PREMIUM ORGANIC QUINOA:
A SUSTAINABLE SOURCING STORY

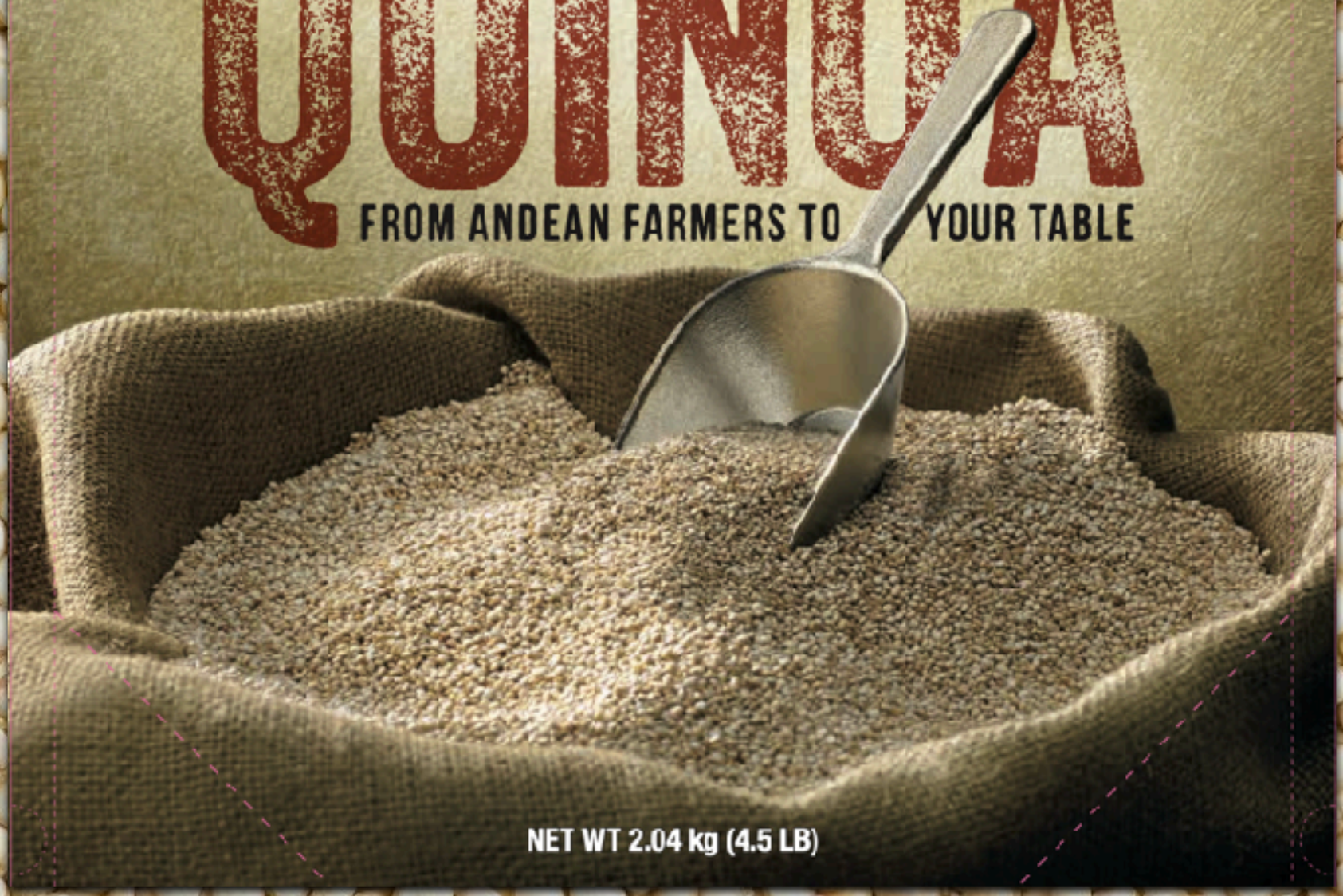
IN PARTNERSHIP WITH:

USDA ORGANIC

KIRKLAND Signature

Organic QUINOA

FROM ANDEAN FARMERS TO YOUR TABLE

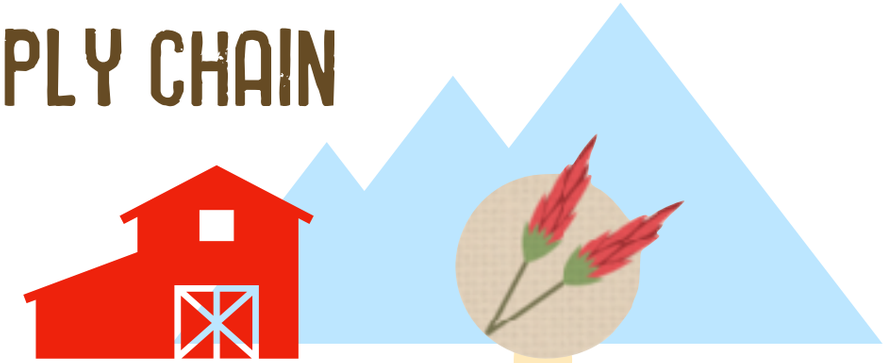


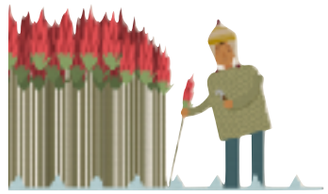
NET WT 2.04 kg (4.5 LB)

