certification system for sustainable production and trade, combining social, economic, environmental and governance standards and training activities. Fair Trade Luxembourg also supports producers and trading companies from North to South.

HOW ARE OUR PROJECTS FUNDED?

WHERE DO WE OPERATE

WHO ARE OUR PARTNERS

GOVERNMENTAL INSTITUTIONS

NGOS

UNIVERSITIES

SUPPORTING THE COOPERATIVES THROUGH DIFFERENT TYPES OF TRAININGS:

EDUCATIONAL TRAININGS
Lobbying / Innovation / Hygiene / Valid management / Marketing / Social media / Leadership / Certification

SUPPORT TO COVER
VAT / GMP / Certification / Market / WFTO / PLD / TBQ

COVERAGES ON FAIR TRADE MOVEMENT

04 THE MARKET

While supporting farmers and producers, **Fair Trade Luxembourg** has been focusing on the market access through its partnerships with **Fair Trade and Fairtrade Luxembourg**. Fair Trade Luxembourg is the exclusive representative of **Fairtrade Luxembourg** in Luxembourg and has been working with the following partners:

LOCAL MARKET

GROWING LOCALLY

LEADING SUPERMARKET CHAINS
Cactus / Spontan / Cents / Cloverland Soun

SPECIALTY SHOPS AND OWN CHAINS PRODUCT SALE

CAFREA
Cafrea's goals, partnership with Luxembourg Chefs such as Chef Cathrine Bidal and Chef Laurent Ney, Cafrea's Fair Trade Coffee Roasting, Helmut Kuhn, Sofitel Luxembourg Kirchberg, Cafrea's Fair Trade Coffee

INTERNATIONAL MARKET

GROWING INTERNATIONALY
The 5 of Sales in 2018

MAIN EXPORTING PRODUCTS

05 HIGHLIGHTS OF 2018

2018 has been achieved with clear impact and clear vision and participation. In fact, **Fair Trade Luxembourg** spread delivery.

WORKSHOP Strengthening the Cooperatives through Fair Trade Production & Certification

The workshop took place on December 19, 2018. It was the last in a range of daily workshop sessions that aimed at strengthening the capacities of the Cooperatives in Peru, Brazil and Senegal. Experts in the different fields such as **Fairtrade Luxembourg, Fairtrade Africa, Cooperativas Agrícolas de Productores de Trabajo** of Belo, Mr Yassum Sabri and Mr Jean-Pierre Zeyen, Fairtrade Luxembourg **Fair Trade Luxembourg** and **Fairtrade Luxembourg** participated in the session with their expertise and experience in the fair trade movement, sharing valuable knowledge and experts, and producers, were the participants of the professionals.

SOUK JANA LOUBNAN

Under the patronage of the Lebanese minister of agriculture, **Fair Trade Luxembourg** and **Cooperatives Fair Trades Lebanon** organized the first edition of the Souk Jana Loubnan, from October 19 to 21. This event aimed at gathering more than 30 local small producers, artisans and craftsmen from Lebanon, and promoting their products and their cooperatives, while promoting the economically supported local cooperatives by consumers and raising awareness of consumers about their products.

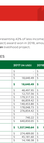
LAUNCHING OF THE INTERNATIONAL FAIR TRADE WEEK AT AUB

September 2018

On the 7 anniversary of the development of the International Fair Trade Week, **Fair Trade Luxembourg** has decided to launch the Fair Trade Charter under "Voice the Global Fair Trade Movement" and to promote the Fair Trade Week in Luxembourg. Fair Trade Week is a week-long event that **Fair Trade Luxembourg** organizes every year in partnership with **Fairtrade Luxembourg**, **Fairtrade Africa** and **Fairtrade Deutschland**. For the past few years, this event has expanded to include a variety of activities such as public stalls and workshops, and has attracted a growing number of participants from Luxembourg and the Greater Region.

WORLD FAIR TRADE DAY

The World Fair Trade Day is an event that celebrates the achievements of the fair trade movement and the people that make "Fair Trade" a reality. The Fairtrade Week was organized by **Fairtrade Luxembourg** and **Fairtrade Deutschland** in partnership with **Fair Trade Luxembourg**. Lobbyist and **Fairtrade Luxembourg** Lobbyist Jean-Pierre Zeyen, Chef of the Fair Trade Week, from the Ministry of Foreign Affairs, Commercial Counselor Jean-Pierre Zeyen, **FTL** President Lobbyist and **Fairtrade Luxembourg** Lobbyist Jean-Pierre Zeyen.



