

sinapsis

¡LA UNIÓN Y EL TRABAJO JUNTOS!

ANNUAL REPORT 2024



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Presentation



Message from the Co-Founder, Manel Modelo

"... let us strengthen the ability to love and serve, and let us learn to walk together towards a fraternal and united world."

Encyclical Dilexit Nos, Pope Francis, October 24, 2024

In 2024, we celebrated the 10th anniversary of the Sinapsis model. While we had started informally before, during the coffee leaf rust crisis of the 2012-2013 harvest, the official legal incorporation of Impacto Café was on October 24, 2014. On that same anniversary day, Pope Francis (Rest in Peace) published his encyclical "On Human and Divine Love".

And it was a good year, not just because of that historic milestone we celebrated alongside the farming families to whom we owe everything, but also with the team that has made this journey possible and the allies who have accompanied and strengthened us.

2024 also marked another symbolic milestone: the recovery from the crisis of the 2021-2022 harvest. In just three years, our commercial branch, **impacto transformador**, has regained positive results, returning to a path of growth, and generating both economic and social impact. The scars remain (losses and debts that are still being repaid), yet the current graph shows optimism and the image of work well done.

Thus, this second annual report carries that positive and renewed energy, outlining with enthusiasm a new beginning.



Manel Modelo
Co-Founder, Sinapsis Model

Message from the Co-Founder, Manel Modelo

We are preparing for the next stage, aiming to meet much of our strategic plan: Sinapsis 2030 | Connect with the Origin. I'd like to highlight other important achievements from this year, which we present in this document:

1. The consolidation of our **gender equity strategy** and the predominant, cross-cutting perspective of the key role that women play in everything we do.
2. **The learning process for collaboration between different organizations** with the goal of sharing knowledge and building together more effective alternatives for the communities we work with. That's where the project From Seed to Heart was born, which will take its first steps next year.
3. **The strengthening of the La Red+ program**, which has become the main operational strategy of the Sinapsis model. This network of farming families organized into cells is what allows us to ensure governance by members, social and environmental certifications, financial inclusion, coffee collection, and training and technical assistance processes.



It is also important to note that this was a very difficult year for many of the families we work with due to the widespread insecurity caused by organized crime. We personally experienced displacement, fear, despair, harassment, and threats. Everyone's deepest wish was, and still is, to recover peace—the ability to work and live without fear. Fortunately, after the electoral processes and toward the end of the year, a period of calm began. The government managed to ensure the free movement of people and goods throughout the state.

In these few lines of introduction, we want to recognize the courage and strength of so many humble families who faced and overcame this situation. The impossible was done—taking considerable risks—to make sure that coffee made it to the breakfasts of our consumers.

It was a year in which we demonstrated passion, boldness, and commitment.

A group of five women and a young child are sitting on the forest floor, surrounded by trees and foliage. They are all looking at informational materials, likely brochures or maps, which they are holding in their hands. The woman on the far left is wearing a red cardigan and a white cap. The woman next to her is wearing a white t-shirt and a white cap. The woman in the center is wearing a black cardigan and a white t-shirt. The woman on the right is wearing a pink cardigan and a white t-shirt. The child is wearing a red shirt and a white hat. The text "The Sinapsis model" is overlaid in the center of the image.

The Sinapsis model

The Sinapsis model

The Sinapsis Model is a rural development approach focused on reversing the cycle of impoverishment faced by small-scale coffee farmers in Chiapas.

Our Vision

That small organized farmers improve their productivity, profitability, quality, and access to sustainable impact information; that they manage all processes themselves and make them part of their territory and culture. Additionally, that they incorporate crop diversification and environmental stewardship to strengthen their development as farmers.

What We do?

We work to achieve impactful results (inspirational, social, economic, and environmental) through four key components:



The individual and
their organization



Working
capital



Productive
environment



The market





Why do We do it?

We believe it is necessary to transform the way we have historically adapted to live and survive.

Chiapas is home to more than 200,000 small-scale coffee farmers, the majority of whom live in poverty or extreme poverty.

These families, historically marginalized and vulnerable, now have an opportunity to transform their landscape, break the vicious cycle of poverty, and build equitable, prosperous, and sustainable environments.

Despite the challenging global, national, and regional context, we remain committed to a Chiapas with greater equity, less poverty, and better quality of life for the most vulnerable and excluded populations.



Theory of Change

We work through the coordination and synchronization of three key services (or gaps) commonly observed in the economic development of farming families, operating through three organizations:

With impacto transformador

Access to better markets



With impacto café

Access to personal development, knowledge, and technical assistance.



With F+ cooperativa

Access to timely and competitive credit



Scan the QR code for more details on the Sinapsis model.





Smallholders coffee farmers



We work with small-scale farming families in the state of Chiapas who share similar living conditions and coffee production characteristics.

- ☉ They typically work **small plots of land**, ranging from half a hectare (mainly in the Highlands) to between one and five hectares (in jungle and mountain regions).
- ☉ Their **productivity averages** from 4 to 15 quintals per hectare.
- ☉ They maintain shaded **production systems** that coexist with food crops like cornfields and fruit trees.
- ☉ **Most farmers sell their harvest individually at local market prices** (the traditional system), making them vulnerable to price fluctuations and environmental conditions.

