



2017
ANNUAL
REPORT

Cultivating Lives
Through **Education**





MESSAGE FROM OUR PRESIDENT

*"Tell me and I forget, teach me and I may
remember, involve me and I learn."*

Benjamin Franklin



Dear Friends,

We are delighted to report that our programs have shown strong performance in 2017, a year in which we invested over US\$ 1.141 MM to the Seeds for Progress Foundation. Our Foundation has grown, became stronger, and we have built new alliances in order to have a greater impact in the coffee-growing communities of Nicaragua.

One of the most outstanding highlights of this year is the expansion of our programs into Nueva Guinea, a territory that promises to increase our reach and develop the human and technical capacities of our partners, employees and families.

As well, we have joined efforts and collaborated with the Ministry of Education to develop stronger relationships and to secure their support for continued teacher training. In 2017, we dedicated an impressive 578 hours to teacher training sessions.

We continued with our efforts to provide students and teachers with better schools, investing in infrastructure and integrating innovation and technology into the classrooms of the eighteen educational centers where we have a presence.

We thank the coffee-growing communities for their engagement and support. Producers, parents, teachers and students come together with the conviction that education is the most effective and fruitful seed we can plant for the progress of our country. They help us to learn to educate our youth more productively and in ways that are relevant and productive to the students, their families and communities, and to Nicaragua as a whole. We are truly thankful to our international partners who allow us to continue developing our programs.

In 2018, we will continue planting seeds of action and knowledge. I encourage you to become part of these achievements, they are the cornerstone and foundation of a brighter tomorrow.

Thank you again for your generosity and support to the Seeds for Progress Foundation.

J. Antonio Baltodano

J. Antonio Baltodano
President
Seeds for Progress Foundation



WHO ARE WE?

The Seeds for Progress Foundation is a not-for-profit organization that facilitates and promotes access to quality education as a fundamental human right that contributes to social development and sustainable economic growth for individuals, families and communities.

Through our integrated educational approach, we create opportunities to enhance the quality of life of students, teachers and their families who live in the rural coffee-farm communities of Nicaragua.



MISSION

To increase the quality of education and health services for rural communities in the coffee-growing regions of Nicaragua and other coffee-producing countries.

VISION

A society in which people can recognize their potential to become self-sufficient and thus contribute to the development of their communities and society in general.

VALUES

- Collaboration
- Self-determination
- Innovation
- Respect
- Integrity

WHERE ARE WE?

The Seeds for Progress Foundation focuses its efforts on the coffee-growing regions of Nicaragua, specifically in these areas:

Jinotega:

- Buenos Aires School
- Flor de Maria Rizo School
- Las Colinas School
- Las Marias School
- Ruben Dario School
- Lazaro Talavera School

Nueva Segovia:

- Ena Sanchez Casco School
- Jose Dolores Estrada School
- San Martin School
- San Jose de la Luz School

Madriz:

