

2005 Fair Trade Almanac



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March 17, 2006

Introduction

The Fair Trade Almanac is a compilation of facts and figures that illustrate the respective growth of each Fair Trade Certified product. This guide provides the most up to date information about the quantities of Fair Trade Certified products that have been imported, certified and sold in the U.S., the number of industry partners involved and the number of farmers affected. From this resource, we hope that you will get a sense of the presence of Fair Trade Certified products in the marketplace and the impact that that has on Fair Trade farming communities worldwide.

*As we update this almanac periodically (as we receive new information), we encourage you to check back on a regular basis for the most current information.

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Important Note: *Numbers may vary from previous Almanacs due to later Fair Trade audit findings and subsequent changes. Please consider this document as subject to change as we receive new information.*

Section One: Fair Trade Coffee Certified

Exhibit 1: US Fair Trade Certified Coffee Imports

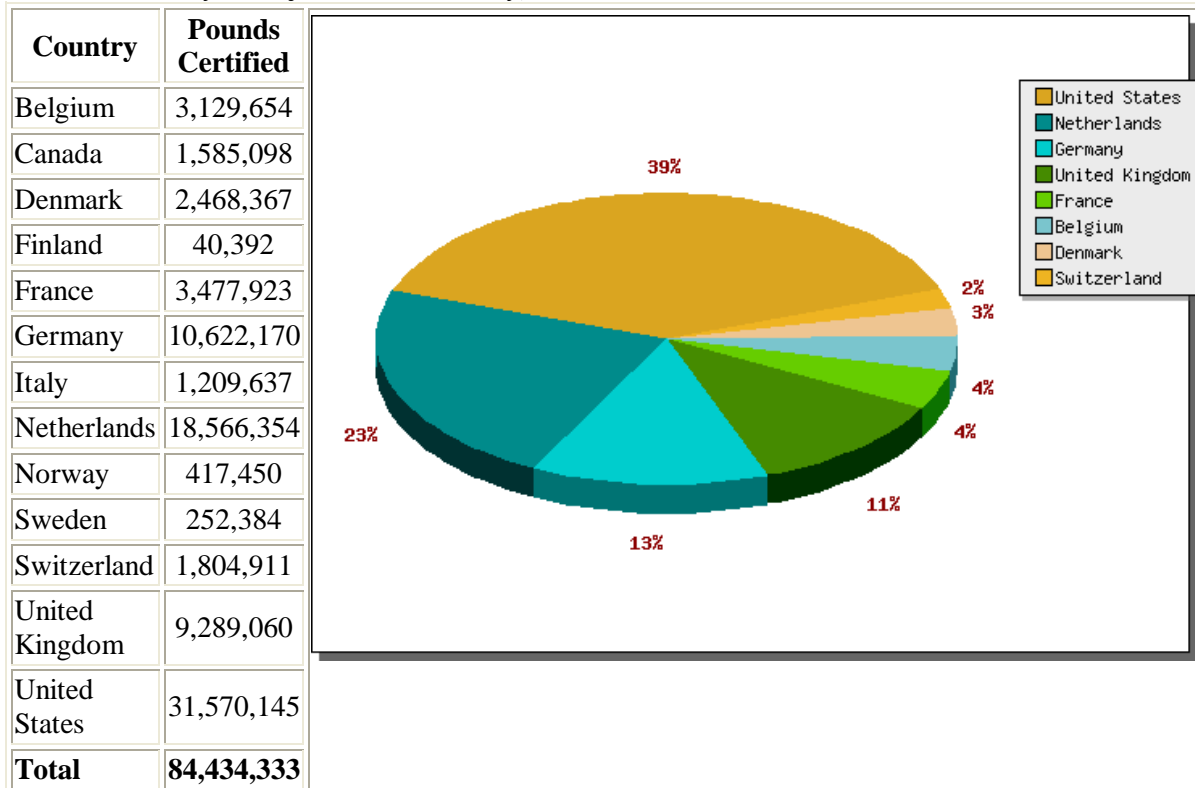
Year	Pounds Certified	Annual Growth	% Organic	Pounds Organic
1998	76,059	n/a	100%	76,059
1999	2,052,242	2598%	83%	1,696,072
2000	4,249,534	107%	79%	3,370,211
2001	6,669,308	57%	78%	5,224,435
2002	9,747,571	46%	81%	7,939,812
2003	19,239,017	97%	83%	16,050,873
2004	32,974,400	71%	68%	22,349,395
2005	44,585,323	35%	58%	25,967,653
Total	119,593,454	74% *	69%	82,674,510

*Compound Annual Growth Rate

Source: TransFair USA

Note: Numbers for 2005 are based on reports received in that year and should be considered estimates until all 2005 auditing and reconciliation is complete.

