



2023 IMPACT REPORT



TABLE OF CONTENTS

1. HIGHLIGHTS

2. ABOUT US

5. IMPACT GOALS AND OBJECTIVES

6. EMPOWERING SMALLHOLDER FARMERS

11. PIONEERING ENVIRONMENTAL STEWARDSHIP

15. PROMOTING GENDER EQUITY

16. ALIGN WITH SDG GOALS

17. 2024/2025 IMPACT INITIATIVES



2023 HIGHLIGHTS



ABOUT US

WE ARE A VERTICALLY INTEGRATED SOCIAL ENTERPRISE

Sol Organica, a Certified B Corp located in San Marcos, Nicaragua processes tropical fruits sourced from smallholder farmers throughout the country. We were founded on a mission to alleviate poverty in these communities through market access and, since our inception in 2007, we have taken a novel approach to trade. As a vertically integrated social enterprise, we are directly involved in each step of the value chain, allowing us to elevate our environmental and social impact.

We source from smallholder farmers through direct trade relationships, develop organic and regenerative value chains, and process unique tropical fruit varieties into purees, frozen cubes, dried fruit and powders for the natural and organic marketplace. We have three different operating entities under our wing serving unique purposes across the value chain.



PROCESS TROPICAL FRUITS

- Produce ingredients (purees, dried fruit, frozen formats, powders)
- Co-pack for retail and food service customers
- Assure compliance with fair labor and food safety standards
- Develop innovative new products
- Manage export logistics



EMPOWER SMALLHOLDER FARMERS

- Source directly from farmers
- Invest in community development projects
- Train farmers on organic and regenerative agriculture/agroforestry
- Provide technical assistance to improve quality and yields, mitigate pests and disease, and comply with fair trade, FSA, organic, and regenerative certifications
- Build partnerships with customers, government entities and NGOs to support social and environmental impact initiatives
- Test and track soil and crop health



MARKET A CPG BRAND TO CONSUMERS

- Provide healthy, clean label (no preservatives, no sugar) snacks for U.S. retail
- Educate consumers on sustainability through Regenerative Organic Certified® dried mangoes, bananas, and pineapples



ABOUT US

OUR PRINCIPLES

PURPOSE



Give every person the opportunity to regenerate the world.

VISION



Be the top worldwide supplier of Regenerative Organic Certified® highly nutritious and delicious tropical products that give back to the planet and people.

MISSION



Connect mindful consumers in export markets with smallholder farmers in tropical countries through quality, sustainably-produced, natural products.

VALUES

Our values serve as a compass for how we operate and interact with the world:

- **INTEGRITY:**

We uphold honest and transparent practices in all our relationships.

- **QUALITY:**

We strive to make outstanding products and maintain excellent operating practices.

- **HEALTH:**

We produce natural and organic products. No additives.

- **SMALLHOLDER FARMING:**

We partner with, invest in, transfer technology to and buy from small farmers. No intermediaries.

- **SUSTAINABILITY:**

We promote sustainability in all areas of our business from agricultural practices to processing.

- **EMPOWERMENT:**

We hire, train and empower people from marginal communities to operate and advance our business.

- **COLLABORATION:**

We work with other private and public stakeholders to promote positive social and environmental impact.

ABOUT US

WHILE WE ARE A SMALL ORGANIZATION, WE HAVE BIG IDEAS, AND HAVE BEEN BUILDING A FOUNDATION FOR IMPACT THROUGH HARD WORK AND DETERMINATION.



Will Burke founds Sol Organica (originally called Burke Agro) as a social enterprise to increase incomes for small-scale fruit producers in Nicaragua.

2006

2007

Sol Organica establishes fruit drying facility and incorporates solar collectors to reduce fossil fuel-based energy use up to 30%



Sol Organica's processing facility receives USDA Organic certification and launches the Sol Simple CPG line of dried fruits in U.S. natural retail stores.

2008

2010



Sol Organica receives organic certification from the EU and establishes itself as an ingredient supplier.



Sol Simple launches in Whole Foods Market.

2011

2012

Sol Organica establishes itself as a market partner to rural development agencies and hires its first agronomist, as extension services were otherwise absent.

2014

Sol Organica expands agriculture expertise by hiring 3 more agronomists to develop a certified organic dragon fruit value chain. By 2023, there are 15 agronomists comprising the Burke Agro team, providing technical support, trainings and managing certifications.

2015



Sol Organica completes Fair Trade USA certification process for Sol Simple CPG line, and expands to its ingredient portfolio in 2019 and 2020.



Sol Organica receives B Corp Certification demonstrating its commitment to people and planet.

2017

2018

Sol Organica, within a group of only 30 organizations, is selected to participate in the Regenerative Organic Alliance's ROC™ pilot program to inform standards development.



Sol Organica is one of only 6 companies to achieve the Regenerative Organic Certification®, and the first for fruit (mango, banana, and pineapple).

2019

2023

Sol Organica develops a GHG inventory tool.

IMPACT GOALS AND OBJECTIVES

SOL ORGANICA BELIEVES IN PROFIT WITH PURPOSE AND IS FOCUSED ON MAKING A POSITIVE IMPACT IN THREE KEY AREAS:



**EMPOWERING
SMALLHOLDER
FARMERS**



**PIONEERING
ENVIRONMENTAL
STEWARDSHIP**



**PROMOTING
GENDER
EQUITY**

As a company pairing market access levers with community development programs to address critical social and environmental issues, we engage third-party certifications, experts at evaluating the complexity of food systems to raise the bar above status quo operations.

