

JHC - CDCA's *Vida Harvest* program is a social purpose endeavor devoted to sustainable progress for Nicaragua's agricultural cooperatives & small-scale farmers.

Program Overview:

- Vida Harvest is a partnership between the Jubilee House Community (JHC - a U.S. based non-profit with a Nicaraguan-based entity Center for Development in Central America - CDCA), COPROEXNIC (Nicaraguan farmer cooperative) & community and industry participants.

Problem and Solution:

- Nicaragua has vast agricultural and worker productivity potential, but lack of jobs/investment leaves it the 2nd poorest country in the Western Hemisphere. Given the number of people working in agriculture, many are vulnerable to price instability, farming risks, and dependence on one crop.
- With a concerted investment program organized by Vida Harvest, Nicaragua's Agriculture sector can greatly expand production of high value organic crops, creating jobs & diversifying income sources.

Market and Competitive Advantage:

- Vida Harvest supports the cultivation and production of organic sesame, peanuts, and cotton in Nicaragua for export.
- 110,000 MT organic cotton sold globally in 2013, market growing 30%/yr. (outpacing production), forecast 800,000MT (\$1.7B) production by 2020.
- U.S. imports of peanuts & sesame approx. \$300Mil.
- U.S. sales of organic products were approx. \$35Bil in 2014. Strong growth
- Nicaragua has good access to major consumer markets in N.A. & Europe.

Business Model:

- Vida Harvest utilizes a shared risk debt investment fund (VIDA Fund), which pays 0-5% interest to social investors, and makes loans to Partner Cooperatives at 6%.
- Organic farmland conversion and products maximize productive potential.
- Targets niche & progressive mainstream NA & European manufacturers.

Social Impact:

- Can immediately engage >1,000 small-scale farmers growing peanuts, sesame and cotton. An additional 2,000 families will benefit from secondary spending and ancillary effects.
- Thousands of acres of farmland will be retained by small-scale farmers practicing sustainable farming methods, conserving water & reducing the amount of industrial agricultural chemicals placed in the environment.
- Adding organic cotton to crop rotation increases a typical small farmer's annual net income in Nicaragua by an average of 43%

Key Financial Information:

- Vida Fund has been in operation since 2009 and is audited annually.
- Fund investment notes collateralized by crops in Vida Harvest program.
- Near-term target capital raise will fund project plan into 2017, planting acreage can then be adjusted so operations will be self-sufficient.



JHD - CDCA Management Team:

- *Mike Woodard*, Director of Sustainable Agriculture – Since 1994, Mike has worked in Nicaragua with 3,000 small farmers to improve lives & add value to products.
- *Becca Mohally Renk*, Director of Sustainable Economic Development – Since 2001, Becca has worked to build, train and finance worker-owned cooperatives in Nicaragua.

Financing Opportunity:

Vida Harvest is now ready to fully capitalize the Vida Fund to finance:

- Crop collection, processing, and export of sesame & peanuts for 2015-16 crops
- Organic cotton seed integrity program starting 2016
- Cultivation of organic cotton (to resume 2017)
- Expansion of sales & marketing for new customers

Indicative Term Sheet *

| | |
|------------------------|--|
| Amount | USD \$2 – 2.5 Million |
| Structure | Debt / Quasi-Equity / Grant |
| Use of Proceeds | 56% - Sesame 40% - Peanuts 4% - Seed Integrity Program |
| Timing | Immediate thru 2016 |

Contact:

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Financial Summary *

USD \$ '000

| | 2014 | 2015 | 2016P | 2017P | 2018P |
|--|-------|-------|-------|-------|-------|
| Revenue (3 crops & byproducts) | 1,495 | 2,725 | 3,549 | 5,015 | 7,107 |