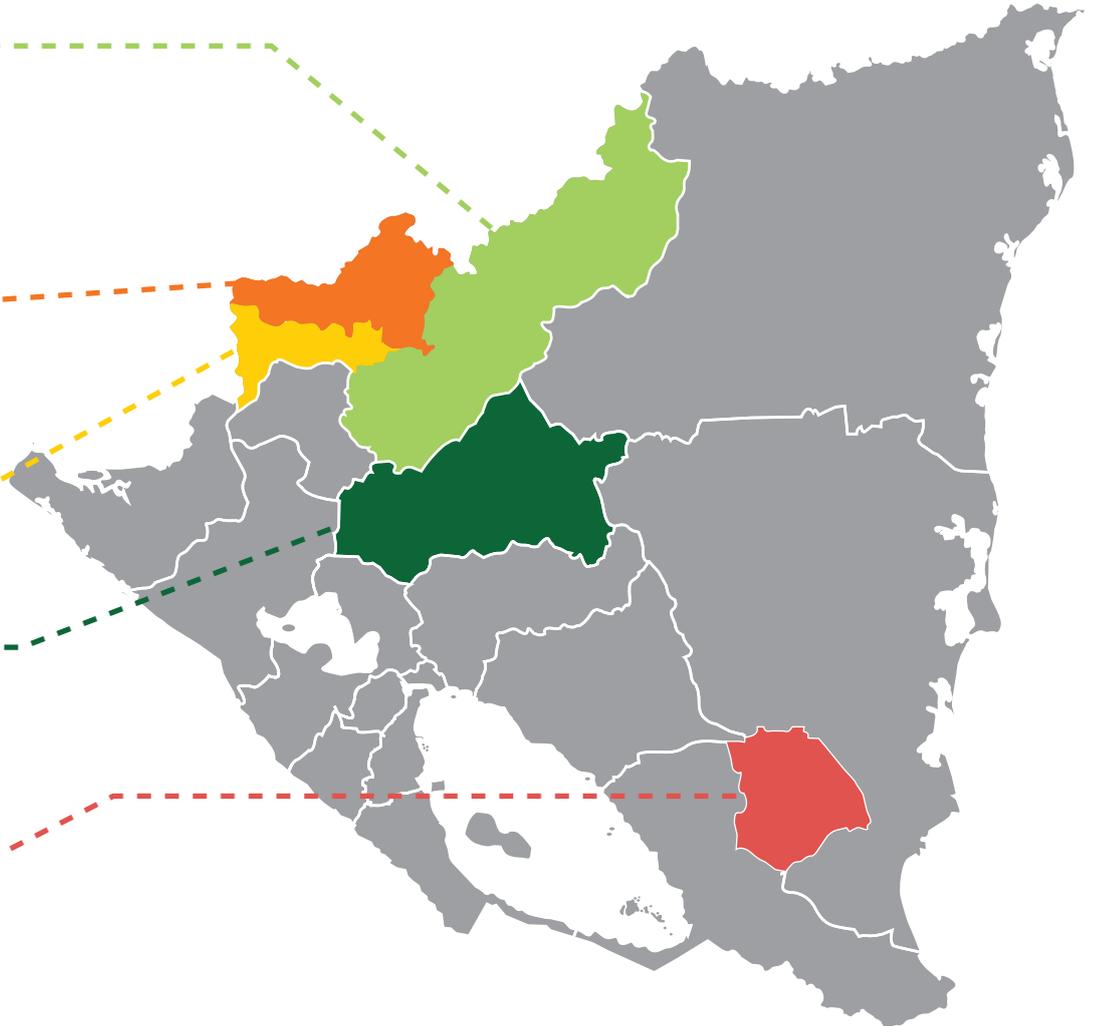
- Cesar Augusto Pinel School
- Martha Medina School

Matagalpa:

- Aguas Amarillas School
- Los Milagros School
- Nicarao School
- Santa Clara School

