ANNUAL REPORT 2018
Global Goods Partners is committed to creating access to the global market and providing sustainable sources of income for women in the Global South.

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FOUNDERS’ MESSAGE

Dear Friends,

In 2005, we set out with the singular goal of expanding opportunities for women in the informal craft sector to earn a livable wage through the sale of their handcrafted products. The key, then and now, is to establish market connections that enable our artisan partners, and the nearly 20,000 women they employ, to thrive well into the future.

GGP’s impact stems from the value we bring to both sides of the marketplace. For the more than 50 artisan enterprises in the Global Goods Partners network, GGP provides design direction, product development expertise, and skills training that elevate the appeal and inherent value of their handcrafted products. GGP’s contribution to strengthening our partners’ production capacity is balanced by our work in the marketplace itself. We help build demand for our partners’ products by amplifying their work within key audiences, delivering a first class customer experience and conveying the positive economic effects that buying GGP products have on women artisans and their families.

In the last 14 years we have seen profound changes in the way consumers in developed economies shop. We are proud to say that GGP has successfully navigated these shifts by being agile and well informed about market trends and strategies. In fact, the principles on which we were founded resonate more now than ever. GGP and its partners have been dedicated to operating according to fair trade principles from the outset. And, long before sustainability within supply chains became part of the national conversation, our artisan partners were committed to producing products that maximize the use of renewable resources, repurposed materials and non-toxic dyes while minimizing waste and energy during the production process.

Among the highlights of our work presented in the following pages, we hope you will take a minute to meet four artisan enterprises in GGP’s network: Nirjala Craft and Nuptse Craft in Nepal, Design for Peace in Burkina Faso and White Field Farm in the US. Each addresses the economic and social needs of marginalized women in their communities while producing a line of popular and well-crafted products.

It is with deep appreciation that we pay tribute to the incredibly dedicated and professional team of colleagues we have the good fortune to work with and learn from each day. We also wish to express our gratitude to the board members, advisors, volunteers and donors who help guide our work, advance our mission and make our impact possible.

With appreciation and best wishes,

Joan Shifrin and Catherine Shimony
For the Malian refugees who work with Design for Peace in neighboring Burkina Faso, the opportunity to practice their craft provides more than a reliable source of income. It offers them an important link to their homeland. Design for Peace’s overriding priority is to preserve the authenticity of West African craftwork, aiming to empower the refugee artisans, living in UNHCR camps and in the capital city of Ouagadougou, through skills training and social services support.

“When I left Mali, the only personal belongings I brought with me were my practical knowledge and my hands,” says artisan Bintou Mohamed. “I want to make the most of this luggage. I want to ensure I can pay for my children to continue to go to school until they can get decent jobs. I want them to enjoy a safer life than mine.”

With closely aligned missions and the shared commitment to bring well-designed products with inherent value to the market, Global Goods Partners and Design for Peace began their partnership in 2016. As this artisan partner’s early champion and only US based outlet, GGP has consistently sold—and sold out of—Design for Peace’s collection of bowls that combine the traditional Malian arts of metal and leatherwork.

Building an artisan enterprise is fraught with challenges, especially in a refugee community where poverty is high, resources are scarce, and earning an income can be perilous for women. “Global Goods Partners took the risk to trust us,” Mariette Chapel, the inspiring founder and lead designer for Design for Peace stresses. “They gave us the chance to try.” For GGP, and more importantly for the Malian refugee artisans, it’s been a risk well worth taking.
THE INHERENT VALUE OF HANDMADE

Much of the world follows a “take-make-dispose” approach to consumption. Since the latter part of the 20th century, consumer goods have lost value in the eyes of customers and created the throw away culture we see today. The demand for fast fashion, instant delivery, disposability and low prices have produced extreme wealth for a relative handful of people while having a serious negative impact on millions and millions of people's health and wellbeing.

Compounding and incontrovertible evidence about the causes and effects of climate change is mobilizing consumers to demand and take action. In response to the growing interest in sustainability, a small but growing number of retailers and manufacturers are embracing the circular economy, a comprehensive approach to reducing waste throughout the supply chain. We are encouraged by companies that have committed to more responsible practices and by data that shows that a majority of consumers, including a full 73 percent of millennials, are willing to pay more for sustainable goods.

Fair trade, handmade organizations like Global Goods Partners have been out in front of these concerns, contributing, to the best of our abilities, to amplifying the inherent value of products that are made responsibly. GGP’s artisan partners, for example, prioritize locally sourced and renewable materials. Additionally, their reliance on hand production involves, almost by definition, low-waste and low energy usage. In collaboration with the talented and skilled network of artisans we work with, GGP is guided by the idea of buy once, enjoy forever. Our products are designed to endure and our artisan partnerships
Shanti Shrestha and Nirjala Shrestha, good friends though not related, started Friends Handicraft, an artisan cooperative in Katmandu, Nepal, in 2005, the same year that Global Goods Partners (GGP) was founded. Like GGP, Shanti and Nirjala were focused on women’s income generation, job creation, and community development.

Over the years, Friends Handicraft, which trains women in the ancient art of felting, created one of GGP’s most popular items to date: colorful felt flowers. As demand for an ever-growing assortment of flowers increased, so did the challenges of scaling their business, and Shanti and Nirjala determined the best path for growth and creating even more jobs for women in the community was to establish two new entities based on Friends’ initial model. From one successful women-led enterprise, two emerged: Nirjala Craft and Nuptse Craft.