Working with certification standards like USDA Organic, Fair Trade Certified™, and Regenerative Organic Certified® to name a few, brings in third-party accountability, a necessary tool to assure transparency and credibility in our impact measurement.

As a business committed to people, planet, and profit, we are pleased to have earned B Corp Certification in 2017. With an overall score of 113.6 based on the 2023 recertification process, we are thirty-three points higher than the B Corp qualification score of 80 and more than double the score of an ordinary business.

Our B Corp score improved 11 points from the 102.6 score earned in 2020, due in large part to our latest efforts to quantify and report on resource usage and GHG emissions to proactively set environmental management strategies, as shared in more detail throughout the report.



**OVERALL
B IMPACT
SCORE**

- 113.6 Overall B Impact Score
- 80 Qualifies for B Corp Certification
- 50.9 Median Score for Ordinary Businesses



Based on the B Impact assessment, Sol Organica, S.A. earned an overall score of 113.6. The median score for ordinary businesses who complete the assessment is currently 50.9

EMPOWERING SMALLHOLDER FARMERS



Since 2007, Sol Organica exists to build economic opportunities through community development and direct trade for smallholder farmers in Nicaragua. While the national poverty rate of those living below \$3.65 per day according to the **World Bank** has significantly contracted to 13.3% in 2022 from 45% in 2006, the story for agricultural communities is different with **50%** of the population in rural areas living in poverty.

Farmers in Nicaragua have historically been disadvantaged due to poor market access lacking infrastructure and transportation, and worsening climate-related weather conditions leaving them vulnerable to higher rates of poverty.

DIRECT TRADE AS A MEANS TO EMPOWERMENT

As a vertically integrated social enterprise with a mission to support smallholder farming communities, Sol Organica has a multi-dimensional direct trade sourcing model.

Relationship-building is a key pillar of our model and part of our day-to-day operations to support a community of ~1,000 producers to achieve economic growth through their farms.

This contrasts quite significantly from conventional transactions with long, opaque supply chains.

THE SOL ORGANICA DIRECT TRADE SOURCING MODEL:



Build relationships directly with farmers.



Conduct farmer trainings and provide direct technical assistance on organic, and regenerative practices to reduce input costs, preserve soil and ecosystems, and improve yields.



Ensure that certification criteria are met and help growers navigate complex compliance processes, strengthening trust with both farmers and customers.



Construct collection centers in each of the communities to reduce transportation costs incurred by farmers.



Provide discounted organic inputs to farmers on credit, to reduce upfront costs.



Assist farmers with harvest estimates and farm planning.



Sign contracts, open bank accounts, provide receipts and process electronic payments, essential financial tools that assist farmers in building credit and securing loans.



Cover certification costs to relieve farmers of the financial burden associated with accessing organic, regenerative, and fair trade markets.



Help farmers understand options for how to spend fair-trade Community Development Funds.

EMPOWERING SMALLHOLDER FARMERS

OUR FARMERS

We have about a thousand independent farmers we work with. That's a lot of different farmers, farming families, and communities we source from throughout Nicaragua. We know our farmers by name, but we also know their goals, the challenges they face, their achievements, their struggles, and we do a lot to support them and the communities where they live, as you will see throughout this report.

We source from both individual producers and cooperatives (not included in totals above). Among the 994 individual producers we sourced from in 2023, 85% of them manage farms smaller than 2 hectares, and are considered smallholder farmers.

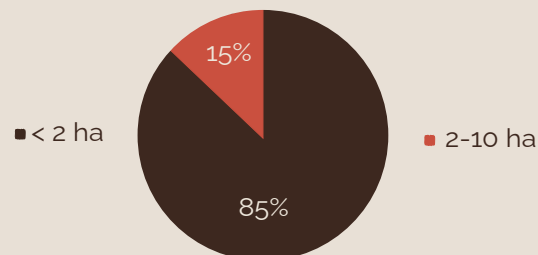
In our direct trade model, we conduct group trainings and provide one-on-one technical assistance to help farmers increase productivity, improve soil quality, mitigate climate risk, and comply with certifications (USDA and EU Organic, Fair Trade Certified™, Regenerative Organic Certified®, FSA). With improved confidence gained from having Sol Organica as a trusted partner who provides technical assistance and a stable market, over the past 3 years, we've seen the average farm size grow as farmers expand areas of production into adjacent fallow areas.

The reduction in the number of independent farmers is partly due to an aging farmer population unable to pass their farms on to their children and grandchildren as many younger Nicaraguans are opting for migration to the United States. This underscores the critical nature of our work to foster a legacy of healthy soil for future generations and provide dignified livelihoods to rural communities, thereby helping to mitigate climate migration.

