



ROOTS *of* PEACE

2017
Annual Report

Peace is our Product

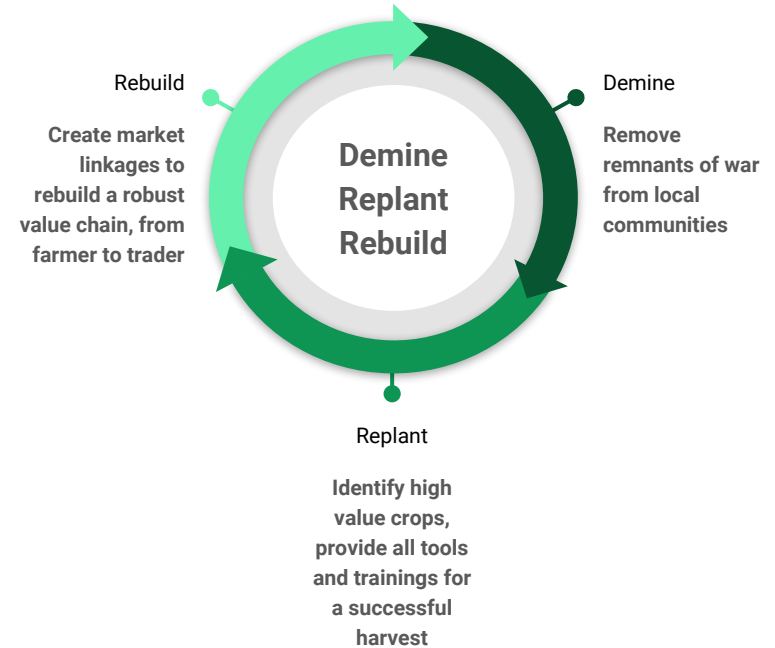
Roots of Peace (ROP) brings peace to former war-torn regions by supporting farmers in maximizing the potential of their land. ROP contributes to the removal of Explosive Remnants of War (ERW) and transforms the land affected by a legacy of conflict into thriving, productive agricultural land. Since 1997, ROP has worked in eight countries: Afghanistan, Angola, Bosnia-Herzegovina, Cambodia, Croatia, Iraq, the Kyrgyz Republic, Vietnam and the West Bank. In 2017, ROP had active programs in Afghanistan and Vietnam.

Roots of Peace is incorporated in the State of California as a humanitarian, not for profit corporation under section 501(c)3. Its main office is located at 4000 Civic Center Drive, Suite 330, San Rafael, California, USA 94903. For more information about, please visit our website at www.rootsofpeace.org.



Demine-Replant-Rebuild

The innovative Demine~Replant~Rebuild™ model of ROP offers a comprehensive approach to restoring rural agricultural communities to economic self-sufficiency. ROP focuses its efforts in post-conflict countries where agriculture is a fundamental industry and major source of employment. ROP programs partner with demining organizations to clear landmines and remnants of war from fertile farmlands, and develop agricultural infrastructure and routes to markets so farmers can work their fields, process their crops, and sell their produce safely, thereby allowing them to support their families and educate their children. Further, ROP provides technical assistance to farmers and processors, helping them meet the demands of local, regional, and international markets in order to increase the size and quality of their yields maximize their incomes. This benefits large numbers of smallholder farmers while stimulating service and supply industries such as trading, credit, processing, distribution, and agricultural input suppliers in the respective local and regional economies.



Farmer Field Schools

In 2017, SHADE provided a series of on-site trainings – called farmer field schools – for both new and pre-existing farmers. These trainings included educating the farmers on the following: winter farm management; pepper cuttings (to increase the quantity & quality of their produce); post-harvest management training (harvesting, sorting, grading, packing and storage management) with lead export firms and producers with the aim of creating export quality products; new agricultural practices such as orchard management; farm cleaning; the use of modern agricultural practices; pepper care after harvesting; how to protect the pepper crop during the rainy season; installing the auto irrigation system for the pepper orchard and much more that has covered the farmers/program beneficiaries in all the project target areas.

During these training, farmers also shared their experiences to find solutions to the challenges they face. These practices enhance productivity and production quality, enabling farmers to expand sales to international markets and obtain greater profitability.



Trainings by the Numbers

- ❖ 2 Train of Trainers (TOT) training courses for 52 partners, governmental officers and club leaders were conducted with the contents:
 - How to use the farm input package and integrated pest management on pepper trees.
 - Installing the auto irrigation system for pepper orchard, harvesting and post
 - Implementing improved harvesting methods
- ❖ 74 training courses were conducted directly for farmers, with 2,948 participants, to provide them with important knowledge to protect their pepper and increase production.



Pest Management



Irrigation Systems



Harvesting



Productivity



Marketing Training



In October 2016, a shipment of pepper was arranged for export to the United States for sales by ROP. This shipment was a continuation of a ROP initiative to find interest from the U.S. market for pepper produced in Vietnam's SHADE target areas. In 2017 we trained farmers on the techniques to produce the best quality pepper for export in 2018 to the US, SHADE project staff shared the market results and all those lessons learned with the farmers and partners. The result showed notable points and improvements that increased the demand for Vietnam Black Pepper and what additional efforts are required for even better sales in the U.S. market.



Club Meetings

SHADE team and the local technicians conducted farm visits and club meetings. During these meetings, the progress of the current crop and the efficiency of applying the ROP support mechanisms were discussed to ensure that all participants were on the right track i.e. pepper storage and much more.