Exhibit 2: World Fair Trade Coffee Pounds Certified by Country for 2004 (as Compiled by FLO with Preliminary Data from each Country)



Source: Fair Trade Labeling Organization (FLO)

Section Two: Fair Trade Coffee Market Share

Exhibit 3: Estimated US Fair Trade Coffee Market Share

Year	Fair Trade Green Imports (in Millions of Pounds)*	Est. Retail Value of Fair Trade Sales (in Millions of \$US)*	Est. Retail Value of All Coffee Sold (in Millions of \$US)**	Fair Trade Market Share	
				Specialty***	All Coffee**
2000	4.25	\$47.81	\$21,604.98	0.60%	0.20%
2001	6.67	\$75.03	\$20,124.31	0.90%	0.40%
2002	9.75	\$109.69	\$20,342.72	1.30%	0.50%
2003	18.66	\$208.13	\$21,524.65	2.30%	1.00%
2004	32.80	\$369.02	\$22,002.35	3.80%	1.70%
2005	44.59	\$499.36	\$22,022.84	4.30%	2.20%

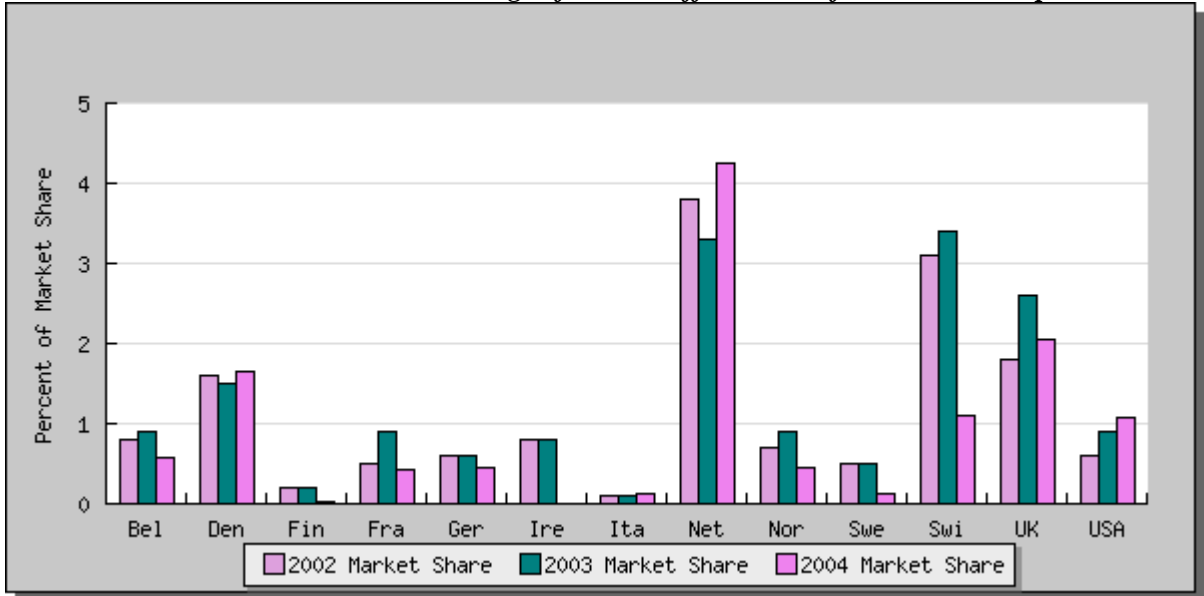
Sources:

*TransFair USA

**International Coffee Organization (ICO)

***Specialty Coffee Association of America (SCAA)

Exhibit 4: Estimated Fair Trade Percentage of Local Coffee Market for US and Europe



Source: Fair Trade Labeling Organization (FLO)

Section Three: Coffee Licensees*Exhibit 5: Number of TransFair Coffee Licensees at the End of the Period*

Year	Roasters	Importer/ Broker	Total
1999	20	11	31
2000	62	13	75
2001	85	14	99
2002	154	14	168
2003	240	29	269
2004	333	39	372
2005	358	59	417

