

ALIADOS

**ANNUAL REPORT
2023**



Letter from the EXECUTIVE DIRECTOR

Dear Friends and Supporters,

As we reflect on the past year, I am filled with gratitude for the dedication and resilience of our team, partners, and the communities we serve. ALIADOS continues to grow as a pioneer for regenerative agriculture and inclusive economic development in the Andes and Amazon. In the face of evolving challenges, we have remained steadfast in our commitment to creating sustainable livelihoods for indigenous and local farmers and conserving biodiversity across some of the world's most critical ecosystems.

This year, our work directly contributed to generating **\$1.09 million in income for farmers** and enriching **598 hectares** with regenerative agriculture practices. Notably, **51% of the farmers in our network are women**, reinforcing our commitment to gender inclusion in sustainable enterprise.

A significant milestone was the launch of the **ALIADOS Center for Innovation and Investment in Bioeconomy**, an initiative aimed at bridging the gap between science, business, and community-led conservation.

Through this platform, we are unlocking new opportunities for sustainable enterprise development and scaling nature-positive solutions that benefit both people and planet. Working through an integrated co-design process with **11 local and indigenous partners we expanded our farmer enterprise pipeline**. Twelve enterprises pitched their business ideas to the ALIADOS Center, and ten of them are receiving tailored technical assistance and working capital support, positioning them for long-term success.

None of this would be possible without your continued support. Whether you have partnered with us, invested in our mission, or shared our vision with others, you are a vital part of this journey. As we look ahead, we are excited to build on this momentum, deepen our impact, and continue working towards a more just and sustainable future.

Thank you for being a vital part of the journey to transform the agriculture and business in the Andes and Amazon ecosystems



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Executive Director, ALIADOS

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\$4.13 M

Farmer income generated through
Aliados support to date



DEVELOPMENT WITHOUT DESTRUCTION.

ALIADOS is transforming the way
business is done in the world's most
biodiverse ecosystems.



IMPACT NUMBERS 2023



\$1.09 M

Income generated for
farmers in 2023

598.31 ha

Hectares enriched with
regenerative agriculture

51%

Percentage of women farmers
in the Aliados network



ALIADOS CENTER



Aliados is launching a \$1M Pilot fund in the Ecuadorian Amazon Region to provide technical assistance and blended capital to support 10 small indigenous and local companies, leveraging the +25 years of expertise fostering business without destruction in a sustainable and profitable way, in the world's most biodiverse landscape.

Harnessing **Community Power**



To Drive
**Amazon
Innovation**



THE PROBLEM



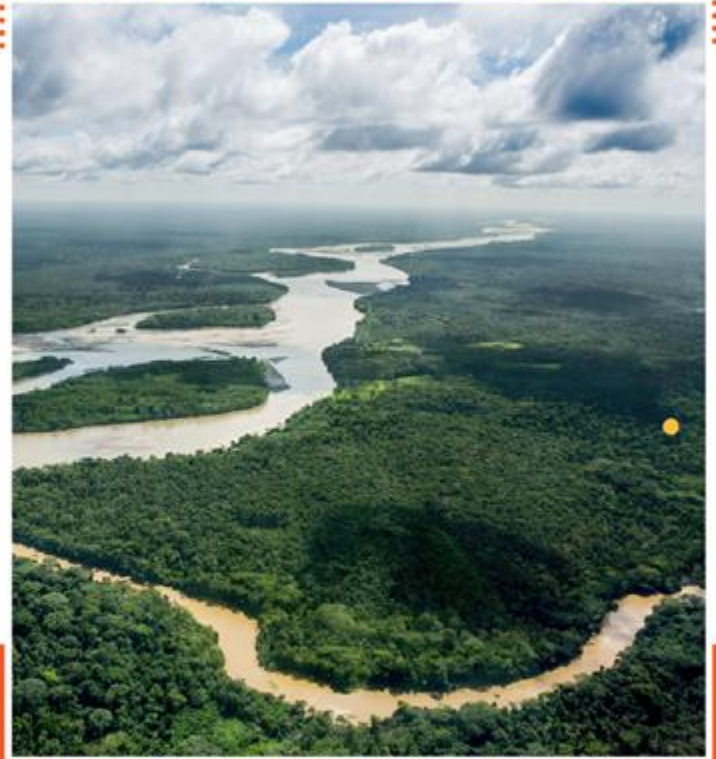
Business as usual is not working in the Amazon ecosystem.



Agriculture is the main driver of deforestation and carbon emissions.



15-20% forest lost in the Amazon last two decades.



