

# Fuera con lo Viejo, Entra lo Nuevo

Out with the old, in with the new

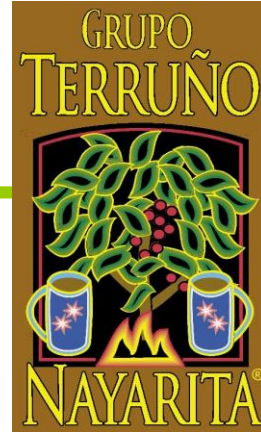
We close the books on the last harvest as the new one begins

James Kosalos

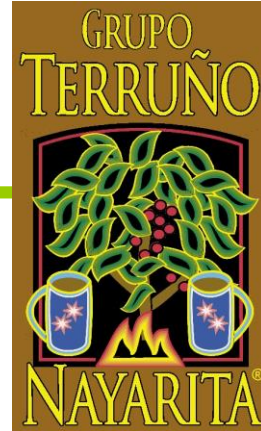
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# Recent News

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- Grupo Terruño Nayarita (GTNay) closes the books on harvest year 2018-19
- The 2019-2020 harvest has finally begun!! Last week we received the first fruit of the year in La Yerba, Cordon de Jilgero and El Cuarenteño
- GTN initiates a Producer loan program as a step towards becoming a Parafinanciera: a Government supported, Credit Union type of organization.



# Closing the 2018-2019 Harvest

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- Grupo Terruño Nayarita (GTNay) has closed out the last harvest year by distributing US108,000 CRITICAL Certification and Fruit quality premiums to its members
- The premiums incentivize our associates to increase quality as well as the volume of Organic and Women's certified coffee we produce
- These premiums also left all of GTNs associates "in the black" fiscally in a year with historically low coffee prices.



# Focusing On Producer Financial Health

- GTN begins a Producer loan program as a step towards becoming a Parafinanciera: a Government supported mini-Credit Union.
- Harvest Finance is arguably the biggest challenge for the world's small coffee producers.
- GTNay is helping it's producer members to get all their legal papers in order and using this exercise to demonstrate the organization's fiscal responsibility to the Government agencies that back-up local banks
- By becoming a Parafinanciera, GTN will be able to get far better interest rates for producer's harvest loans.



F. Marcela Ladron de Guevara reviews the organizational requirements for the new Parafinanciera with Alejandro Altamirano from the PROCAA society in El Cuarenteño and Apolonio Rosales, from the TAMBOR society in Huaynamota