824 traditional family farms employed in Bolivia…

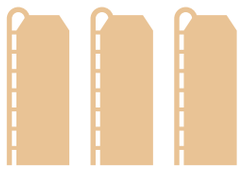
Supplying Costco with reliability, quality and competitive pricing

AN INTEGRATED SUPPLY CHAIN





Smallholder Organic Farmers



Raw Material Storage

Washing, drying, cleaning

Export

Import

US Warehousing

Packing

Shipping

Stores

Jacha Inti

ANDEAN NATURALS

A BRIDGE FROM SOUTH TO NORTH

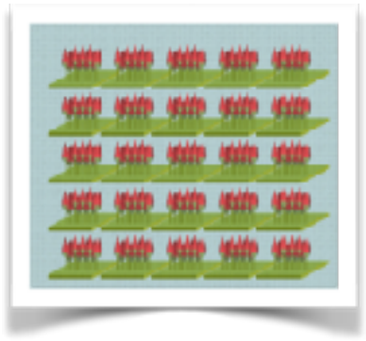
Jacha Inti

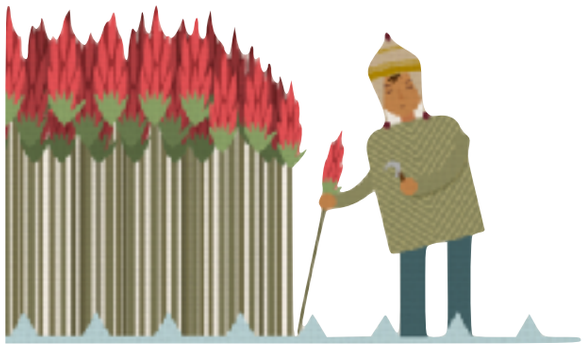
Bolivian quinoa washing and cleaning plant
Handles 22% of Bolivia's quinoa exports
Employees: 180

ANDEAN NATURALS

U.S. Quinoa Processing and Packing Facility
Employees: 45

IMPACT AT ORIGIN:





Inclusion of otherwise marginalized smallholder farmers:

824 traditional smallholder organic farms

Each with an average of 10 hectares: 8,240 ha. under cultivation produce **9 million lbs of organic quinoa**