THE OPPORTUNITY

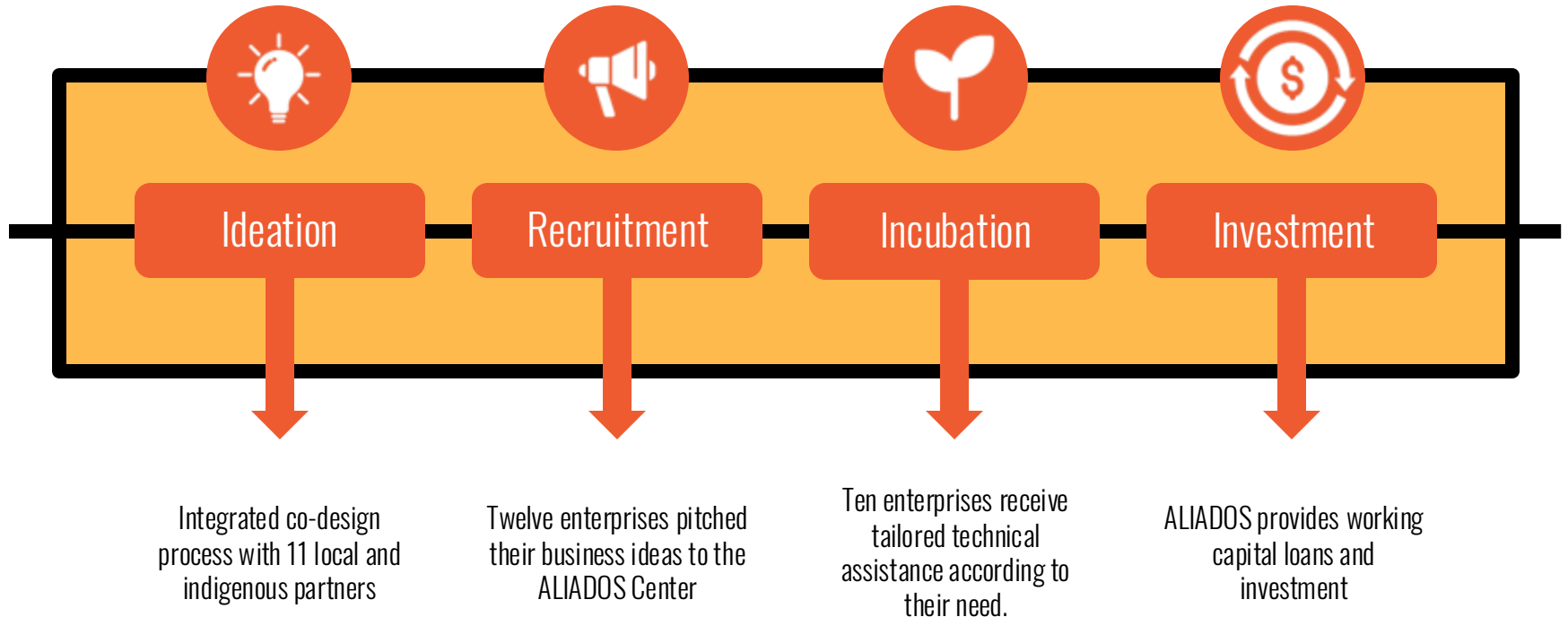
An increasing number of companies and investors see that Indigenous farmers represent an opportunity to meet global food demand in a resource-scarce world.



**Leveraging
the power of
community to
accelerate
Innovation for
a thriving
Amazon**



FARMER ENTERPRISE PIPELINE



CASE STUDIES
FROM THE FIELD

Ruta Escondida: From Dependency to Diversification [1/2]

In the heart of the Guayllabamba Valley, the Apare Association (Ruta Escondida) has transformed from a single-product operation into a hub of agroecological innovation. Once solely focused on goldenberry production—with 5,000 kg produced monthly by 55 farmers—Ruta Escondida faced a critical challenge in 2022. Complete dependence on the exclusive sale of goldenberry to a single client left them in a precarious position. Undeterred, they turned this crisis into an opportunity for reinvention and growth.

The collapse of the goldenberry market was the catalyst for bold change. With support from Aliados for the implementation of a Farmer Research Network (FRN), farmers began exploring new avenues. They turned their focus to the production of bioinputs, particularly perfecting the creation of bocashi, an organic fertilizer that has made a significant difference. Farmers who previously paid \$7 for a 30 kg sack now produce bocashi at just \$4 per sack, reducing costs and sparking interest among other producers.