The problem we address



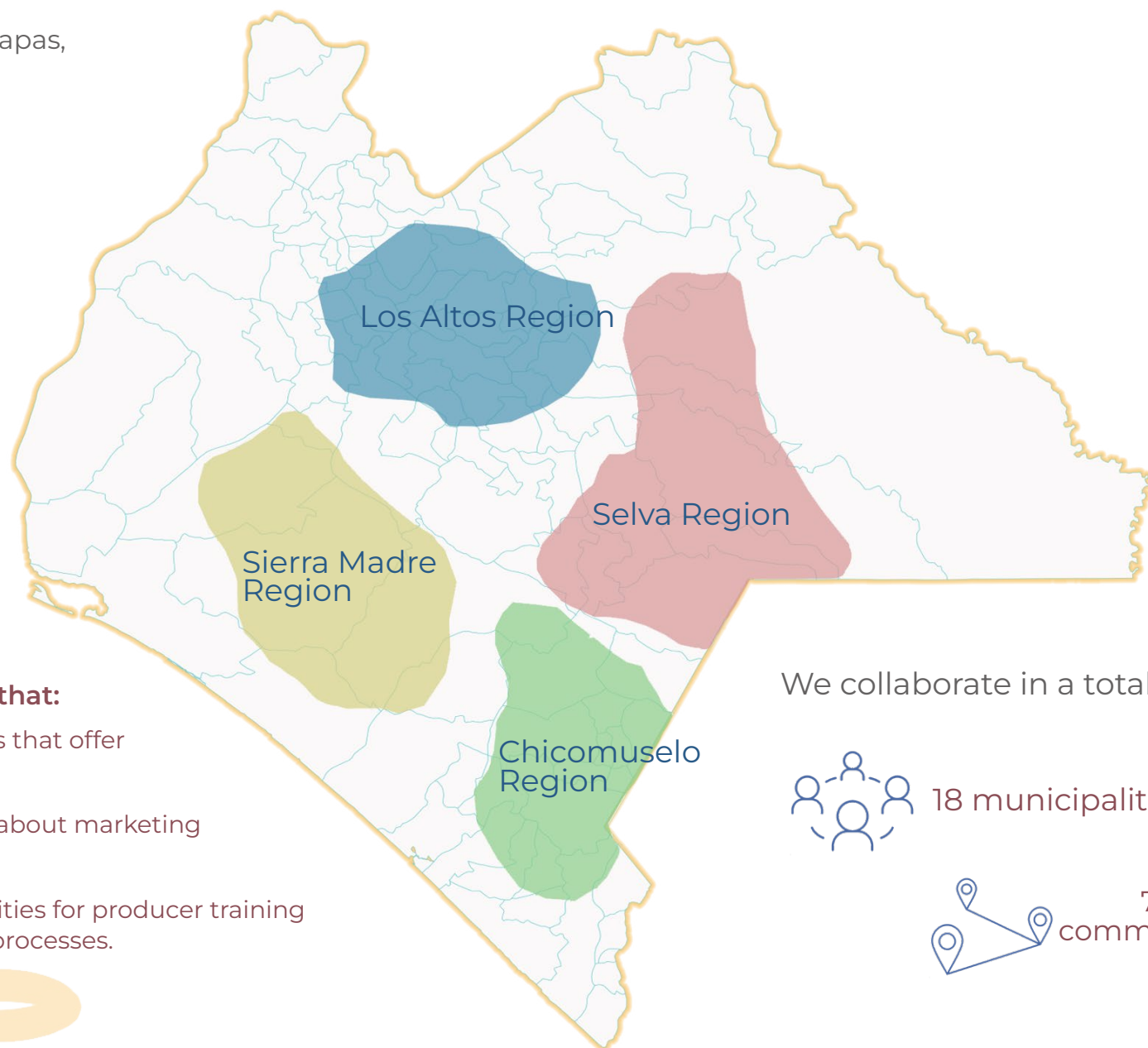
Rural communities remain trapped in a cycle of **low productivity, low income, and systemic economic exclusion**.



Where do we Work?

4 regions in the state of Chiapas,
Mexico

- Los Altos region
- Selva region
- Sierra Madre region
- Chicomuselo region



These are communities that:

- Are far from urban centers that offer access to credit services.
- Have limited information about marketing options and markets.
- Have almost no opportunities for producer training to improve their technical processes.

We collaborate in a total of:



18 municipalities



71 communities



What is impacto café?

impacto café is a nonprofit organization dedicated to a people-centered development model that honors territory, culture, and environmental stewardship.

What do we do?

We bolster the competitiveness of smallholder coffee-producer organizations that embrace sustainable development. In partnership with mission-driven social enterprises, we strive to transform communities, improve members' livelihoods, and safeguard their natural surroundings.

How we do it?

[Through five strategic programs](#), we provide training and technical assistance to coffee farmers, promote the inclusion of young leaders, foster gender equity, support the modernization of organizations, and create new ways for farmers to join forces, take ownership, and lead sustainable social enterprises.





What is La Red+?

La Red+ is our proximity strategy with Sinapsis model producer-members. It takes the form of a network of solidarity groups (“cells”) —each comprising 15 to 25 producer-members— through which all model activities are coordinated:

- Ø Training & Technical Assistance
- Ø Savings & Credit Management
- Ø Internal Control System for Certifications
- Ø Coffee Collection
- Ø Participation Processes
- Ø Organizational Governance
- Ø Youth Inclusion
- Ø Leadership Development
- Ø Gender Equity



La Red+ Objectives

▶ To promote financial inclusion, enhance profitability, foster organic production, and guarantee fair markets.