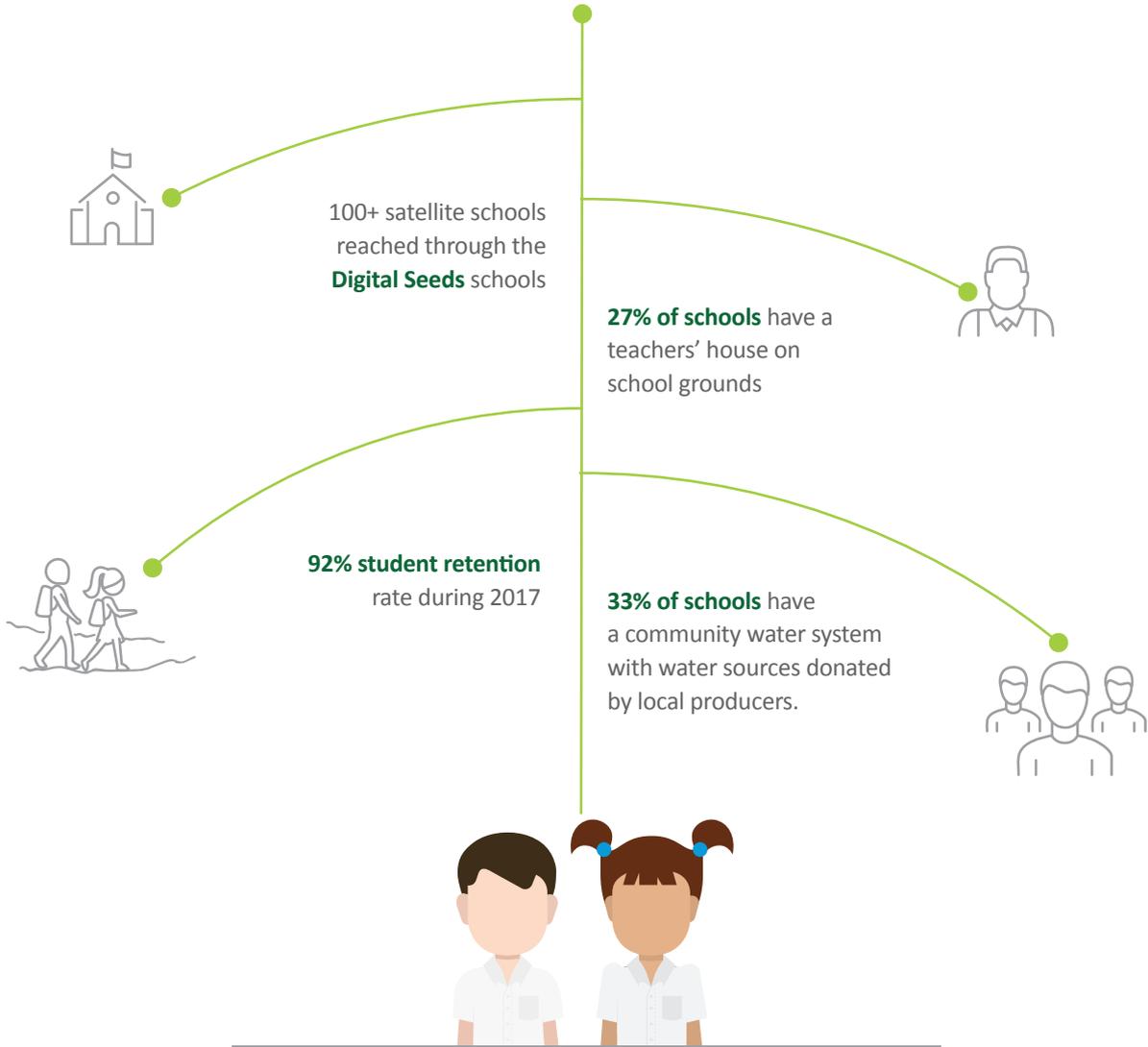
Nueva Guinea:

- Diriangen School
- Violeta Barrios de Chamorro School



Students **4,385**
Teachers **339**

Schools **18**
Communities **123**
Departments **5**



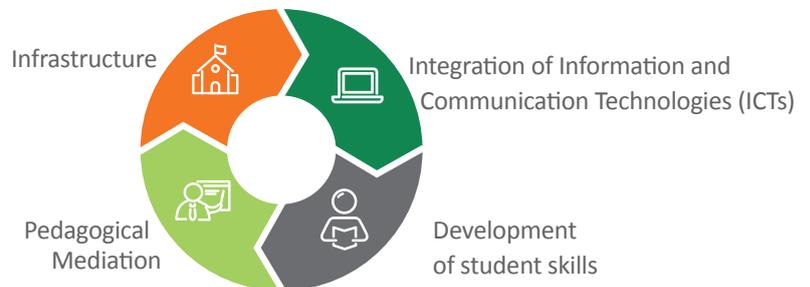
OUR SCHOOLS



DIGITAL SEEDS PROGRAM

Digital Seeds is a permanent action research educational program. Its four components are integrated in accordance with the realities and contexts of each community.

This program is implemented in alliance with:





School Infrastructure

We invest in the physical conditions of the educational centers to foster the development of pedagogical practice from a holistic and student-centered educational focus.