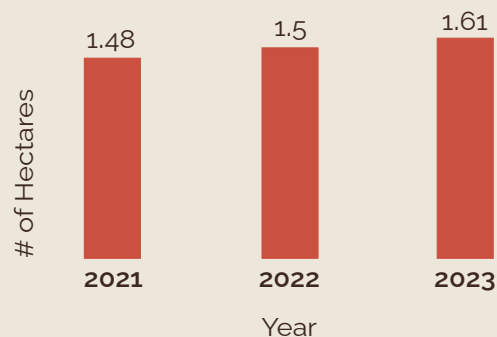
NUMBER OF INDEPENDENT FARMERS



85% OF GROWERS MANAGE FARMS SMALLER THAN 2 HECTARES



AVERAGE FARM SIZE NUMBER OF HECTARES



EMPOWERING SMALLHOLDER FARMERS

OUR AGRONOMY TEAM

Our team of agronomists is in the field continually advising farmers on sustainable agriculture practices to improve soil and crop quality, reduce input costs, and increase yields.

Training topics and schedules are planned annually based on farmer and business needs which can vary from emphasis on certification procedures and recordkeeping to addressing productivity challenges or incorporating new regenerative practices like integrated pest management and crop biodiversity with the goal of reducing inputs.

In 2022, there was considerable focus on regenerative practices, while 2023 addressed productivity challenges and harvesting best practices.

In 2023, the market was still experiencing holdover pangs from the pandemic with customers readjusting inventory levels and downgrading buying habits from organic to conventional due to inflation.

As such, we had to tighten budgets and paused field team activity for a few months, reducing the number of trainings held in 2023 to 94. With typically 15 farmers attending each training, we had an attendance of 1,370 participants in 2023.

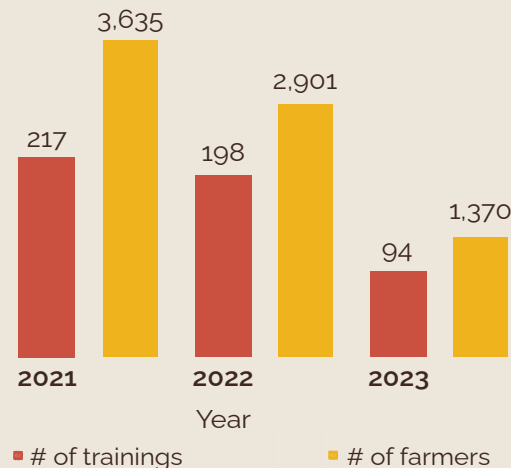
OUR COLLECTION CENTERS

Our grower partners are located across Nicaragua, and transportation is a major challenge due to poor roads and infrastructure. Typical transportation methods include horses, motorbikes, bicycles, or by foot to access basic needs like food, and education.

To manage the challenges in bringing their crops to buyers, we built conveniently placed collection centers to reduce the distance and costs associated with transporting fruit harvests. Through an investment of \$35,700 from a larger rural development project (2017 – 2019), that included matching funds from the Inter-American Development Bank (IDB), 22 collection centers are operational in the regions, with the necessary scales, protective equipment, and printers to weigh fruit and generate receipts.



NUMBER OF FARMER TRAININGS



EMPOWERING SMALLHOLDER FARMERS

STRENGTHENING FARMER ENTERPRISES

For various reasons rural farmers typically don't engage in formal banking systems. When a new farmer begins working with Sol Organica, we help them set up a checking account at a local bank or facilitate mobile transfers through Billetera Movil, allowing us to deposit payments for fruit purchases.

Farmers are traditionally used to cash payments outside the banking system, but consistent deposits from a reputable business help them establish creditworthiness. Many smallholder farmers struggle to build credit, which is essential for qualifying for loans and supporting business growth.

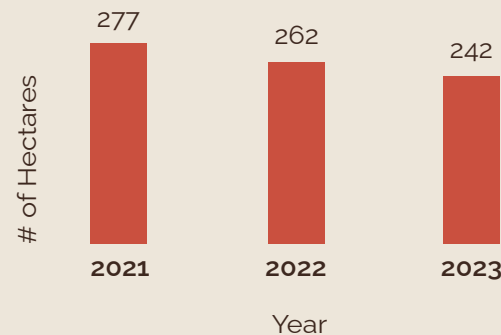
By having a bank account with regular deposits from Sol Organica, farmers can more easily obtain credit, strengthening their purchasing power and enabling them to invest in both on-farm and off-farm business ventures.

Another aspect of our direct trade model is to help farmers qualify for fair trade, organic, ROC™, and FSA certifications. We also cover the certification costs removing this cost burden from farmers. Being Fair Trade Certified™, we help shield producers from dips in market prices, contribute towards community development funds, and assist the farmer groups in determining the best use of those funds.

Due to a break in demand for ROC™ fruits in 2022 and 2023, with customers opting for conventional products in response to inflation, some of our farmer partners opted out of the certification, leading to a contraction in fair trade certified hectares (a social fairness certification is required for ROC™).

As the marketplace continues to find traction for ROC™ certified products, we expect these hectares to go back up, particularly as we enroll more crops into the ROC™ program. Coconut and dragon fruit are scheduled for ROC™ certification in 2025 and 2026, respectively.

FAIR TRADE USA NUMBER OF CERTIFIED HECTARES



EMPOWERING SMALLHOLDER FARMERS

JULIO CESAR BALTODANO RAMOS



Dragon fruit producer, Don Julio Baltodano, like many rural farmers, is isolated from other parts of Nicaragua due to poor roads, infrastructure, and accessibility to affordable transportation.

While collection centers have been built to reduce transportation costs, farmers in each region are required to bring their harvest to the collection points, which can still be logistically challenging.