06 INTERNAL NUMBERS:

FROM THE INSIDE
CHANGES OF 2018

Fair Trade Luxembourg is a dynamic and changing organization, where team members thrive and have a strong commitment to their work. Fair Trade Luxembourg is also a place where people can develop their professional skills.

NEW COMERS

BELOW TEAM, A LUXEMBOURG TEAM'S QUALITY TEAM, 3 MANDATORY TEAM, 27 VOLUNTARY

07 FINANCIALS

PROFIT & LOSS 2018

The revenues in 2018 decreased by more than 60% representing 63% of loss on prior, this is mainly due to the fact that we did not have any Fairtrade Premium in 2018 and the Fairtrade Premium was paid in 2019. Costs are also on the **LYR Budget** – Fairtrade Premium.

EXPENDITURES

ACCOUNT	DESCRIPTION	2017 (€ LUX)	2018 (€ LUX)
6000	Purchase of commodities		
6010	Purchase of packaging		
6020	Purchase of other goods	7,000.00	10,000.00
6100	Rent	10,000.00	10,000.00
6110	Maintenance	1,000.00	1,000.00
6120	Insurance	1,000.00	1,000.00
6130	Leasing	1,000.00	1,000.00
6140	Other land and accommodation	1,000.00	1,000.00
6200	Transport	2,000.00	2,000.00
6210	Travel	2,000.00	2,000.00
6220	Representation	2,000.00	2,000.00
6230	Other transport costs	2,000.00	2,000.00
TOTAL OTHER SERVICES		**1,323,000.00**	**992,970.77**
6300	Salaries	1,000.00	1,000.00
6310	Social security	1,000.00	1,000.00
6320	Other staff costs	1,000.00	1,000.00
TOTAL HUMAN DUE TO PERSONAL		**3,000.00**	**3,000.00**
6400	Interest	1,000.00	1,000.00
6410	Other financial costs	1,000.00	1,000.00
6420	Exchange rate gains and losses	1,000.00	1,000.00
TOTAL FINANCIAL FEES		**3,000.00**	**3,000.00**
6500	Other operating costs	1,000.00	1,000.00
6510	Other charges for operating	1,000.00	1,000.00
TOTAL OPERATING COSTS		**2,000.00**	**2,000.00**
TOTAL EXPENSES		**1,331,000.00**	**1,001,970.00**
RESULT BEF OPERATIONS		**-1,330,000.00**	**-1,000,970.00**

REVENUES

ACCOUNT	DESCRIPTION	2017 (€ LUX)	2018 (€ LUX)
7000	Sales of goods	1,000,000.00	1,000,000.00
7010	Sales of services	1,000,000.00	1,000,000.00
7020	Revenue difference of exchange	1,000,000.00	1,000,000.00
7030	Other revenues	1,000,000.00	1,000,000.00
TOTAL REVENUES		**1,000,000.00**	**1,000,000.00**

BALANCE SHEET AT 31/12/2018

ASSETS

ACCOUNT	DESCRIPTION	2017 (€ LUX)	2018 (€ LUX)
2000	Formation expenses	1,000,000.00	1,000,000.00
2010	Costs of establishment	1,000,000.00	1,000,000.00
2020	Goodwill	1,000,000.00	1,000,000.00
TOTAL INTANGIBLE ASSETS		**3,000,000.00**	**3,000,000.00**
2100	Land and buildings	1,000,000.00	1,000,000.00
2110	Transporting equipment	1,000,000.00	1,000,000.00
2120	Other equipment, tools and furniture	1,000,000.00	1,000,000.00
TOTAL TANGIBLE FIXED ASSETS		**3,000,000.00**	**3,000,000.00**
TOTAL ASSETS		**10,000,000.00**	**10,000,000.00**
3000	Stocks	1,000,000.00	1,000,000.00
TOTAL CURRENT STOCK		**1,000,000.00**	**1,000,000.00**
4000	Customers	1,000,000.00	1,000,000.00
4010	Accounts receivable	1,000,000.00	1,000,000.00
4020	Other receivables	1,000,000.00	1,000,000.00
4030	Accounts receivable	1,000,000.00	1,000,000.00
4040	Other receivables	1,000,000.00	1,000,000.00
4050	Other receivables	1,000,000.00	1,000,000.00
TOTAL CURRENT DEBTS		**1,000,000.00**	**1,000,000.00**
5000	Bank	1,000,000.00	1,000,000.00
5010	Cash	1,000,000.00	1,000,000.00
TOTAL CASH		**2,000,000.00**	**2,000,000.00**
TOTAL CURRENT ASSETS		**4,000,000.00**	**4,000,000.00**
TOTAL ASSETS		**14,000,000.00**	**14,000,000.00**