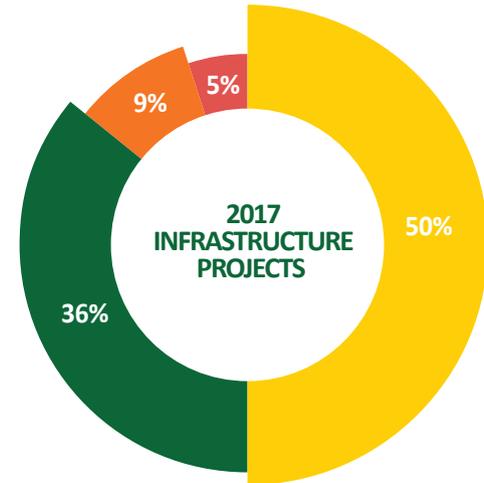
In 2017, the Nicaraguan Ministry of Education awarded the Seeds for Progress Foundation with the “National Prize for Corporate Social Responsibility in Education” in the category of School Infrastructure.

Total amount invested:

US\$ 383,142.00

17 infrastructure

projects completed



- Water and sanitation
- Electrical systems
- Construction of classrooms
- General school maintenance





Development of Students' Competencies

We support the improvement of students' core competencies in elementary education.

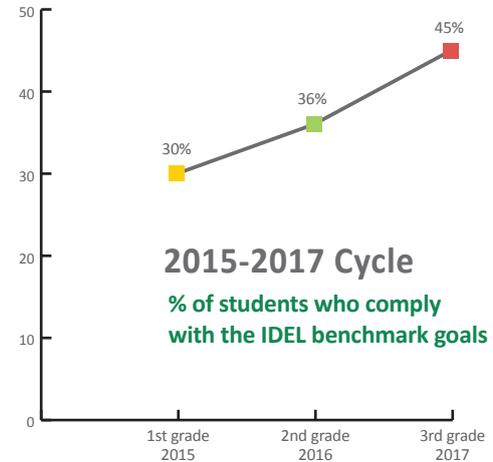
Reading and Writing Indicators:

Students who participate in the Digital Seeds Program for a three-consecutive year cycle significantly improve their reading and writing skills.

- 45% of third grade students reach the IDEL* reading fluency benchmark goal.
- Students who improve their reading fluency also markedly improve their comprehension skills and ability to solve mathematical problems.

Success Story San Martin School, Nueva Segovia:

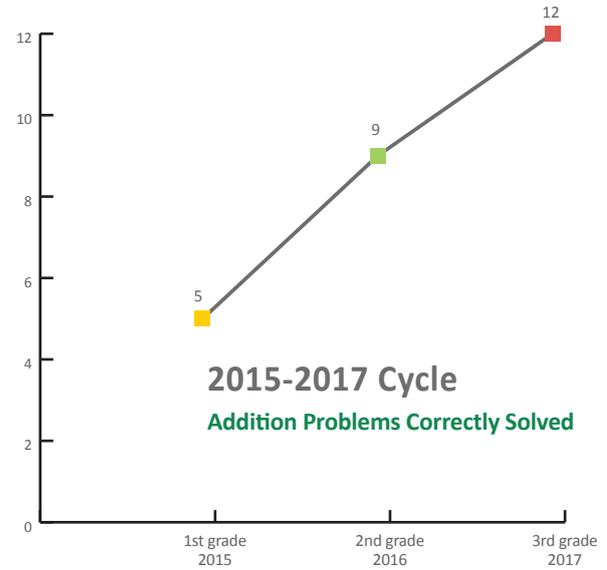
- **9 out of 10 children** who complete third grade reach the IDEL benchmark goal of reading more than 85 words in one minute.
- **100%** of students understand what they read and achieve their grade level writing skills.
- Student reading rates improved from reading an average of **42 words** in one minute in first grade, to an average of **120 words** in third grade.



Math:

At the end of the first to third grade cycle, the majority of students triple their abilities in mental math and problem solving.

- On average, students went from solving 2 problems in 6 minutes in first grade to solving 5 during the same time in third grade.
- As to addition problems, they went from correctly solving 5 operations in one minute in first grade to 12 operations in third grade.