Source: TransFair USA

Section Four: Coffee Producer Performance

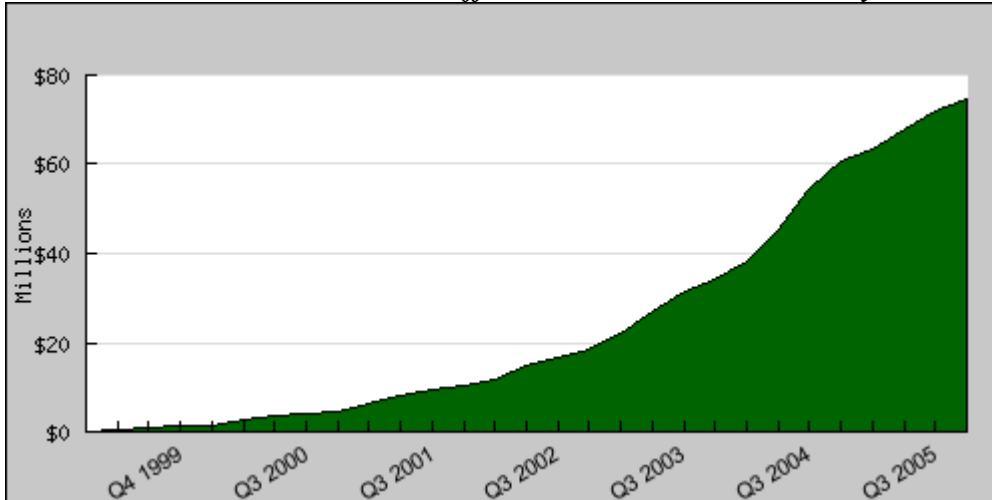
Exhibit 6a: Additional Coffee Farmer Income Generated by Fair Trade in the US

Year	Additional Farmer Income	Top Level Coops	Number of Countries	Average C-Price	Lbs. Certified
1998	\$44,114.00	2	1	\$1.30	76,059
1999	\$1,516,926.00	21	10	\$1.13	2,052,242
2000	\$3,103,626.00	32	10	\$0.90	4,249,534
2001	\$5,668,913.00	30	11	\$0.55	76,059
2002	\$8,090,484.00	50	16	\$0.53	9,747,571
2003	\$15,864,236.00	61	17	\$0.62	19,239,017
2004	\$26,212,100.00	84	18	\$0.76	32,974,400
2005	\$14,189,359.00	87	19	\$1.07	44,585,323

Note: Total Number of Top Level Coops and Total Number of Countries represent the numbers of countries and coops that have sold to the US in any year since 1998.

Source TransFair USA

Exhibit 6b: Cumulative Additional Coffee Farmer Income Generated by Fair Trade in the US



Source TransFair USA

Exhibit 7: Coffee Farmers Benefiting from FT in the US and worldwide (2005 Update Pending)

Country	Top Level Coops Selling to US	Farmers Selling to US	Total Number of Top Level Coops	Total Number of Farmers
Bolivia	8	1,043	17	4,564
Brazil	6	556	6	2,904
Cameroon	0	0	2	300
Colombia	11	6,061	21	10,759
Congo	0	0	2	20,552
Costa Rica	1	3,500	4	4,075
Dominican Republic	1	0	3	5,910
East Timor	1	19,600	1	19,600
Ecuador	1	373	2	452
El Salvador	1	539	3	928
Ethiopia	3	89,982	3	131,458
Guatemala	17	27,110	20	32,443
Haiti	2	27,006	7	32,317
Honduras	2	210	19	2,439
Indonesia	1	1,900	2	1,900
Mexico	20	34,586	38	56,003
Nicaragua	6	5,325	16	5,433
Papua New Guinea	2	2,600	5	8,065
Peru	14	23,566	19	24,995
Rwanda	2	0	4	450
Tanzania	2	130,000	7	191,985
Thailand	1	120	1	120
Uganda	0	0	12	125,432
Venezuela	0	0	3	993
Zambia	0	0	1	0
Total	102	374077	218	374,077

Source: TransFair USA & Fair Trade Labeling Organization (FLO)