What motivates me is learning more - we can experiment with blackberries, goldenberries, tomatoes, and many other fruits that we don't currently have in this area.

María Cacuango, highlighting the passion driving the community.

Ruta Escondida: From Dependency to Diversification [2/2]

This enthusiasm came to fruition in February 2024 when 20 cattle farmers joined the FRN to scale up bocashi production. Together, they agreed to produce 500 sacks at each of three planned annual gatherings, strengthening their alliances. This effort was not only local but also supported by key institutions such as the Atahualpa Parish Government, the Provincial Government of Pichincha, the Ministry of Agriculture, and NGOs like COSPE

The vision of the FRN extends beyond simple agricultural production. They are planting seeds for the future by diversifying their crops: 1,000 strawberry plants are already growing, alongside experiments with blackberry and tomato. Additionally, pilot tests are underway to produce sweet potato chips for FABBAL, a new potential client.



Farmer-Led Solutions for Resilient Agriculture in the Andes (RAI)

Smallholder farmers in the Andean region face significant challenges, including climate variability, soil degradation, and limited access to markets. These systemic issues weaken economic resilience, leaving rural communities vulnerable to environmental and financial instability. Fundación ALIADOS, with support from the McKnight Foundation, is addressing these issues through the creation of Farmer Research Networks (FRNs), an innovative, participatory model that empowers farmers to implement practical science-based solutions, connect with rural enterprises, and access sustainable markets.



FRN

Collaborative Problem-Solving

We set up the first ever guayusa agroforestry value chain with 2,000 Kichwa families leading to 2,500 ha being restored and US\$~2.4M additional income for Kichwa farmers.

Boosting Productivity and Resilience

ALIADOS expands to the Andes supporting 1,500 families implement regenerative farming to earn an additional US\$250,000 from goldenberry in 2022.

Linking Farmers to Rural Businesses and Markets

ALIADOS expands to the Chocó supporting 157 Chachi farming families triple cacao production and earn US\$560,000 from regenerative cacao in 15 months and conserve their 6,000-ha territory.

Knowledge Sharing and Innovation

Workshops and peer-to-peer learning fostered collaboration and equipped farmers with tools for agroecology, business planning, and market integration

While the FRNs have demonstrated tangible success, a critical question remains: How can these participatory models be scaled effectively across diverse regions without compromising their farmer-led, context-specific approach? Looking forward, ALIADOS is addressing this challenge through the ALIADOS Center for Innovation and Investment in the Bioeconomy. This initiative blends technical assistance with innovative financing to expand the FRN model, strengthen rural enterprises, and foster resilient value chains across Ecuador.

ALIADOS SPOTLIGHTS
Stories of Success



Ecosystem Spotlight: Restoring the Andes-Amazon Cloudforest

The Andes-Amazon cloudforest ecosystem is one of the most biodiverse and fragile regions on Earth, serving as a critical bridge between the Andes and Amazon and supporting unique species and communities. In 2023-2024, Fundación ALIADOS made transformative strides in this ecosystem, focusing on landscape restoration, agroforestry, and sustainable development in Ecuador's Chaco municipality. Partnering with UECH Technical College, the project empowered families, students, and local governments to restore degraded pastures and promote at-risk species conservation.

Product Spotlight: Scaling Regenerative Cocoa with the Chachi in the Chocó Forest

In 2023, ALIADOS deepened its partnership with the Chachi people in the Chocó Forest to scale regenerative cocoa farming as a sustainable livelihood strategy. This initiative aimed to strengthen the community's economic resilience while preserving biodiversity and reinforcing their ability to defend their ancestral lands.

The program has brought significant improvements to cocoa farming practices, boosting productivity by an impressive 284%, since 2021. Farmers have increased yields from 2.65 quintals per hectare per year to 10.2 quintals, leading to annual incomes of \$3,599 per hectare. This was a remarkable shift for many families, whose baseline monthly earnings ranged between \$40 and \$56. Over 157 Chachi families collectively generated more than \$565,000 in the program's second year. [1/2]



Product Spotlight: Scaling Regenerative Cocoa with the Chachi in the Chocó Forest [2/2]

Critical infrastructure was developed to support this transformation, including three nurseries that produced over 18,000 improved cocoa seedlings and nearly 7,000 native trees. A cocoa processing and fermentation plant was constructed, enabling the Chachi to produce and commercialize two distinct cocoa products. These advancements not only improved their economic prospects but also enhanced their capacity to manage their land sustainably.

The program also helped strengthen territorial management. Through participatory zoning agreements and mapping of regenerative farming plots, the Chachi enriched 446 hectares of farmland with regenerative practices and strengthened land management across an additional 1,200 hectares.