Information and Communication Technologies (ICTs)

We promote the integration of Information and Communication Technologies (ICTs) into the learning process, academic training and school management through creating the conditions necessary to facilitate a digital culture in the schools.

45% of schools

have Internet access.

279 of teachers

participated in computer skills courses during 2017.

80% of teachers

who participate in the Digital Seeds Program have their own computer through an initiative promoted by the Foundation.

84% of teachers

integrate ICT tools, providing innovation and added value to the students' learning processes.





Pedagogical Mediation and Innovation

We facilitate the integration of pedagogical innovative pedagogical strategies in learning processes, promoting attitudes that improve relations within the school environment and lead to interactive learning.

A total of **368 personalized coaching sessions** were conducted for 67 teachers.

6 out of 10 teachers

create new pedagogical tools to be used in the classroom.

100% of teachers improve their pedagogical practices upon completion of their 3-year consecutive cycle with the Digital Seeds Program.





FACILITATORS

The Digital Seeds Program facilitator is a partner in the personal and professional development process of each teacher, as well as in the improvement of the entire pedagogical process.

- Seven teachers with over **15 years** of classroom experience serve as facilitators.
- **Specialization** in psychology, pedagogy, didactics and educational technology.
- Constant presence in the **communities**.
- Each facilitator serves an average of **two schools** annually.



1

I wake up at 5 a.m. in the morning and at 6 a.m. I am ready to go to school.

The trip to school can take from 1 hour by motorcycle to 3 hours by bus. Sometimes the access roads to the community are deteriorated, which can cause delays.



2



3

When I arrive at school, I confirm with the Director the activities that I will develop during the day, based on previously defined plans.

We proceed to examine the methodologies in order to identify strengths and opportunities of improvement to work with the teachers.



4



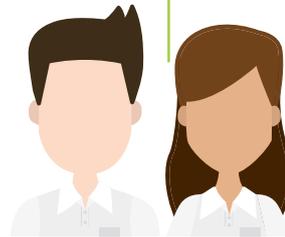
5

After class, I meet with the teachers for a professional development session, according to the designated topic for that day.

After the session, I return home to consolidate the information about these processes. Based on these learnings, I develop sequential processes and tasks. I prepare to discuss these emergent plans with colleagues the following day.



6



A DAY IN THE LIFE OF A SEEDS FACILITATOR



SUSTAINABILITY AND INNOVATION

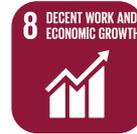
From the Seeds for Progress Foundation, we contribute to works towards the fulfillment of the Sustainable Development Goals* through the work we perform in the coffee communities where we have a presence.

In 2017, we develop new and innovative educational initiatives that contribute to the sustainability of our coffee communities.



COFFEE WORKSHOPS

We promote the learning of sustainable coffee cultivation through workshops in 4 schools with 250 high school students.



YOUTH TECHNICAL TRAINING

We support the continuity of technical studies in alliance with the Lacingwing Foundation. In 2017, 6 students benefited with full scholarships.



DIGITAL MONITORING TOOL

We created an online digital system to automatically gather information and process the students' Reading-Writing and Math Assessments.



ONLINE LEARNING

We brought digital learning platforms to more than 300 students and teachers to strengthen their knowledge.

- Green Learning Initiative in alliance with CBC Nicaragua and Tecnológico de Monterrey.
- Virtual counseling and TeenSmart's "Crece para Ser" course.



STRATEGIC ALLIES FOR SUSTAINABILITY

We work together with the Ministry of Education and the University of Pennsylvania to strengthen our educational programs.