14

Municipalities we
work with



45

Communities
across 4 regions



1 016 ha

Coffee production
areas



63

Work cells in local
communities



11.18

Lots of coffee sold





+



Programs

What is Liderazgo de Servicio and Fondito+ Sinapsis?

Service Leadership is an educational innovation model. Through a collaborative platform of partner institutions, it aims to bring self-knowledge and access to training and investment opportunities (seed capital and credit) closer to rural youth, empowering them to become leaders and agents of change.

Our goal is to support young people in developing self-awareness, bodywork, creativity, critical thinking, improvisation, expressiveness, and more.

**From “learning by doing” to
“learning by being”**

We aim to cultivate leaders
of community development
projects.

Learn more about Fondito+
Sinapsis by scanning the QR code:





Fondito+ Sinapsis provides funding and support for projects that need a boost or improvements in their production, processes, or outreach.

Both programs work in synergy to create greater momentum and strengthen each project seeking better development in their respective communities.



28

Service leaders



28

Projects supported through service leadership



13

Young service leaders
(ages 15 to 31)



330

Direct beneficiaries of service leadership



Women in Sinapsis



14

Women service leaders



\$490 000_{MXM}

In donations received for their Fondito+ Sinapsis projects





El Vivero

An incubator for sustainable social enterprises that strengthens business management capacities and facilitates access to markets and financing.



It is designed for groups and organizations of small-scale rural farmers.

How does it work?

We use an innovative “organizational coaching” approach that takes a holistic view of each organization, focusing on key areas of development: knowledge management, talent, and leadership.



4

Cooperatives supported
with this program

Programs



Cataciones abiertas

This program is open to any individual producer or smallholder producer organization. These workshops focus on:

-  Overall coffee quality
-  Quality control during coffee reception
-  Basic coffee cupping skills

All sample cuppings are conducted according to international standards by a *Certified Q Grader*.



With this program, we aim to promote a culture of coffee quality to improve:



Sales prices



Capacities to ensure a safe product



Product quality





Quality is built gradually—with perseverance and continuous improvement. It's not meant to be fleeting, but to endure over time.



70

**samples evaluated
from the 4 regions**

Los Altos: **32 samples.**

La Selva: **10 samples.**

Sierra Madre: **16 samples.**

Chicomuselo: **12 samples.**



20

**individual
samples**



15

**cooperatives
participating in the
workshops**

Participant breakdown by location:

-  San Cristóbal de las Casas: **7 woman y 22 men.**
-  Comitán de Domínguez: **4 woman y 10 men.**
-  Ángel Albino Corzo: **5 woman y 12 men.**