LIABILITIES

ACCOUNT	DESCRIPTION	2017 (€ LUX)	2018 (€ LUX)
1000	Share capital	1,000,000.00	1,000,000.00
1010	Share premium	1,000,000.00	1,000,000.00
TOTAL SHARE HOLDERS' EQUITY		**2,000,000.00**	**2,000,000.00**
1100	Prior for end of service benefits	1,000,000.00	1,000,000.00
TOTAL PROVISIONS		**1,000,000.00**	**1,000,000.00**
TOTAL LONG TERM DEBTS		**2,000,000.00**	**2,000,000.00**
1200	Other long term debts	1,000,000.00	1,000,000.00
TOTAL OTHER LONG TERM DEBTS		**1,000,000.00**	**1,000,000.00**
TOTAL LONG TERM DEBTS		**3,000,000.00**	**3,000,000.00**
1300	Bank	1,000,000.00	1,000,000.00
1310	Other financial debts	1,000,000.00	1,000,000.00
1320	Suppliers	1,000,000.00	1,000,000.00
1330	Other short term debts	1,000,000.00	1,000,000.00
1340	Accounts payable	1,000,000.00	1,000,000.00
1350	Other short term debts	1,000,000.00	1,000,000.00
TOTAL SHORT TERM DEBTS		**6,000,000.00**	**6,000,000.00**
TOTAL LIABILITIES		**14,000,000.00**	**14,000,000.00**

BUDGET 2019

EXPENDITURES

ACCOUNT	DESCRIPTION	2019 (€ LUX)
6000	Purchase of commodities	10,000.00
6010	Purchase of packaging	10,000.00
6020	Purchase of other goods	10,000.00
6100	Rent	10,000.00
6110	Maintenance	10,000.00
6120	Insurance	10,000.00
6130	Leasing	10,000.00
6140	Other land and accommodation	10,000.00
6200	Transport	10,000.00
6210	Travel	10,000.00
6220	Representation	10,000.00
6230	Other transport costs	10,000.00
TOTAL OTHER SERVICES		**1,000,000.00**
6300	Salaries	10,000.00
6310	Social security	10,000.00
6320	Other staff costs	10,000.00
TOTAL HUMAN DUE TO PERSONAL		**30,000.00**
6400	Interest	10,000.00
6410	Other financial costs	10,000.00
6420	Exchange rate gains and losses	10,000.00
TOTAL FINANCIAL FEES		**30,000.00**
6500	Other operating costs	10,000.00
6510	Other charges for operating	10,000.00
TOTAL OPERATING COSTS		**20,000.00**
TOTAL EXPENSES		**1,080,000.00**
RESULT BEF OPERATIONS		**-1,080,000.00**

REVENUES

ACCOUNT	DESCRIPTION	2019 (€ LUX)
7000	Sales of goods	1,000,000.00
7010	Sales of services	1,000,000.00
7020	Revenue difference of exchange	1,000,000.00
7030	Other revenues	1,000,000.00
TOTAL REVENUES		**1,000,000.00**

08 PERSPECTIVES

WHAT'S NEXT... IN 2019!

Fair Trade Luxembourg is proud of implementing the roses of our sideways fairness and producers in our villages, here are the upcoming initiatives that will be keeping us busy in the coming year:

Partnership with Fairtrade Luxembourg and WFTO, organization and participation in the next general assembly in Luxembourg, with the **Ministry of Social Affairs**.

Support Business Women and Entrepreneurship Development in Luxembourg (BWEL), a big scale project that aims at helping Luxembourg SMEs engaged in Fair Trade Luxembourg and Fairtrade Luxembourg to develop their business and their organization. The project is funded by **EDM**.

Activity report 2019
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