SUSTAINABLE DEVELOPMENT GOALS



LAS MARIAS SCHOOL

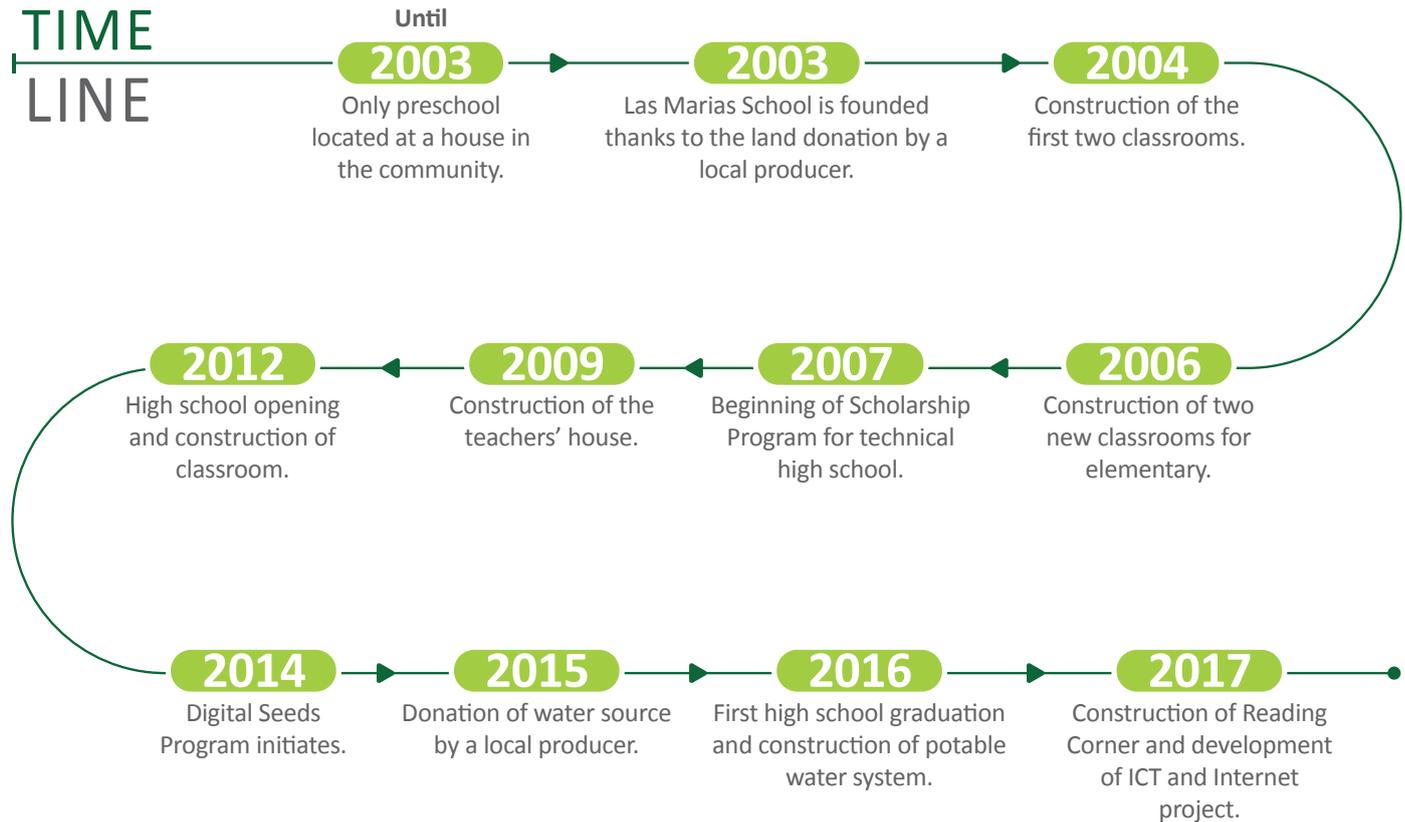
A SUCCESS STORY

Students **214**

Teachers **10**

- Located in the community La Reforma Arriba in Jinotega.
- Students from nearby communities attend.
- Strong community support in school.
- Throughout its history, this school has received support from LAAD, Starbucks, Lacewing Foundation, Mercon Group, and individual contributions.

TIME LINE



“ We now have more access to education in my community. When I was little I said that I wanted to study medicine to help others. My father always stood by my side, telling me I could achieve my dream. ”

Nidia Chavarría

Graduated from Las Marias School, she is currently a medical student at UCAN-Leon.