Summary of Coffee Quality by Region



70 muestras evaluadas cosecha 2023 2024



Los Altos



La Selva



Sierra Madre

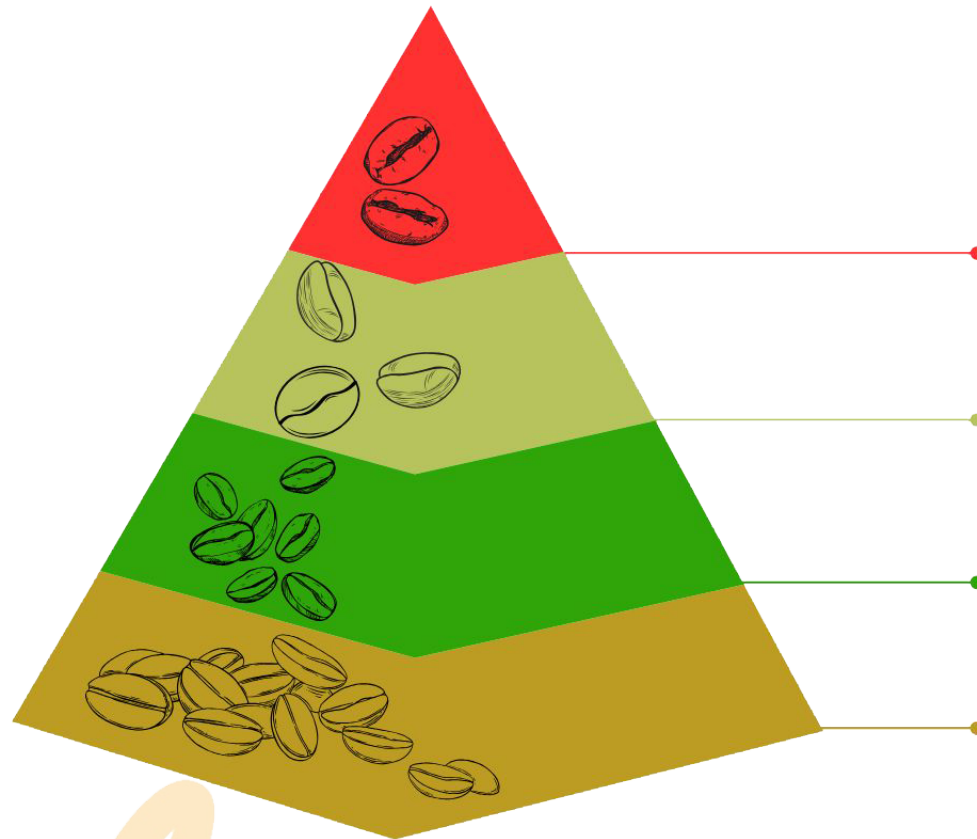


Chicomuselo

	Numero de muestras evaluadas	32	10	16	12
	Puntuación en taza más alta	86	85	84	84
	Puntuación en taza más baja	78	78	80	80
	Perfil en taza	Notas: Dulces, Frutos maduros Acidez jugosa. Cuerpo cremoso. Estructurado	Notas: Frutas tropicales, Florales. Acidez citrica Cuerpo ligero Balanceado	Notas: Chocolate, Nuez, Especies Acidez media Cuerpo medio Balanceado	Notas: Vainilla. Chocolate Acidez media Cuerpo medio Balanceado
	Variedades	Typica, Oro Azteca, Borbón, Caturra, Catimor. Anacafe 14	Borbón, Pacamara, Costa Rica 95, Catimor	Peñasco, Typica, Mundo Novo, Caturra amarillo.	Typica, Borbon, Catuai, Sarchimor, Marsellesa
	Altura de las parcelas	1000 hasta 1800 msnm	900 hasta 1500 msnm	1200 hasta 1900 msnm	950 hasta 1900 msnm
	Proceso	Fermentación controlada. Lavados, enmielados, naturales Secado en patios de concreto	Fermentación humeda. Lavado Secadores solares y patios de concreto.	Fermentación controlada. Lavados, enmielados, naturales Secado en camas africanas y patios de concreto	Fermentación humeda Lavado y semi lavado Secado en patios de concreto



Coffee Qualities Identified in 70 Samples



SISTEMA DE PUNTAJE CON METODOLOGÍA DE CATA

ESPECIALES CON 85-86 PUNTOS EN TAZA

12 muestras con atributos sobresalientes y estructurados.

DESTACADOS CON 83 -84 PUNTOS EN TAZA

22 muestras con cierta consideración hacia la intensidad se distinguen por su acidez pronunciada y cuerpo balanceado.

BUENOS CON 80 - 82 PUNTOS EN TAZA

30 muestras con atributos conscientes cumplen con los criterios y exigencias del mercado de exportación

FUERA DE RANGO 75 -78 PUNTOS EN TAZA

6 muestras con presencia de defectos en taza principalmente daño por hongos y fermentos.



Programs

This is an information management program. It enables access to impactful data and allows efficient management of key processes such as:

-  Certifications
-  Coffee Collection
-  Credit
-  Information analysis for decision-making

It serves both the social enterprises within the Sinapsis model and allied organizations.

The information is presented through producer technical profiles and geo-referenced polygons.





459

Internal Control Technical Profiles

They contain producer and plot data, as well as the activities carried out as organic farmers and their compliance with organic standards (NOP-USDA, EU-Europe, LPO-Mexico, and COR-Canada).



363

Geo-referenced Polygons

These indicate the location of a production unit, allowing the identification of a plot by its size, shape, and surrounding area.

These tools are a requirement for the new European EUDR regulation against deforestation.



What is impacto transformador?

It is the commercial channel for small farmers through which we seek to maximize purchase prices by accessing specialty markets, professionalizing collection services, processing, financing, marketing, and logistics to be competitive and achieve economies of scale.

Mission

We are committed to the sustainability of our resources and to the livelihood and income of farmers and their families.

We provide training and technical assistance to increase farm productivity and coffee yield.

► All our coffee is certified organic and fair trade.

We have also become a B Corporation (B-Corp), the first in Mexico's agricultural and small producer sector to achieve this certification. ►





How we work?

Our working methodology in the field is based on the programs **La Red+ (AlChis)** and **El Vivero (Sinapsis allies)**, whose organizational model uses a proximity-based strategy with farming families. In 2024, we achieved:



547

Farmers participating
in coffee collection



465.5

Tons of
parchment coffee



4

Commercial
Partners



Breaking the cycle of poverty requires that farmers generate higher household incomes through their productive and commercial activities.



**Women in
Sinapsis**



2 081.5

Quintals collected by
women farmers



What is F+ cooperativa?

It is the financial institution of the Sinapsis model, owned by the farmers themselves. It provides financial services to its members and partner organizations, with a special focus on loans for agricultural and productive development.

What do we do Through F+?

- ⌘ We promote both formal and informal savings through financial inclusion and training.
- ⌘ We finance the renovation and maintenance of coffee farms to improve yields.
- ⌘ We encourage investments in productive diversification, climate adaptation, and local youth entrepreneurship.
- ⌘ We provide financial support to rural entrepreneurs.
- ⌘ We promote financial autonomy for women farmers.



We offer direct, individualized, timely, and competitive loans for coffee production.



Why Do We Do It?

We aim to provide financing to farmers who do not have easy access to credit, whether due to geographic, economic, or social conditions. These families need support to make the most of the resources available to them and achieve a better quality of life.