Many farmers use horse-and-wagon or hire expensive tuk-tuks, but we are seeing impactful changes. Having worked with Sol Organica for 9 years, Don Julio had recurring bank deposits, proof of creditworthiness to secure a loan to invest in transportation. With the purchase of a new truck, which offered more space, and improved fuel efficiency, he could deliver his harvests more affordably and provide a revenue generating service to neighboring farmers in need of better transportation options.

Having responsibility for a family of 5, reliable transportation also helps connect producers like Julio César to important resources necessary for improved quality of life like markets, schools, and health care facilities.



"I am happy to say that working with Sol Organica has boosted my sales over the years, which helped me to solidify a bank loan to purchase a truck. I was given the loan without hesitation from the bank due to the recurring sales receipts from Sol Organica. I have a 5-year repayment period but feel confident I can pay it back in 4 years"

PIONEERING ENVIRONMENTAL STEWARDSHIP



*As a social enterprise, we disrupt conventional food systems, by delivering environmentally responsible products to eco-conscious consumers in the U.S. and Europe. The industrial food system has generated many harmful environmental externalities, which for years have been considered acceptable costs of food production. **Sol Organica takes a different approach by protecting smallholder farmers from industrial farming, incorporating organic and regenerative agricultural practices, and measuring our externalities to manage our impacts.***

ORGANIC AND REGENERATIVE AGRICULTURE

In Nicaragua, the presence of traditional farming methods and agroforestry systems has been instrumental in supporting our mission to continue protecting these lands with organic agricultural practices. The Burke Agro agronomy team has diligently educated our farmer partners on organic practices, guided farm management plans to comply with organic standards, and covered the costs of certification and technical assistance. In 2023, 1042 hectares across 994 independent smallholder farmers, were USDA Organic certified.

The number of certified hectares slightly contracted as some farmers, still following organic practices, opted out of the certification due to the time-consuming recordkeeping requirements.

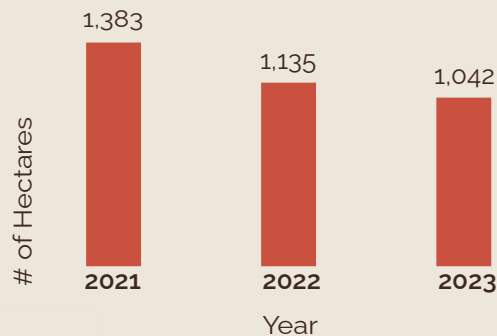
More recently, in response to the regenerative agriculture movement which surged onto the scene as a critical tool to rehabilitate degraded land and build resiliency against the effects of climate change, we began our efforts toward Regenerative Organic Certified® (ROC™).

In 2017, we were selected to participate in the Regenerative Organic Alliance (ROA) pilot standards setting program. Our direct access to farmers helped inform how the ROC™ standards would accommodate the unique circumstances of thousands of smallholder farmers in more impoverished countries.

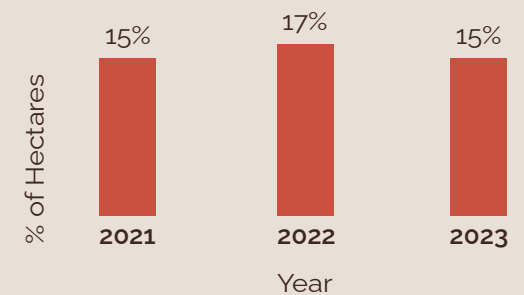
For example, observations from our ecological systems modified the definition of no-till to be more inclusive of certain crops requiring minimal tillage. We also demonstrated the need for Spanish language documents in order to comply with standards in Nicaragua. We were the first company to launch ROC™ certified bananas, pineapples, and mangoes. 15% of the hectares of independent producers we source from are certified ROC™.



USDA ORGANIC INDEPENDENT PRODUCER HECTARES CERTIFIED



REGENERATIVE ORGANIC PERCENT OF INDEPENDENT PRODUCER HECTARES CERTIFIED ROC™



PIONEERING ENVIRONMENTAL STEWARDSHIP



Because of our partnerships with cooperatives, we were able to extend ROC™ to some of their members:

- During the 2018-2019 ROC™ pilot phase, we worked with the PROCAFE cooperative to certify 70 of their member producers.
- By 2021 and 2022 we had expanded ROC™ certification to two other cooperatives - 51 producers from Sacacá and 42 producers from San Antonio.
- In 2019, we had 257 ROC™ certified hectares that grew to a total of 1,046 in 2022.
- By 2023, Sacacá and PROCAFE cooperatives took over responsibility and costs for their own ROC™ certification.
- San Antonio opted to discontinue its regenerative certification efforts, leading to a contraction of 146 hectares enrolled in ROC™.

While we are in the early stages of regenerative organic, with some farmers opting out, we are pleased to have been an integral partner to these cooperatives continuing and strengthening their regenerative practices through ROC™.

Fun fact: Because we helped the PROCAFE and Sacacá cooperatives secure ROC™ for their bananas, they were able to extend ROC™ certifications to the coffee crops grown in the same agroforestry systems. Much of the ROC™ coffee sourced from Nicaragua that you see on supermarket shelves in the U.S., comes from these cooperatives!