“ When I had my children I never thought that they would be able to study in the university, but now that we have a high school, we are considering university studies. If they can reach this far, shouldn't we encourage their education? ”

Ovania Tinoco

Mother and local entrepreneur.

2017 VOLUNTEER ACTIVITIES

February

Société Générale



6

volunteers

San Jose de la Luz School

- Ornamentation of plants.
- Infrastructure.

February

Mercon Group



12

volunteers

Los Milagros School

- Infrastructure.
- Delivery of gifts from employees.
- Activities to strengthen reading and math.

March

Brown Brothers
Harriman



4

volunteers

Las Colinas School

- Ornamentation of plants

April

Cisa Agro Group



120

volunteers

5 schools

- Infrastructure.
- Software update for XO computers.
- Activities to strengthen reading and math.

April

Café Soluble, S.A.
Casa del Café



644

volunteers

9 schools

- Delivery of shoes to students and reading glasses to teachers and students thanks to the donations of employees.

July

Mercon Group



50

volunteers

Cesar Augusto Pinel School
Ena Sanchez School

- Infrastructure.
- Activities to strengthen reading and math.

August

ABN AMRO



10

volunteers

Cesar Augusto Pinel School

- Infrastructure.

October

Jebagro



5

volunteers

Nicarao School

- Rehabilitation of the library.
- Ornamentation of plants.

October

Mercon Group



25

volunteers

Lazaro Talavera School

- Infrastructure.
- Ornamentation of plants.

November

Amerra Capital Management



3

volunteers

Aguas Amarillas School

- Infrastructure.

Thanks to the commitment of our volunteers, we have been able to strengthen our ties of collaboration with the coffee communities where we have presence.

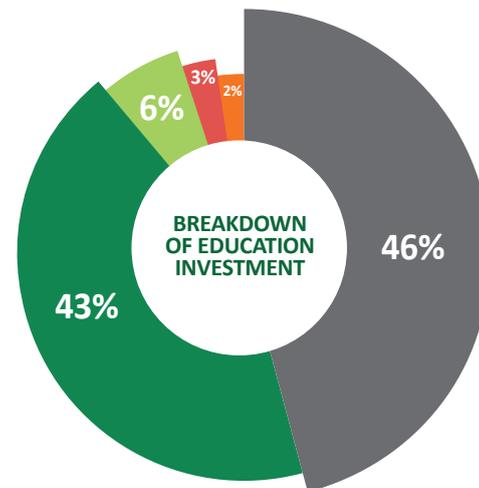
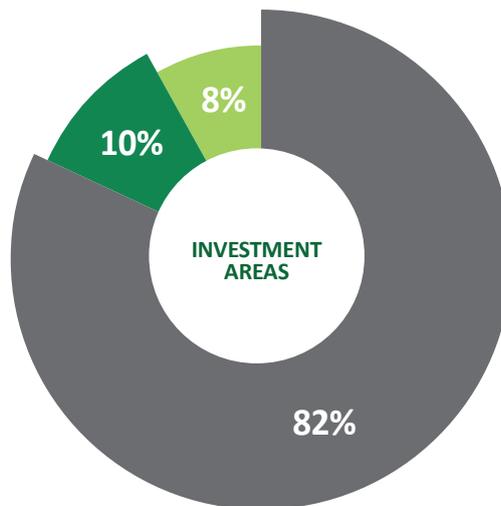
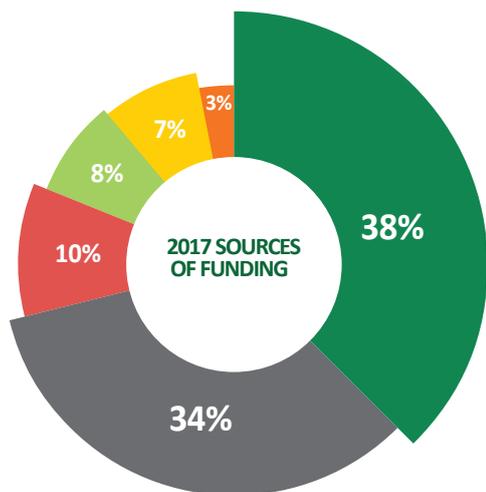
879 volunteers

10 volunteer campaigns: 6 national
4 international



FINANCES

We invest in the development of coffee communities, ensuring the proper use of funds provided by our friends and donors.