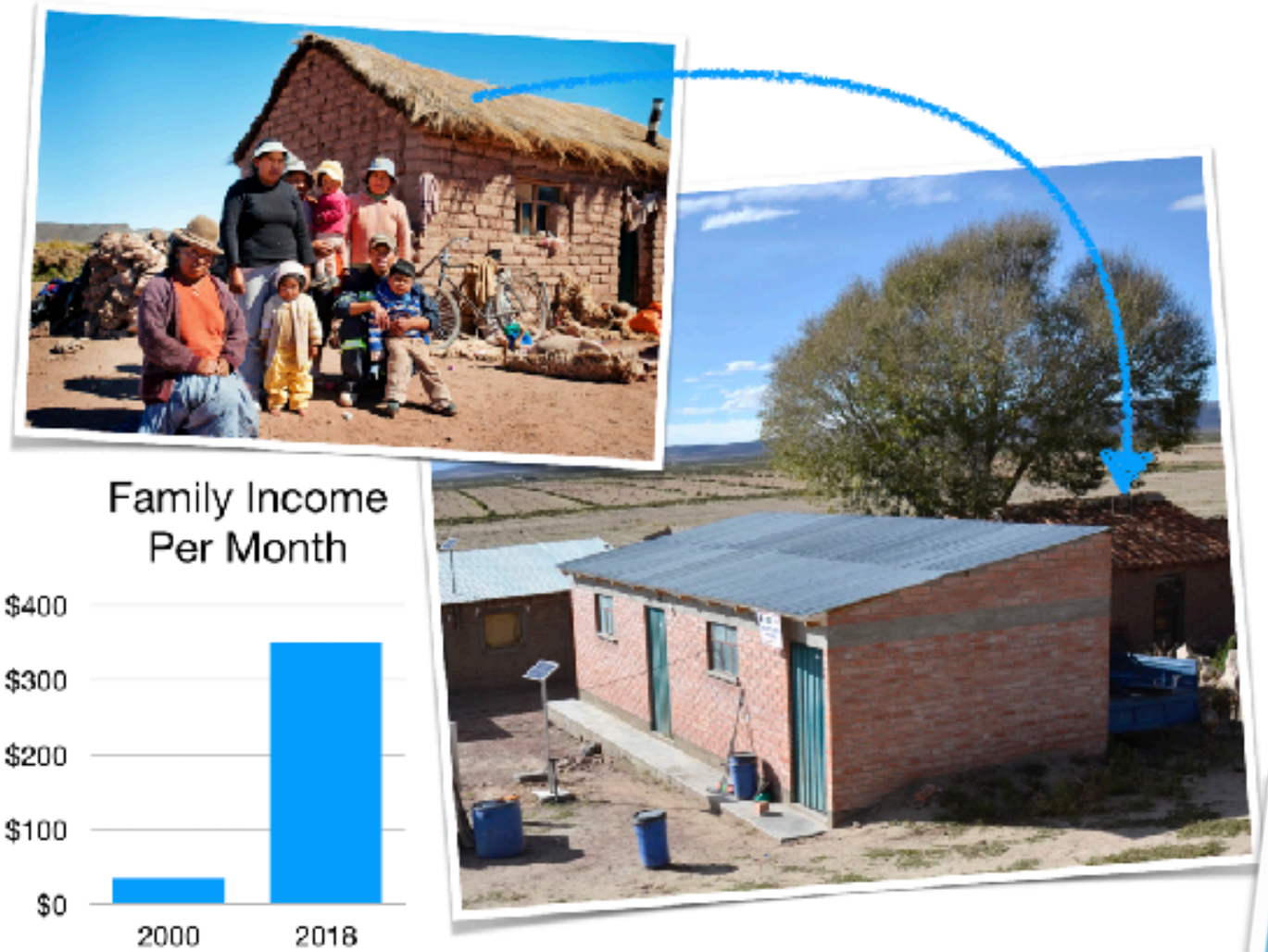
After keeping enough for their own nutrition, farmers can sell their organic quinoa at a premium of 13% over market prices, providing them income to live dignified lives

LONG LIVE QUINOA

Sustainable Agriculture in the highland desert of the Andes

The highest quality of quinoa has been cultivated for millennia on some of the most marginal and fragile agricultural lands in the world.
At the shores of the salt flats in the Bolivian High Andean Plateau, at some 12,000 feet feet of altitude, farmers must cope with drought, frost, high winds and less than 8 inches per year of rainfall. Soils are sandy, saline and low in organic matter. Despite this, in 2018 Bolivian smallholder farmers harvested 55,000 tons of quinoa, 25% of the world's supply.

THE COST OF RISING PROSPERITY



In the past 10 years, Bolivian exports of quinoa have tripled to 30,000 tons per year. This boom increased the incomes of farmers from an average of USD 35 per family per month to USD 350.

But while increasing demand has lifted small-holder quinoa farmers out of poverty, it has also brought a new set of environmental pressures. Mass production is degrading soil health and resistance to wind erosion. This negatively impacts the quality and yields of quinoa production, threatening farmers' livelihoods.

A PROMINENT MARKET FORCE

By promoting sustainable organic farming, Bolivia-based Andean Naturals is counteracting this development. A certified Benefit Corporation (B Corp) founded in 2004, it is certified to the highest food safety and fair trade standards. It is the leading source of quinoa, sourcing from 824 smallholder organic quinoa farmers in 41 associations and 91 villages.

SOIL HEALTH PROGRAM

Andean Naturals' 3-year long project addresses the issue of wind erosion and soil fertility currently affecting quinoa production in the Bolivian High Andean Plateau. It focuses on controlling both the physical aspects of wind erosion (reducing wind speed at ground levels) and improving the soil resistance to wind, as well as on building quinoa producers' capacity on sustainable farming practices via compost application and training.