Jenn Wong, GGP’s director of design and product development, and Johanna Teeri, the director of finance and operations, traveled to Kathmandu in 2017 to lend their expertise during the transition. Eighteen months later, Nuptse Craft and Nirjala Craft now employ a total of 140 women, a 30 percent increase.

“I believe that a woman who is financially stable . . . can be the backbone of her family and contribute to making the best decisions for them.” “[A]fter the death of my husband, I had no idea how to take care of my two young daughters and myself. Now that I am working for Nirjala Craft, my family is financially stable.”

Both enterprises provide flexible yet sustainable work for their employees. The artisans receive a monthly salary, a hot lunch daily, and free transportation to and from work. And both maintain a flexible credit pool for financial emergencies and borrowing needs for any artisan. At the end of each year, they distribute the interest earned on the accounts among the artisans.

In a conservative country like Nepal, where income-producing work for women remains culturally sensitive, Nirjala Craft and Nuptse Craft provide much needed jobs in a community where poverty is high and the opportunity for women to secure reliable wages is elusive. Even so, Nirjala and Shanti are intent on employing and training even more women in the art of felting so they too can provide for their children and extended families.
Clarksville, Missouri, a small, scenic town on the banks of the Mississippi River, is home to just 500 residents. It’s also home to White Field Farm, a natural home and body products company that offers refuge and support to women survivors of abuse. Established as a B Corp in 2016 by a community of Greek Orthodox nuns, White Field Farm provides the women who work there with job skills training, full-time, fair wage employment, and access to a range of social services.

The nuns, who recognize the importance of housing in recovery from trauma and abuse, have focused their long-term goal on creating housing security for the growing number of survivors of domestic violence, human trafficking, and addiction. With a keen eye on expanding their income producing capacity, they opened White Field Farm Café in October 2019. Along with the home and body product line, proceeds from the café will cultivate and sustain this critical mission.

Extending its reach beyond Clarksville, White Field Farm spearheads a project to distribute packages of new clothing and personal care products to recently-released survivors of trafficking, who have served time in prison for prostitution, petty crimes or drug-related charges—often the result of the abuse they have endured.

Restoring dignity, building trust, and recovering a sense of personal safety for survivors of human trafficking defies simple solutions. Melissa, the nuns’ very first employee, began working part-time at White Field Farm in March of 2017. After suffering years of exploitation at the hands of own family, she ended up on the streets, and was imprisoned multiple times. She’s now in a sober living home and regaining her sense of self. “I love working here at White Farm,” she says. “It’s so peaceful.”

The nuns of White Field Farm are taking a deliberately steady and comprehensive approach, building their capacity to create positive impact that will last a lifetime for women survivors of abuse.
As a mission based organization dedicated to advancing the capacity of our artisan partners, we assume responsibility and related costs that for-profit brands do not incur. The services that GGP provides to its artisan partners—from design training to operations support to grants used for scholarships and community health care improvements—represent real costs that make a real difference in a woman’s ability to earn a secure, reliable fair wage income from her craft.

We acknowledge with great appreciation the following donors* and the many other friends of Global Goods Partners who have generously supported our work.

July 1, 2017 - June 30, 2018

A list of donors from FY2014-FY2017 is available here.

$25,000 and above
Schenker Family Foundation
Catherine & Rony Shimony

$10,000-$24,999
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The Hirschhorn Foundation
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Robert & Donna Olsen
Michelle Ores & Charles Schorin
Rebecca & David Russo
Molly Shifrin

*List includes donations of $250 and above
BOARD OF DIRECTORS & STAFF

BOARD OF DIRECTORS

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Co-founder & Co-president, Global Goods Partners

Catherine Shimony
Co-founder & Co-president, Global Goods Partners

STAFF

Joan Shifrin, Co-founder & Co-president

Catherine Shimony, Co-founder & Co-president

Johanna Teeri, Director of Operations & Finance

Jenn Wong, Director of Product Development & Design

Stephanie Harrison, Director of Sales & Marketing
# 2018 STATEMENT OF POSITION

*For the year ending June 30, 2018*  
*with comparative results for 2017*

## REVENUE & SUPPORT

<table>
<thead>
<tr>
<th>Description</th>
<th>FY 2018</th>
<th>FY 2017</th>
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<tbody>
<tr>
<td>Gross Product Sales Revenue</td>
<td>$587,462</td>
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<td>Grants &amp; Contributions</td>
<td>$175,798</td>
<td>$189,391</td>
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<td><strong>TOTAL REVENUE</strong></td>
<td>$763,260</td>
<td>$695,881</td>
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## EXPENSES

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<th>Description</th>
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<th>FY 2017</th>
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<tr>
<td>Cost of Goods Sold</td>
<td>$369,539</td>
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<td>Program Services</td>
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<td>Administration</td>
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<td>Fundraising</td>
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<td><strong>TOTAL EXPENSES</strong></td>
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## NET INCOME

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<th>FY 2018</th>
<th>FY 2017</th>
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<td>$11,760</td>
<td>$(22,420)</td>
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