- Industries related to the coffee supply chain
- Group Companies (Mercon Group, Cisa Agro Group and Cafe Soluble, S.A.)
- NGOs
- Producers
- Employees and individuals
- In Kind Donations

- Education
- Marketing and Development
- Administration

- School Infrastructure
- Teacher Training and Workshops
- Technological Equipment
- Scholarship Program
- Special Projects - Coffee

2017 Investment
US\$ 1,141,943.68

In Kind
US\$ 113,523.00

100% of the administrative and marketing expenses are covered by the group companies (Mercon Group, Cisa Agro Group and Cafe Soluble, S.A.).



BOARD OF DIRECTORS

J. Antonio Baltodano | President
Duilio Baltodano | Vice President
Milton Caldera | Secretary
Jaime Rosales | Member
Sharon M. Ravitch, PhD. | Member

HOW TO COLLABORATE?

Join our efforts to guarantee quality education in the coffee communities.



Participate

as a member of a volunteer program.



Contribute

to a specific school.



Directly support

a specific project or our education projects in general.

DONATIONS

Nicaragua:

BAC Account (U.S. Dollars):

357-84320-0

BAC Account

(Nicaraguan Currency Cordobas):

358-17615-4

Checks payable to: Seeds for Progress Foundation

United States

Bank of America, N.A.

ABA No. 026-009-59 3 (wire transfer only)

SWIFT Code: BOFAUS3N

Account Name: Seeds for Progress Foundation Inc

Account Number: 8980-5244-5278

You can make your donation
by scanning this code:





ACKNOWLEDGEMENTS

We appreciate all the donations that support the continuity of our programs.

The following list reflects donations greater than US\$1,000.00.

Diamond Seed **US\$ 50,000 +**

- Mercon Group
- Cafe Soluble, S.A.
- Amerra Capital Management
- American Nicaraguan Foundation (In kind)
- F. Gaviña & Sons
- Paulig Group
- Producers for Education

Platinum Seed **US\$ 30,000 - US\$ 49,999**

- Friends for Education
(Employees of Mercon Group,
CISA Agro Group and Cafe Soluble, S.A.)
- Cisa Agro Group
- Caffé Nero Foundation
- Rekerdres & Sons Insurance Agency
- Soci t  G n rale

Gold Seed **US\$ 10,000 - US\$ 29,999**

- ADISA
- Agropecuaria Los Potrerillos
- CBC Nicaragua (Cash and in kind)
- Friends of ABN AMRO
- Lacewing Foundation
- Latin American Agribusiness Development (LAAD)
- Mr. Ian Smaldon
- Rabobank Foundation
- S&D Coffee & Tea
- Waukesha Community Foundation

Silver Seed **US\$ 1,000 - US\$ 9,999**

- BNP Paribas
- Casa del Cafe
- Jebagro GmbH and Rotary Club Hamburg-Altstadt
- Mrs. Sonia Cruz Baltodano
- Mr. Alberto Rondon
- Mr. Brad Larson
- Mr. Doug Eland and Family
- Mr. Duilio Baltodano Cabrera
- Mr. Eduardo Ortega and Mrs. Cecilia Bendeck
- Mr. Edwin Mendieta
- Mr. George Saalouke
- Mr. Joshua Oh and Mrs. Stacy Oh
- Mr. Juan Pablo Ibarra
- Mr. Oscar Sevilla
- RPM Warehouse
- Russell Family Giving Fund
- Sarah Tarditi Gallagher Memorial Fund
- Sloat Brothers LTD



Thanks for your support!



Help us take **quality education** to coffee growing communities

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Seeds For Progress Foundation

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or write to us at: info@seedsforprogress.org