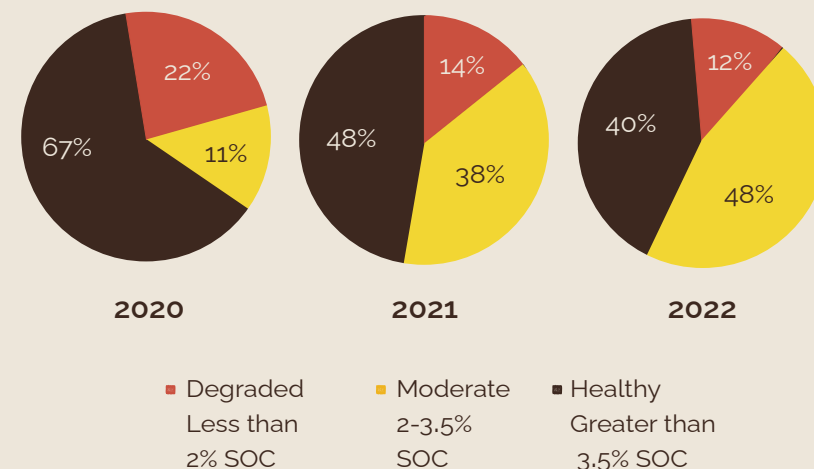
SOIL HEALTH

We have been pioneers in the regenerative movement and its principles for nurturing soil health, since 2014. Even before Regenerative Organic Certification®, the Burke Agro agronomy team had been collecting representative soil samples to evaluate soil organic matter, nitrogen, and pH levels to develop nutritional input plans for our grower partners. Since 2018, through our engagement with ROC™ we've been assessing soil organic carbon (SOC). The field of soil carbon sequestration is rapidly evolving, and consensus on target thresholds varies due to the unique conditions of different agricultural landscapes. While the ROA works to establish specific parameters, some literature suggests SOC of more than 3% is optimal for soil health.

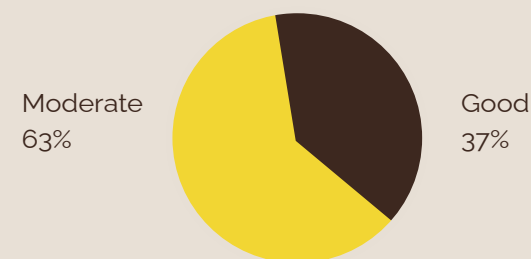
With about 20-25 soil samples taken each year, 2020 – 2022, we see that only a small and declining percent of our farms (from 22% down to 12% over the three years) have less than 2% SOC. Due to budgetary restraints, we don't have a representative set of soil samples to publish 2023 results. We will re-initiate tracking this data and measuring against targets relevant to Nicaragua's unique environmental resources and challenges.

We also conduct in-field visual evaluations to assess soil health across 8 indicators such as root presence, porosity, moisture, compaction, and earthworm activity. The results are scored, and each sample is given a rating of "poor", "moderate", and "good" quality soil. In 2023 across 41 farms, we had no "poor" results, and 37% received the highest rating of "good".

% SOIL ORGANIC CARBON



IN FIELD SOIL VISUALIZATION TESTS % OF FARMS TESTED



There is more analysis we will do to compare results across different crops and overtime. The point here is that we have begun tracking and will use our data and analysis to guide actions going forward.

PIONEERING ENVIRONMENTAL STEWARDSHIP

JOSE ISAIAS JORGE CARBALLO

Jose Isaias Jorge Carballo has been a dragon fruit farmer partner of Sol Organica since 2022, when he inherited the farm from his father. The unique conditions of the region where he farms, have made dragon fruit an ideal crop. Much of the region is downwind from an active volcano depositing sulfuric acid residues and rain, making it inhospitable to most other food crops.