 **564**
Disbursed Loans

 **514**
Hectares financed

 **\$6 890 089.76**MXN
Total amount disbursed in loans

 **Women in Sinapsis**

 **134**
Hectares financed

 **26**
Communities where women
have requested loans

 **94** Women farmers with loans
allocated for their harvests



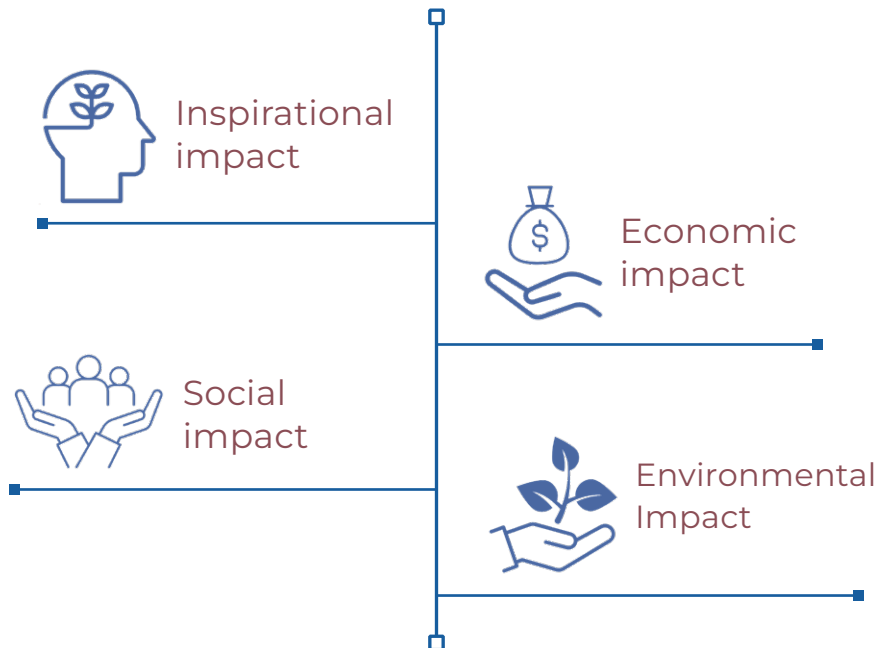
A photograph of five women in a lush green coffee field. They are all wearing white short-sleeved shirts and dark skirts. Each woman is holding a large, round, woven basket filled with bright red coffee cherries. The women are standing in a line, slightly overlapping, and looking towards the camera with smiles. The background is filled with dense green foliage and coffee trees. The text "Our Impact" is overlaid in the center of the image, with a thin orange line passing through it.

Our Impact



The **Sinapsis model impacts the lives** of the small-coffee farmers family we work with in various ways.

For these families, coffee represents more than just a livelihood; it is a way of life, an opportunity to develop their skills, and a path to realizing their dreams. Thus, we present Sinapsis's work through four types of impact involving the people engaged in all the processes:





Inspirational Impact

Our model seeks to foster purpose and meaning in life. We work on personal self-awareness to grow as individuals who build communities, leading to better interaction and coexistence within the group.

Thanks to the work of everyone involved, we have achieved:



469

Farmers affiliated
with La Red+



4

Allied
cooperatives



63

Cells covered



3 212

Participants in La Red+
Activities



Inspirational Impact



63

Work meetings
with cells



189

Members regularized with
the tax authority (SAT)



Women in Sinapsis



239

Women
farmers



121

Participants in La
Red+ 's Cells

Our inspirational impact aims to provide tools for improving farmers and their processes, achieving:



Organizational and
business strengthening



Promotion of sustainability
and environmental care



Knowledge management



Improved harvests



Collective work and talent
development



Access to and development
of markets





Social Impact

The programs of impacto café not only provide inspirational impact by offering farmers tools to strengthen their various processes, but they also foster positive change from a social perspective.

We work in and for the territory, respecting the social fabric, beliefs, and cultural practices—always with a collective sense of community. In this way, our social commitment has led to:



7

Donations
received



28

Projects (for La Red+, Fondito+
Sinapsis, F+ Cooperativa)



\$12 961 822.07MXN

Executed Budget

Social Impact



658

Farmers we work with



2 848

Direct beneficiaries



14 240

Indirect beneficiaries



Women in Sinapsis



88

Women benefiting from Fondito+ Sinapsis



14

Women service leaders





Economic Impact

At the heart of our model is the farming family and the need to break the cycle of poverty for farmers.

Our work focuses on helping these farmers generate greater household income through their productive and commercial economic activities.

As a result, we have achieved a significant economic impact for their development and well-being, reflected as follows:



95.10

Tons of organic
coffee sold



295.66

Tons of Fair Trade
Coffee Sold



390.76

Tons of coffee sold and
exported

Economic Impact



 **8 095.60**

Quintals of Parchment Coffee
Collected Through Impacto
Transformador



\$52.16MXN/KG

Purchase price paid
to members



United States,
Belgium, and France

Countries to which
we export



\$1M USD

Funding obtained



8

Green Coffee
Customers



Women in Sinapsis



88

Women farmers
from Alma de
Chiapas



10

Tons produced by
women





Economic Impact

Over time, we have collaborated with more than 3,000 small coffee farmers in Chiapas to ensure our development model breaks the cycle of rural poverty and generates sustainable impact.

One of Sinapsis's three fundamental pillars is providing farmers access to affordable credit for their work. We offer tailored financial tools to help them invest, grow and achieve independence.

Through the Integral Harvest Credit (CIC) and Pre-Harvest Credit programs, a total of **\$1,835,014.00 MXN** was disbursed to farmers, **financing a total of 514 hectares**.