Additional Support

Over 2,700 farm visits were conducted by club leaders, community extensions and project staff to support the farmers and enable them to effectively apply what they learned during the training sessions.

32 taro farmers were part of an ongoing pilot to prove the highest value crops for farmers with sandy soil lots that are incompatible with black pepper production.

6 farmers participated in an ROP – INTEL project, where they paid their contribution to join in the project to install the irrigation system on their orchards.

United Way Worldwide and Elanco Company raised \$25,000 to present 69 breeding cows for farmers in Quang Binh province.



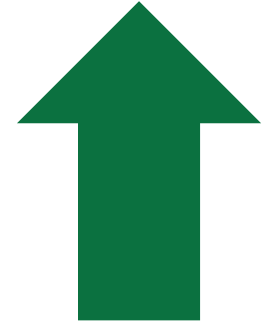
CHAMP

CHAMP began in February 2010 and was extended three times, in June 2012, December 2014 and October 2016. In 2017, its eighth year of implementation, CHAMP's work expanded from one with a regional focus to a nationwide program embracing a wider variety of products. The program continued to emphasize post-harvest handling and marketing activities in an effort to sustainably commercialize high-value crops such as apricots, apples, grapes, saffron, pomegranates, dried fruit and nuts.



CHAMP Program

Under Export Market Development, CHAMP improved the potential for increasing the profits of Afghan farmers and marketing firms by providing direct assistance in fruit processing, sorting, grading and packing, and introducing improved packaging that meets international market standards. CHAMP worked with 28 Afghan companies in exporting 30,125 MT of fruits, vegetables and nuts to overseas markets. The exports were valued at more than \$44 million. CHAMP's trade offices assisted with international exhibitions and provided a go-to source for Afghan traders seeking to enter new overseas markets. A new trade office was established in Almaty, Kazakhstan to create more export opportunities for Afghan traders in Central Asia and Russia. CHAMP facilitated the participation of Afghan exporters at the Gulfood Exhibition in Dubai, the Afghanistan-India Trade and Investment Fair, the India International Trade Fair, the National Farmers' Festival and Ag-Fair and the Kabul International Ag-Fair. CHAMP also worked to link traders and exporters with financial institutions to solve the problem of limited capital by organizing a business-to-bank roundtable and helping exporters gain access to credit and loans.



\$44,000,000
exported
produce & nuts



CHAMP Program

CHAMP collaborated with the Afghanistan Exporters Club. CHAMP created an online database for Afghan agricultural exports as a means of disaggregating import and export data for the agricultural marketing sector. CHAMP conducted seven two-day training and business-to-business meetings for 595 commercial farmers, extension workers and traders, and a one-day training on harvest and post-harvest management for another 98 farmers. A business skills development training helped improve the capacity of 49 business professionals in marketing, bookkeeping and accountancy. Finally, CHAMP submitted two reports on specific trade corridors from Afghanistan to targeted international markets.



Women's Empowerment



CHAMP continued to integrate women into its program activities. More than 100 women producers, processors, traders and association members participated in the aforementioned trainings in food safety, harvest, and post-harvest handling as well as a training for fruit processors in Balkh. A total of 22 women from 11 women-owned firms received business skills training. Applicants for CHAMP small grants were also vetted from four women-owned firms. CHAMP also supported the participation of six Afghan women exporters at the India International Trade Fair.



IFC World Bank

The teams continue organizing farmer training with topics according to pomegranate's seasonal calendar. As part of these activities, the team prepared TOT training for our 8 extension officers who went on to train 954 farmers on the following topics: pomegranate orchards establishment, irrigation, weeds control, pests & disease control, pruning, post & pre-harvest activities and farmer field school creation.

Beyond the trainings, the team also performed marketing activities which culminated in signing contract farming agreements between Omaid Bahar and 40 producer groups that represented 1,000 farmers for the purchasing of their pomegranates. The farmers supplied 1,770 tons of pomegranates with total value of over \$285,000.



Statement of Activities

For the year ended December 31, 2017
With comparative totals for the year ended December 31, 2016

	2017	2016
Revenue		
Fees from Gov't Agencies	\$4,630,436	\$2,656,488
Cost Sharing	112,138	398,007
Contributions	275,390	256,058
Other Revenue	28,884	126,860
Currency Exchange Gain (loss)	-327	3,044
Interest	52	28
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Total Revenue and Support	\$5,046,573	\$3,440,485
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Expenses		
Program Services	\$3,638,149	\$2,774,605
Management & General ²	1,189,187	1,226,423
Fundraising	99,049	80,989
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Total Expenses	\$4,926,383	\$4,122,017
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Change in Net Assets	120,190	(\$681,532)
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Net Assets, Beginning of Year	-400,767	280,765
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Net Assets, End of Year	(\$280,577)	(\$400,767)
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Statement of Financial Position

As of December 31, 2017

With comparative totals for the year ended December 31, 2016

	2017	2016
Assets		
Cash	\$254,640	\$434,254
Accounts Receivable	179,700	345,272
Prepaid Expenses	35,700	9,332
Inventory	52,637	73,412
Total Assets	522,677	\$862,270
Liabilities		
Accounts Payable	\$234,066	\$355,617
Accrued Liabilities	120,669	194,114
Notes Payable	448,519	713,306
Total Liabilities	\$803,254	\$1,263,037
Net Assets		
Unrestricted	(\$280,577)	(\$400,767)
Total Net Assets	(\$280,577)	(\$400,767)
Total Liabilities & Net Assets	\$522,677	\$862,270



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