Exhibit 8a: Fair Trade Coffee Exports to the US by Country, 2005

Country	2002	2003	2004	2005	Total
Bolivia	267,076	404,783	526,476	901,600	2,099,935
Brazil	0	140,521	1,142,864	2,267,351	3,550,736
Colombia	628,471	967,136	2,238,611	2,985,584	6,819,802
Costa Rica	397,939	820,782	797,553	809,948	2,826,222
Dominican Republic	0	0	0	35,582	35,582
East Timor	611,255	1,285,193	3,120,391	3,866,323	8,883,162
Ecuador	42,593	85,186	0	114,087	241,866
El Salvador	171,132	266,205	304,234	190,146	931,717
Ethiopia	367,922	705,734	1,253,713	1,817,696	4,145,065
Guatemala	1,270,748	2,284,588	4,091,965	3,383,276	11,030,577
Haiti	7,998	37,000	14,100		59,098
Honduras	38,030	54,321	42,438	204,670	339,459
Indonesia	928,566	2,253,720	2,798,432	3,520,315	9,501,033
Mexico	2,319,031	4,102,084	5,656,529	6,500,291	18,577,935
Nicaragua	912,148	2,186,422	2,609,451	2,456,733	8,164,754
Papua New Guinea	198,413	125,662	198,149	376,986	899,210
Peru	1,539,954	3,479,997	7,773,796	8,508,461	21,302,208
Rwanda	0	0	219,714	64,286	284,000
Tanzania	41,663	39,683	39,683	114,551	235,580
Thailand	0	0	146,301		146,301
Uganda	0	0	0	41,667	41,667
Total	9,742,939	19,239,017	32,974,400.	38,159,553	100,115,909*

Source: TransFair USA

***Note:** Numbers for 2005 are based on reports received in that year and should be considered estimates until all 2005 auditing and reconciliation is complete.

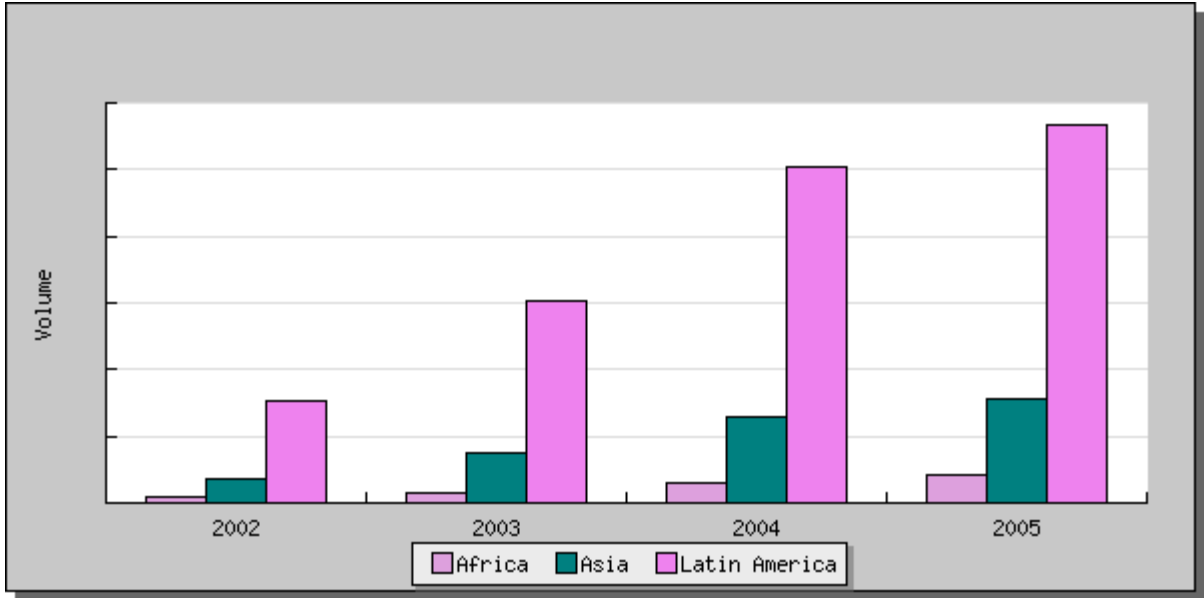
Exhibit 8b: Fair Trade Coffee Exports to US by Country and Region since 2002

Country	Pounds	Percent
Ethiopia	4,145,065	4%
Rwanda	284,000	0%
Tanzania	235,580	0%
Uganda	41,667	0%
<i>Africa subtotal</i>	<i>4,706,312</i>	<i>5%</i>
East Timor	8,883,162	9%
Indonesia	9,501,033	9%
Papua New Guinea	899,210	1%
Thailand	146,301	0%
<i>Asia subtotal</i>	<i>19,429,706</i>	<i>19%</i>
Bolivia	2,099,935	2%
Brazil	3,550,736	4%
Colombia	6,819,802	7%
Costa Rica	2,826,222	3%
Dominican Republic	35,582	0%
Ecuador	241,866	0%
El Salvador	931,717	1%
Guatemala	11,030,577	11%
Haiti	59,098	0%
Honduras	339,459	0%
Mexico	18,577,935	19%
Nicaragua	8,164,754	8%
Peru	21,302,208	21%
<i>Latin America subtotal</i>	<i>75,979,891</i>	<i>76%</i>
Total	100,115,909	100%

Source: TransFair USA

Note: Numbers for 2005 are based on reports received in that year and should be considered estimates until all 2005 auditing and reconciliation is complete.