481

Integral Harvest Loans
Granted



74

Pre-Harvest Loans
Granted



9

Other Loans

Economic Impact



\$5 732 651.86MXN

Amount granted in integral
harvest loans



\$989 214MXN

Amount disbursed in pre-
harvest loans



\$168 223.90MXN

Sinapsis personal loans



\$6 890 089.76MXN

Total portfolio



\$68 452MXN

Amount allocated to two
Fondito+ Sinapsis loans for
the following projects:



Tilapia Farming in Tenejapa,
Chiapas

Community Warehouse in
San Cristóbal de las Casas



Las mujeres en Sinapsis



1425

Quintals produced with
loans for women



\$1 181 564

Total amount in
productive loans for
women





Enviromental Impact

Alma de Chiapas (AlChis) is the cooperative within the Sinapsis model. It was legally established in 2011 and holds organic and Fair Trade certifications.

AlChis also collaborates with **impacto café** and **impacto transformador** to carry out the annual development plan through the social and environmental programs led by Impacto Café, as well as for the collection of parchment coffee directly from its producer members and its commercialization. Additionally, members of **Alma de Chiapas** have access to the financial services provided by F+ Cooperativa. In 2024, AlChis has achieved:



1 016.51

Hectares covered



11.18

Parchment coffee lots
from AlChis



**45% FTO FLO, 30% FTO
USA and 25% ORG**

Percentages of Coffee Sold with
Certification



**Women in
Sinapsis**



155

Women who delivered
coffee through Alma de
Chiapas

A close-up photograph showing several hands of different skin tones sorting through a large pile of coffee beans on a light-colored table. The beans are mostly light brown and yellowish, with some darker ones. In the background, there is a large blue bowl and some papers. The text "Other Activities in 2024" is overlaid in white, with a thin orange line underneath it.

Other Activities in 2024



Semilla's Project

We were selected as winners of the **Semilla's Project**, a grant initiative from **Ensamble** and promoted by the W.K. Kellogg Foundation.

Through the strategic alliance of the project "**From Seed to Heart**" this work represents an ecosystem of organizations committed to an investment aimed at the following impact goals:

- ☉ The creation of at least two marketing channels (specialty and conventional) for 2 to 4 coffee lots.
- ☉ Maximizing the value of the coffee.
- ☉ Increasing family income by at least 10%.

The project "From Seed to Heart" is composed of GAT (Cáritas, Fondo para la Paz, and Proasus), Handmade to Market, the Sinapsis model, and Yaxalum.



The goal is to build a collaborative model with open governance that enables families in the Altos region to enter a virtuous and fair ecosystem.

Café Sinapsis



We launched the **Café Sinapsis** brand in collaboration with the organizations involved in the "From Seed to Heart" project.

- ☉ We inaugurated the sales point at our office location in San Cristóbal de las Casas.
- ☉ We offer three distinct blends: House Blend, Typical Blend, and Los Altos Origin.
- ☉ Currently, Café Sinapsis is undergoing branding, sales strategy development, and establishing an online store.



The objective of Café Sinapsis is to develop a national commercial channel that directly connects coffee from farming families with responsible and conscious consumers.



[View Location](#)

Follow us like Café Sinapsis





10 Years of the Sinapsis model

In November 2024, the **Sinapsis model** celebrated its **10th anniversary**. The entire team, partners, friends, and supporters who accompany and encourage us to keep growing were present at the celebration.

Among the activities during the event, three panels were presented covering topics on Youth and Leadership, Environment and Sustainability, and Coffee as a Sustainable Economic Activity. Additionally, the Café Sinapsis retail point was inaugurated on the same day.

Read the inaugural speech for the 10-year anniversary



Some photos from the celebration can be viewed by scanning the QR code:



A decade cultivating communities, empowering farmers, and inspiring sustainability.



Manel Modelo, Ashoka's Fellow

Hard work and dedication forge success. This has been the professional journey of Manel, who has led Sinapsis for over 10 years, promoting autonomy and leadership among youth, facilitating access to education and training, financing, and markets, thereby fostering sustainable livelihoods for marginalized communities.

This commitment led to Manel becoming part of the Ashoka Fellowship in 2024, recognizing him as a leading social entrepreneur worldwide who aims to generate large-scale social impact. Ashoka identifies and promotes innovative ideas that transform social systems, improving the lives of millions.

Congratulations, Manel!



Learn more about Manel Modelo
as an Ashoka Mexico Fellow by
scanning the QR code:



CONOCE A Manel Modelo



Manel está liderando el cambio en el comercio justo y sostenible. Ha impactado positivamente a más de 10,000 productores de café en Chiapas. Su enfoque va más allá, fomentando relaciones justas y sostenibles. ¡Apoya su visión de comunidades más fuertes y equitativas!