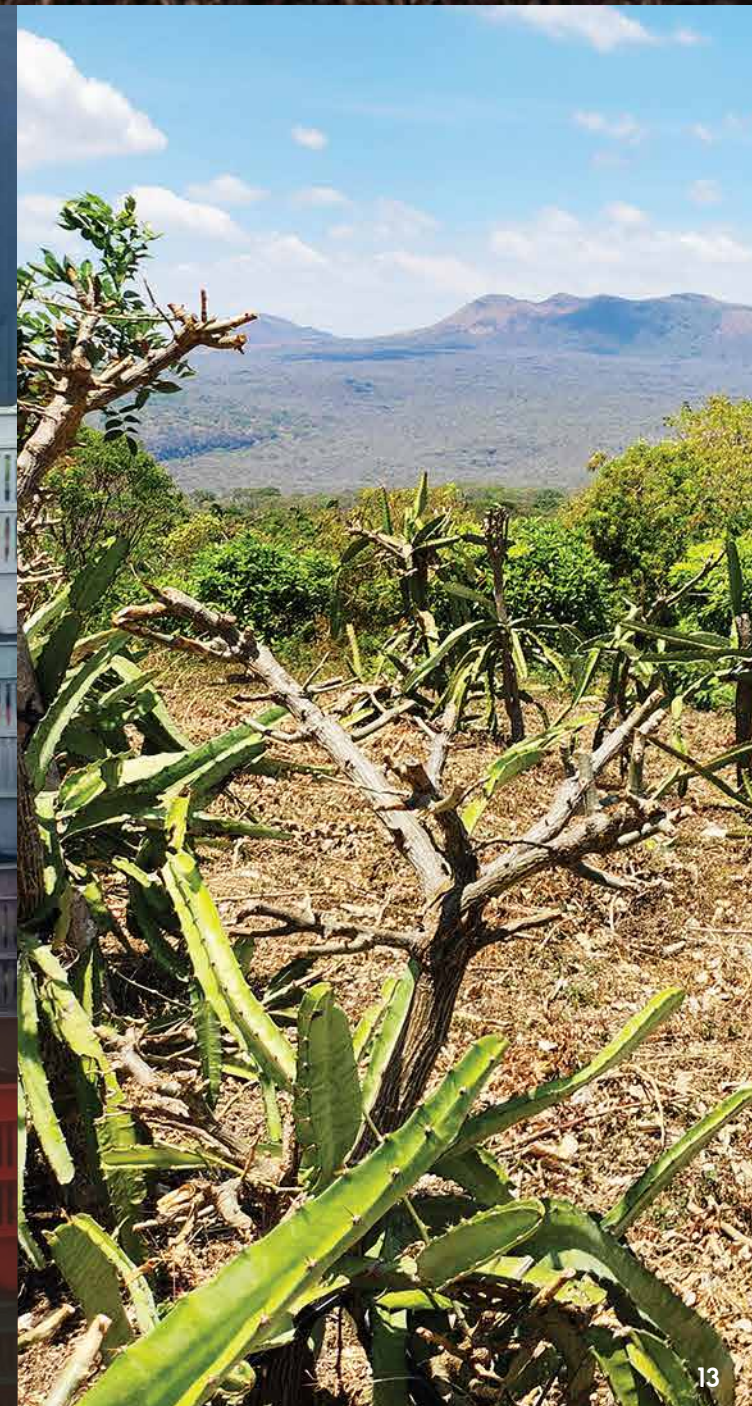
Sol Organica has been instrumental in creating market demand for this resilient cactus, that is also drought tolerant, a desirable quality given the longer dry spells occurring in Nicaragua due to climate change.

In a very dry, arid looking landscape, however, Jose has been working with Sol Organica's field team on crop nutrition plans and has increased his yields over the course of a year from 9,200Kg/Ha to 11,400 Kg/Ha.

He also experimented with intercropping of shade trees and has noticed more moisture retention and greenery covering the soil in between dragon fruit cactus plants.



"We work with regenerative organic systems to increase the land's productivity, increase dragon fruit quality, get recognized abroad, and earn better prices, which improves opportunities for our families and our quality of life"



PIONEERING ENVIRONMENTAL STEWARDSHIP

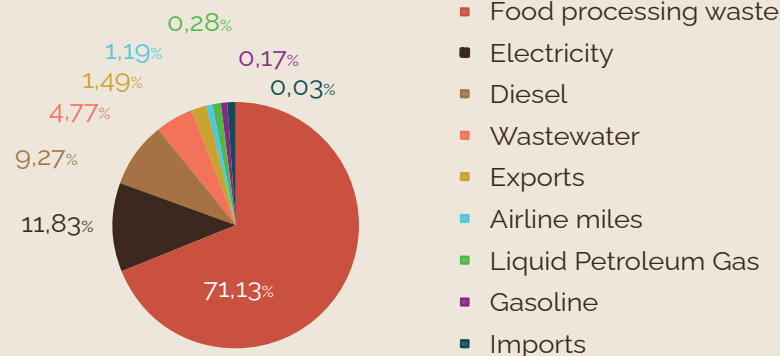
CLIMATE CHANGE RESILIENCY

In response to the climate crisis, we are dedicated to understanding our emissions and environmental externalities associated with our value chain. In 2023 we began collecting data into a GHG Inventory tool for activities associated with our fruit processing operations. This tool allows us to identify the areas of highest emissions. Food processing waste was our highest emissions activity in 2023 and an opportunity to pilot reductions.

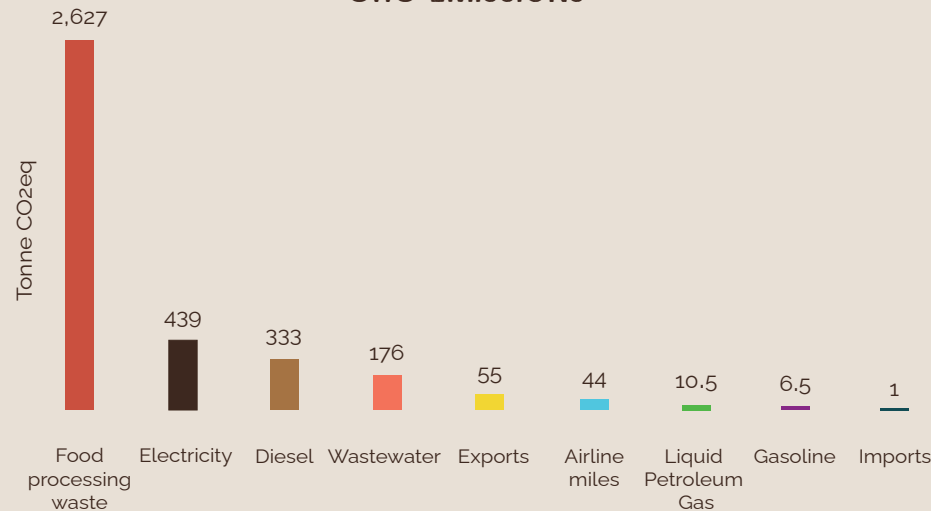
No pun intended, but we are seizing the low hanging fruit opportunity to compost our food processing waste (peels, seeds, pith). With support from our value chain partner, inno-cent drinks, we are excited to begin this pilot composting project in 2024. Our goal is to reduce emissions from food processing waste by 44% in this initial stage.