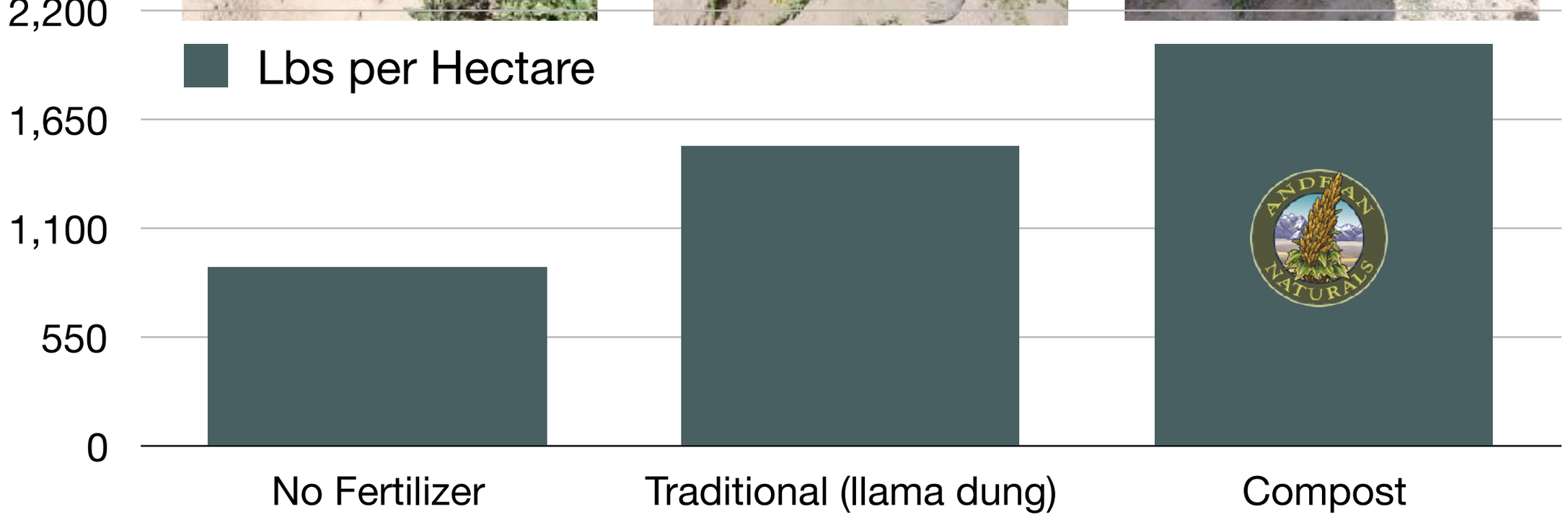
KEY SUCCESS METRICS

In addition to the improved soil health and ensuring the sustainability of quinoa production in the region, the 3-year project is expected to improve yields by 83%, almost double farmer's incomes and make smallholder farmers in this region competitive at a global scale.

Key Impact Metrics for 3-Year Project on Demonstrative Farms	Year 1	Total for Years (1-3)
Number of demonstrative farms	85	337
Total number of people impacted by the project	434	1,719
Hectares of "demonstrative" land protected with compost, windbreakers (wild sage brush) or wild legumes (lupine) as a rotational crop	227	907
Pounds of additional quinoa produced yearly (increase of 750 lbs per hectare on average) on "demonstrative" hectares	170,250	680,250
Increased monthly income per farm (on top of a base of $361) with improved farming practices	$360.00	

FIRST YEAR RESULTS:

IMPACT OF IMPROVED COMPOST FERTILIZER ON YIELDS IN DEMO FIELDS



In photos: Farmer Josué Camata had 2.2 times more quinoa than with the traditional “no fertilizer” practice, and 33% more than the plots that had llama dung alone.

PHOTO GALLERY: FROM FARM TO FACTORY

Juliaca
Chivay
Puno
Lake Titicaca
Lago Titicaca
Ilave District
Copacabana Municipality
Achacachi
Mocomoco Municipality
Arequipa
Paucarpata
Yura
Nuestra Señora de La Paz
El Alto
Pucarani Municipality
Tiwanaku
Guaqui Municipality
Jesus de Machaca Municipality
Chulumani
Irupana Municipality
Parque Nacional Isiboro Secure
Calamarca
Quime
Caquiavin
Coro Coro
Patacamaya Municipality
Moquegua
Sica Sica
Callapa
Umala Municipality
Quillacollo
Cochabamba
Parque Nacional Carrasco
Montero
Portachuelo
Buena Vista
Warnes
Caracollo
Tarata
Punata Municipality
Vacas Municipality
Totora
Capinota
Arizaldo Municipality
Mizque
Curahuara de Carangas
Oruro
Tacna
Sajama National Park and Natural Integrated Management Area
Toledo
Lago Uru Uru
Huanuni
Poopo
Uncia
Toro Toro National Park
Aiquile
Pasorapa
Samaipata
Santa Cruz de la Sierra
Parque Nacional Amboro
Plan 3 Mil
Lauca National Park
Parque Nacional Lauca
Arica
Ruta Nacional 27
AREA NATURAL DE MANEJO INTEGRADO MUNICIPAL LAGARPAMPA MOLLEPAMPA
Vallegrande
Poopó Lake
Lago Poopo
Challapata
Ocuri
Sucre
Tomina
Padilla
Volcán Isluga National Park
Parque Nacional Volcán Isluga
Potosí
Porco Municipality
Pica
Iquique
Alto Hospicio
Pampa del Tamarugal National Reserve
Reserva Nacional Pampa del Tamarugal
Uyuni
Vitichi
Villamontes
Tupiza
Tarija

Supply Aggregators:
Associations and Cooperatives

THANK YOU!

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