Exhibit 8c: Fair Trade Coffee Exports to US; Relative Volume by Country and Region since 2002



Section Five: Tea

Exhibit 9: US Fair Trade Tea Licensees

Year	Number of Importers	Number of Blenders	Total
2005	19	48	67
Total	19	48	67

Source: TransFair USA

Exhibit 10: US Fair Trade Tea Certified

Year	Pounds Certified	Percent Growth	Percent Organic	Pounds Organic	Additional Farmer Income
2001	65,261	n/a	n/a	n/a	\$10,757.00
2002	86,706	33%	n/a	n/a	\$30,415.00
2003	95,669	10%	88%	84,189	\$43,792.00
2004	180,310	88%	100%	180,142	\$62,346.00
2005	517,500	187%	87%	452,618	\$177,407.00
Total	945,446	n/a	n/a	n/a	\$324,717

Source: TransFair USA

Note: Because premiums in tea are not tied to Organic status, organic numbers should only be taken as estimates.

Exhibit 11: Countries that sold Fair Trade Tea to the US in 2005

Country
China
India
Nepal
South Africa
Sri Lanka
Tanzania
Vietnam

Source: TransFair USA

Section Six: Cocoa***Exhibit 12: TransFair USA Cocoa Licensees***

year	Number of Licensees	Total
2005	34	34
Total	34	34

Source: TransFair USA

Exhibit 13: US Fair Trade Cocoa Certified

Year	Pounds Certified	Percent Growth	Additional Farmer Income	Pounds of Labeled Product Sold
2002	14,050	n/a	\$956.00	17,344.00
2003	178,888	1,173%	\$12,171.00	209,300.00
2004	562,782	215%	\$38,291.00	337,323.00
2005	1,036,696	84%	\$130,233.46	983,189.00
Total	1,792,416	n/a	\$181,651.46	1,547,156.00

Source: TransFair USA

**Cocoa Pounds certified represents the amount of FT cocoa beans necessary to produce the cocoa that was imported by US licensees.*

Countries that sold Fair Trade Cocoa to the U.S. in 2005:

Bolivia, Dominican Republic, Ecuador, Ghana, Ivory Coast, Panama, Peru

Source: TransFair USA

Section Seven: Fresh Fruit

Exhibit 14: TransFair USA Fresh Fruit Licensees

year	Number of Importers	Total
2005	7	7
Total	7	7

Source: TransFair USA

Exhibit 15: US Fair Trade Fresh Fruit Certified

Year	Commodity	Pounds Certified	Origin
2004	Bananas	8,223,920	Ecuador, Peru
2004	Grapes	9,180	South Africa
2004	Mangoes	109,571	Peru, Mexico
2004	Pineapples	471,500	Costa Rica
2005	Bananas	7,239,530	Ecuador, Peru
2005	Mangoes	144,672	Peru, Mexico
Total		16,198,373	n/a

Source: TransFair USA

Exhibit 16: Additional Banana Farmer Income

Year	Commodity	Additional Farmer Income
2004	Bananas	\$312,156.00
2005	Bananas	\$312,442.00

Source: TransFair USA

Section Eight: Sugar

Exhibit 17: TransFair USA Sugar Licensees

Year	Number of Licensees
2005	6

Source: TransFair USA

Exhibit 18: US Fair Trade Sugar Certified

Year	Pounds Certified	Percent Organic
2005	271,680	46%
Total	271,680	n/a

Source: TransFair USA

Exhibit 19: TransFair USA Sugar Producers

Year	Number of Coops	Number of Countries
2005	4	4

Source: TransFair USA

Countries that sold Fair Trade Sugar to the U.S. in 2005:

Costa Rica, Malawi, Paraguay, Philippines

Source: TransFair USA

Section Nine: Rice

Exhibit 20: TransFair USA Rice Licensees

Year	Number of Licensees
2005	3

Source: TransFair USA

Exhibit 21: US Fair Trade Rice Certified

Year	Pounds Certified	Percent Organic
2005	73,824	15%
Total	73,824	n/a

Source: TransFair USA

Exhibit 22: TransFair USA Rice Producers

Year	# of Coops	# of Countries
2005	2	2

Source: TransFair USA

Countries that sold Fair Trade Rice to the U.S. in 2005:

India, Thailand

Source: TransFair USA