The beginning step is to redesign our standard activity of trucking food scraps to the landfill and instead truck them to nearby farms that can manage the volume of waste we produce and turn what normally emits methane in a landfill into compost, which combined with manure will be applied to passion fruit and dragon fruit farms that are beginning the early stages of regenerative practices.

PERCENT OF EMISSIONS 2023



2023 PROCESSING PLANT GHG EMISSIONS



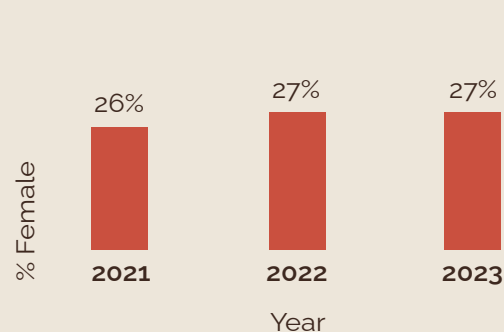
PROMOTING GENDER EQUITY

Sol Organica is committed to advancing gender equity by empowering women within its value chain. This includes increasing female representation in decision-making and ensuring women have equal access to job opportunities. When women earn income, they gain financial independence, allowing them to participate more actively in both family and community decisions. This empowerment creates a ripple effect: women often prioritize spending on essentials like food, healthcare, and education for children, improving overall well-being for their families and communities.

We aim towards growing female representation throughout our value chain – in farming, management roles and among factory workers. We know we have more to do, to create more opportunities for women and to also implement female focused initiatives.

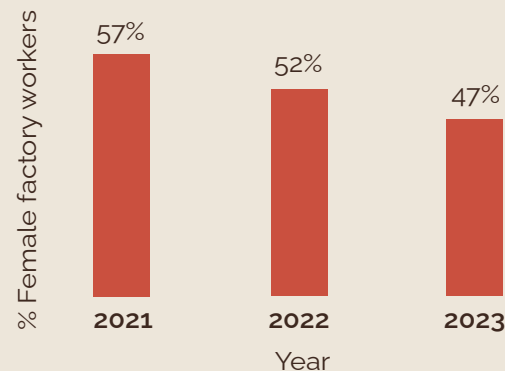
- *Approximately one-quarter of the 1,000 smallholder farmers we work with each year are women who own farms.*

PERCENT OF WOMEN LANDOWNERS



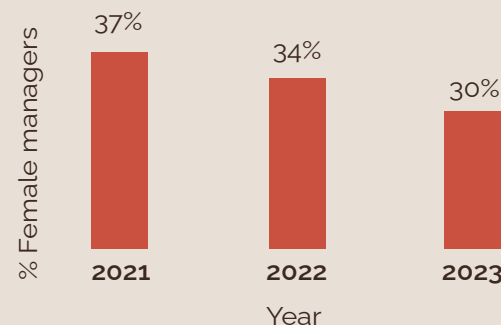
- *In 2023, about half of our plant workers are female, a slight decline since 2021 which was almost 60%.*

PERCENT OF FEMALE WORKERS AT THE PROCESSING PLANT



- *Among total managerial positions, about 30% are held by women with a slight contraction since 2021.*

PERCENT OF FEMALE MANAGERS



SANTOS MARIA SANCHEZ

Maria, a single mother of four, took over her family's one-hectare dragon fruit farm after her husband's passing. Since partnering with Sol Organica in 2016, she has received crucial support and resources to run a successful and profitable farming business. With guidance from Sol Organica's agronomy team, Maria learned crop diversification and sustainable practices that helped reduce input costs.

She also attended financial literacy training, which taught her to track expenses and estimate income—skills uncommon among smallholder farmers with limited education. These tools allowed her to manage cash flow and remain profitable. Annual contracts with Sol Organica provided visibility into her expected annual income.

Additionally, with ongoing agronomy support, Maria gained entrepreneurial confidence to introduce pineapple crops, supplementing her income during the off-season for dragon fruit. Because of this partnership, Maria was able to surmount challenges to farm profitably. Her earned income, higher than anticipated, empowered her to help all four of her children earn college degrees, a privilege only 19% of the Nicaraguan population has.

SDG GOALS ALIGNMENT



WE ALIGN WITH SDG GOALS

The United Nations Sustainable Development Goals (SDGs) constitute a framework that government and business use as a reference to address systemic issues and move society toward dramatic shifts in areas such as hunger, poverty, climate change, and inequality.

While our work is focused on the community level vs. change at the global or national level, we see the SDGs as target areas to align our initiatives. Business is critical to helping achieve these goals and we each need to do our part at the local level in order to affect change at a global level.



To end poverty in all its forms everywhere.

By providing farmers consistent premium market opportunities to generate stable income, we work to eradicate poverty most profoundly felt among rural communities in Nicaragua. We work diligently to help our farmer partners improve their agency with access to sustainable agriculture training and technical assistance to preserve the land and reduce costs. We help, as well, with economic resources, such as financial literacy trainings, and access to credit and bank loans, which are important steps towards ameliorating poverty.