Financial Information





Financial Information

CONSOLIDATED FINANCIALS OF THE SINAPSIS MODEL

impacto transformador - impacto café - F+ cooperativa - Café Alma de Chiapas

2023

► BALANCE SHEET

Total current assets: \$27,630,144 MXN

Total long-term assets: \$5,679,158 MXN

TOTAL ASSETS: \$33,309,303 MXN

Total liabilities: \$15,963,336 MXN

Total equity: \$17,345,967 MXN

TOTAL LIABILITIES + EQUITY: \$33,309,303 MXN

INCOME STATEMENT ◀

Total Revenue: \$30,331,996 MXN

Total Expenses: \$29,722,937 MXN

PROFIT: \$609,059 MXN

2024

► BALANCE SHEET

Total current assets: \$39,742,498.35 MXN

Total long-term assets: \$6,387,142.97 MXN

TOTAL ASSETS: \$46,129,641.32 MXN

Total liabilities: \$28,012,875.53 MXN

Total equity: \$18,116,765.79 MXN

TOTAL LIABILITIES + EQUITY: \$46,129,641.32 MXN

INCOME STATEMENT ◀

Total Revenue: \$53,425,599.59 MXN

Total Expenses: \$50,535,802.79 MXN

PROFIT: \$2,889,796.80 MXN



A close-up photograph of a person's torso and hands. The person is wearing a blue patterned shirt with the word 'Mandela' visible, a purple cardigan, and a purple long-sleeved shirt. They are holding a large, round, woven basket filled with coffee cherries. The cherries are mostly red, with some yellow and green ones. The basket is made of light-colored wood or bamboo. The background is blurred, showing some greenery and a dark object on the left.

Our Team

Sinapsis Administrative Council



Marcos López
PRESIDENT



Hernán Aguilar
SECRETARY

La Red+ Coordinator/
impacto café



Manel Modelo
TREASURER

General Manager / Sinapsis
model

BOARD MEMBERS



Rubén Bernabé



Vincent Lagacé



Federico Manzano

Sinapsis Team



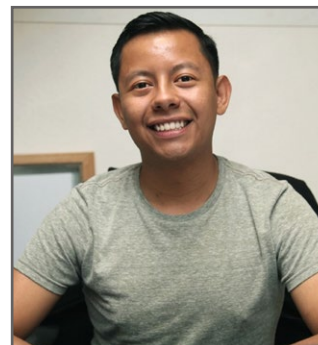
Socorro Gomez
Director of Operations /
Sinapsis model



Juan Carlos Espinoza
Director of Exports,
Procurement, and Local
Sales/ impacto transformador



Jazmín García
Administrator / F+
cooperativa e impacto
café



Francisco García
Executive Assistant/
Sinapsis model



Orlando Guzmán
Accountant / impacto
transformador.
Treasurer / Sinapsis model



Tania Álvarez
Administrator / impacto
transformador



Sandra López
Export Logistics / impacto
transformador



Carlos Rosales
Accountant / Sinapsis
model



Cecilia López
Regional Coordinator of La
Red+ Género / impacto café



Cavek López
Quality Control / impacto
transformador

Sinapsis Team



Pedro Cruz Ordoñez
Regional Coordinator of La Red+ Altos / impacto café



Pedro Pablo Gómez
Director / F+ cooperativa
Regional Coordinator of La Red+ Sierra Madre / impacto café



Pedro Pablo Ramos
Director / impacto café



Rodrigo Franco
Communication / Sinapsis model



Miriam López
Fundraising/ impacto café



Cecilia Monroy Cuevas
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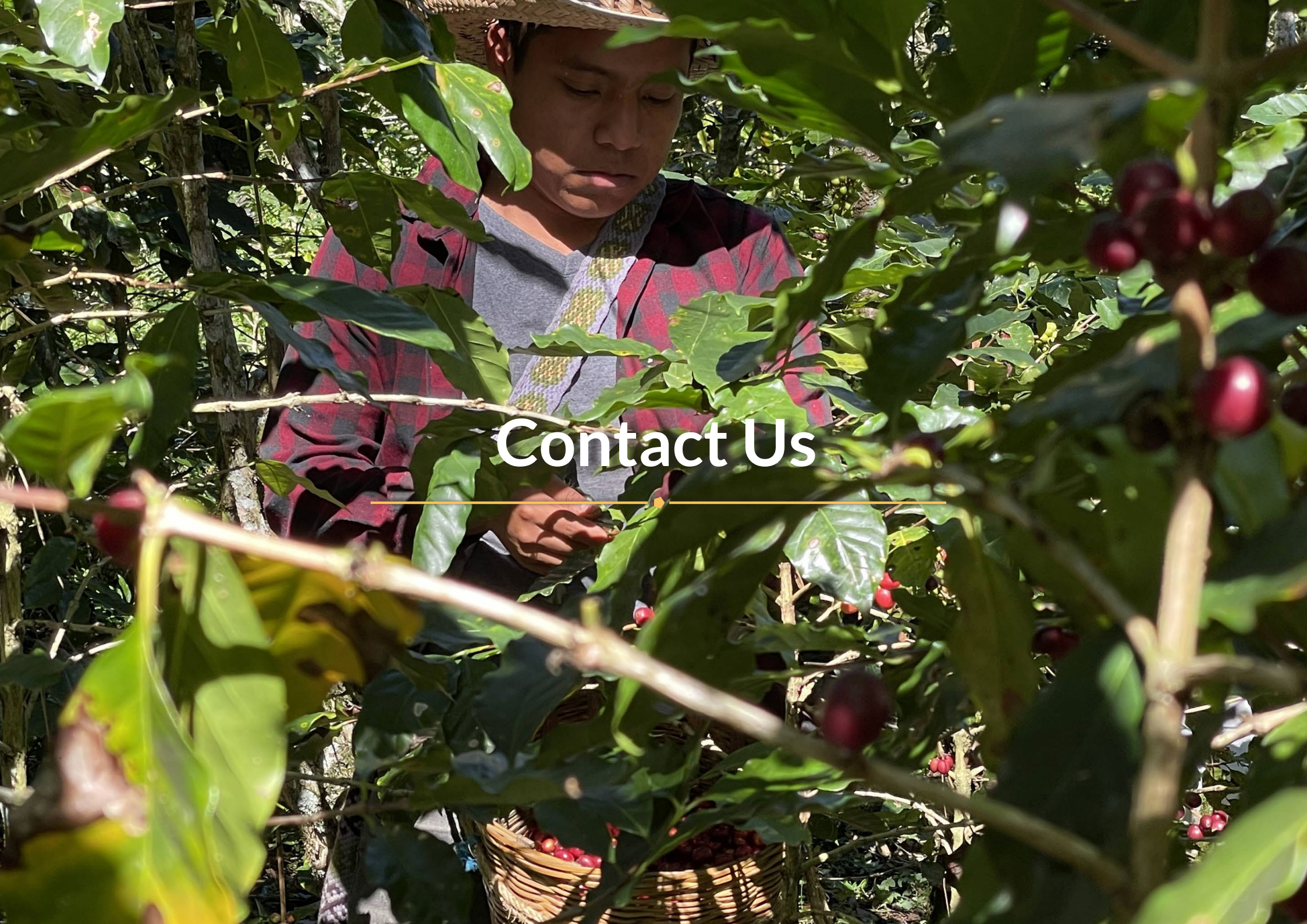