Five Chachi communities worked together to make sustainable farming a core element of their strategy to protect their territory, fostering unity and resilience in the face of external threats.

Although challenges arose, particularly delays in land management activities due to the presence of illicit groups, the program's emphasis on cocoa training and productivity is driving lasting benefits. The project is demonstrating the potential of regenerative agriculture to not only improve livelihoods but also fortify community cohesion and ecological stewardship. [2/2]





José Aurelio Cimarron Quiñones: Transformation Through Knowledge

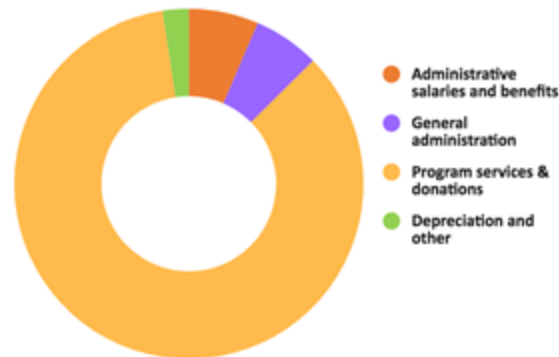
José Aurelio Cimarron, a cacao farmer from the Guayacanas community, has experienced a profound transformation on his farm since joining Aliados. Previously, monilia affected nearly half of his harvest, forcing him to rely on YouTube tutorials for solutions. Now, with knowledge transfer from Aliados and guidance from Engineer Pico, José applies pruning, cleaning, and crop management techniques that have significantly reduced monilia and improved his production.

With support from his son, an agronomist, José envisions involving the entire community in this process, encouraging them to adopt these practices and positioning Guayacana as a model for sustainable cacao management.

ANNUAL FINANCIAL REPORT 2023

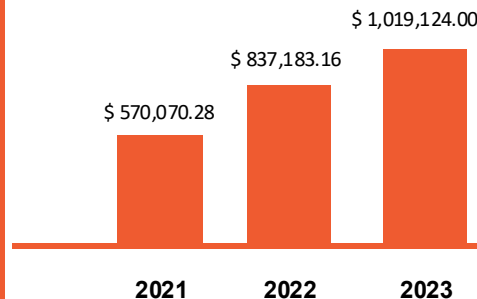
SUPPORT AND REVENUE 2023*		ALIADOS ECUADOR	ALIADOS USA	TOTAL
Grants & Contributions		\$ 719.165,00	\$ 279.794,00	\$ 998.959,00
Fee for service income		\$ 10.893,00	\$ -	\$ 10.893,00
Other income		\$ 9.272,00	\$ -	\$ 9.272,00
TOTAL		\$ 739.330,00	\$ 279.794,00	\$ 1.019.124,00
OPERATING EXPENSES 2023*		ALIADOS ECUADOR	ALIADOS USA	TOTAL
Administrative salaries and benefits		\$ 47.648,05	\$ -	\$ 47.648,05
General administration		\$ 45.313,26	\$ 18.164,00	\$ 63.477,26
Program services & donations		\$ 626.675,69	\$ 292.399,00	\$ 919.074,69
Depreciation and other		\$ 17.947,00	\$ -	\$ 17.947,00
TOTAL		\$ 737.584,00	\$ 310.563,00	\$ 1.048.147,00
NET ASSETS 31 DEC 2023		\$ 65.533,69	\$ 139.041,00	\$ 204.574,69

Operating Expenses



3 Year Annual Income Growth

79% INCREASE
OVER 3 YR PERIOD



OUR STAFF

WAIN COLLEN

Executive Director

GABRIELA PAREDES

M&E Manager

GONZALO TORRES

Amazon Coordinator

NARCISA PUMA

Andes & Chocó Coordinator

GABRIELA TOAPANTA

Field Technician

GERÓNIMO SALAZAR

Field Technician

ALEJANDRO PICO

Field Technician

LUIS QUIGUANGO

Field Technician

MANUEL SAMANIEGO

Production Specialist

MARICELA HERRERA

Bio-Enterprise Coordinator

JORGE REINA

M&E Assistant

JAIME PALACIOS

Ecological Value Specialist

ROXANA TANGUILA

Community Liaison Technician

PAULINA RODRIGUEZ

Adm Financial Manager

CAROLINA LOPEZ

Accountant

CARMEN TANGUILA

Administrative Assistant

**VILLAGOMEZ BERREZUETA
CAMILA**

General Administrative Assistant