We strengthen smallholder farmers' ability to realize income from their farms, as ownership and control over land are also important anti-poverty levers according to the U.N.



To achieve gender equality and empower all women and girls.

We work directly with smallholder farmers and are committed to growing the number of female land-owners we source from to activate opportunities for women to be in control of economic and natural resources. This represents target 5.a towards gender equality.

Furthermore, we are identifying opportunities to proactively elevate more women in managerial and leadership roles, representing target 5.5.



To promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.

Through regenerative organic agriculture to bolster environmental resiliency, we embody target 8.4 to "Improve progressively, through 2030, global resource

efficiency in consumption and production and endeavor to decouple economic growth from environmental degradation".



To ensure sustainable consumption and production patterns.

Through eco-social certifications we connect responsibly produced products in Nicaragua to progressive consumers in Europe and North America.

By addressing our food processing waste issue, and communicating transparently our sustainability effort we align with several of the underlying targets of this goal to:

- *Sustainably manage efficient use of natural resources (target 12.2)*
- *Reduce food losses along production and supply chains (target 12.3)*
- *Reduce waste generation through prevention, reduction, recycling and reuse (target 12.5)*
- *Adopt sustainable practices and to integrate sustainability information into reporting cycle (target 12.6)*



To protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss.

Most of our crops are certified to a sustainability standard (Organic, ROC™, FSA, Fairtrade USA) and we work to diversify incomes and landscapes through intercropping, and agroforestry systems.

We work diligently to enhance and build upon a foundation of sustainable agriculture practices by helping our farmers reduce tillage, incorporate living barriers, introduce pollinator habitats, and apply compost, to name a few.

2024/2025 IMPACT INITIATIVES



2023 PARTNER PROGRAMS

As a social enterprise, we bridge community development and market access. Through strong relationships with farmers, we are deeply rooted in rural Nicaragua and continually seek ways to increase our impact.

By bringing in resources from bilateral and multilateral development agencies, non-governmental organizations and like-minded customers, we are able to multiply this impact.

GERMAN DEVELOPMENT BANK (DEG)

In 2023, we completed a three-year project with the German government via the develoPPP program, investing \$1,900,000 in Nicaragua's agricultural value chains. The project aimed to boost Nicaragua's reputation as a sustainable fruit exporter and enhance market opportunities for smallholder farmers.

INITIATIVES

- Integrate new farmers into our value chain and grow technical assistance programs.
- Implement agroforestry-based regenerative and climate-smart practices.
- Help farmers comply with ROC™ and FSA certifications.
- Expand and diversify agroforestry systems.



INNOCENT DRINKS

In partnership with our customer-partner, innocent drinks, passion fruit and dragon fruit farmers participated in a farmer empowerment framework through the Emerging Leaders program. The goal was to improve grower agency by teaching leadership skills and decision-making to be advocates for their on-farm and off-farm enterprises. This included three workshops held in 2023 with a total of 134 participants to learn about entrepreneurship, financial literacy, and business diversification.

RESULTS:



847 PRODUCERS WITH



1,366 HECTARES COMMITTED TO ORGANIC AND REGENERATIVE PRACTICES.



284 NEW FRUIT PRODUCERS WITH



310 HECTARES JOINED THE VALUE CHAINS.



134,250 MANGO AND PASSION FRUIT SEEDLINGS DISTRIBUTED TO



437 PRODUCERS COVERING



275.3 HECTARES, WHO WILL BECOME FRUIT SUPPLIERS WITHIN TWO TO FIVE YEARS.




IMPACT AREAS FOR 2024/2025

- **Expand Regenerative Organic Certification®**, which means that in 2024 we've started fair trade certification for coconut and dragon fruit with goals to have ROC™ certified coconut farms by 2025 and ROC™ certified dragon fruit farms by 2026. As a reminder, ROC™ certified farms must also hold organic and social fairness (Fair trade) certifications.
- **Expand FSA certification** to new passion fruit growers and introduce more regenerative practices to existing passion fruit growers such as compost application and pollinator habitats.
- **Continue robust data collection** and metrics identification efforts to track and measure ecological and social impacts.
- **Continue our GHG reduction efforts** at our Sol Organica, S.A., processing plant where we have developed a GHG inventory tool to reach Net 0 by 2030
- **Measure and report on GHG reductions** gained by composting food scrap waste instead of landfilling it.
- **Measure and report GHG reduction efforts** gained by powering storage containers with electricity instead of diesel.
- **Install photovoltaic solar panels** at our processing plant in order to increase our use of electricity from renewable sources.
- **Establish ESG targets** and metrics to report against.
- **Participate in a 2024 Climate Accelerator program** for selected Central American B Corps to enhance our climate impact management and improve access to financing and investment for projects to help us achieve our goal of Net 0 by 2030.

A man and a woman are kneeling in an orchard, surrounded by green foliage and trees. The man, on the left, is wearing a blue long-sleeved shirt and a camouflage baseball cap. He is holding two ripe, reddish-yellow fruits in his hands. The woman, on the right, is wearing a maroon t-shirt and blue jeans. She has her hand on the man's shoulder and is also holding some fruit. In front of them is a green crate filled with similar fruits. The background is a lush, green orchard with many trees and plants.

OUR STORY BECOMES
YOUR STORY



Connect with us:  @SolSimpleFruit  @SolOrganica  info@solorganica.com