A close-up photograph of a person's hands harvesting ripe, red coffee cherries from a branch. The person is wearing a dark blue sweater and a patterned shawl. The background is filled with green leaves and more branches of the coffee plant. The text "Our Allies" is overlaid in the center, with a horizontal line and a small diamond shape below it.

Our Allies

Sinapsis Partner Institutions



A person wearing a straw hat and a red and black plaid shirt is harvesting coffee cherries from a tree. The person is looking down at the cherries in their hands. The background is filled with green leaves and branches of the coffee tree. A woven basket filled with red coffee cherries is visible in the lower left corner. The text "Contact Us" is overlaid in the center of the image.

Contact Us

Sinapsis model

Contact



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F+ cooperativa



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Next Steps



Where are we Headed?

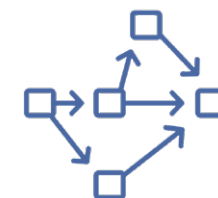


The good thing about editing and sending the annual report almost at the end of the first half of the following year is that it allows us to see a bit more clearly what the priorities or next steps should be. Greater clarity, and a better chance of getting the forecast right. Who would have guessed back on November 6 that Donald Trump's election would mark the global shift we are now facing? The first quarter of 2025 has disrupted the world order as we have known it for the past 50 years. Political priorities have shifted, and it's no exaggeration to say that disorder, if not outright chaos, dominates the early stages of this transition.

That's why our priorities for 2025 have been radically affected by recent events, particularly the cuts in development cooperation funding and the shift toward increased military spending.

Our main priority—redundancy fully intended—is to balance the budget deficit caused by the reduction in USAID funding (which represents a 48% cut globally and 50% specifically for impacto café). This involves three key actions: i) accelerating fundraising strategies; ii) reducing expenses (staff, activities, and impact); and iii) exhausting our available reserves (currently at six months).

The sudden reduction in operational budget has direct consequences for the La Red+ program, which serves the members of our cooperative, Alma de Chiapas. We will introduce a new membership contribution strategy specifically aimed at supporting the Internal Control System for certifications. This decision requires a radical mindset shift from the traditional paternalistic policies ("everything given for free") toward a co-responsibility approach. Given the short timeframe to address this issue, the likelihood of failure is high.



Where are we Headed?

The increasing regulatory demands from organic and fair trade certifiers, as well as from the European Union's deforestation-free regulation (EUDR), require investments in traceability processes and digitalization of information. These are investments that cannot easily be incorporated into the short-term coffee prices without affecting our competitiveness. This, in turn, generates dissatisfaction and disloyalty among members when it comes time to deliver their coffee.

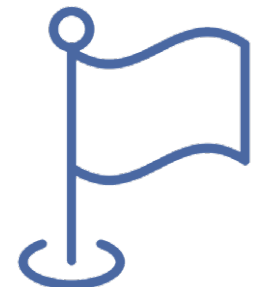
The fourth of the four priorities validated during the first Sinapsis Board Meeting of 2025 is to address the vulnerabilities of F+ Cooperativa, our savings and credit cooperative, which is still far from reaching its optimal operational scale.

Having said all that, it's important to highlight that we will continue working on everything else that is going well. We have a team that has grown stronger over the past year, and we are equipped with the motivation, enthusiasm, and capacity to tackle the challenges that, harvest after harvest, we face. And finally, we believe in having a realistic roadmap before us to guide our actions honestly, without self-deception. We remain committed to transparency, sharing both the hardships and the successes. Because, in the end, it is unity and working together that sustain us.

Don't miss the next annual report to find out how far we've come in addressing these challenges!

With warm regards.

Manel Modelo
Co-founder of the Sinapsis model



sinapsis

¡LA UNIÓN Y EL TRABAJO JUNTOS!

ANNUAL REPORT 2024



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