

# 2019 ANNUAL REPORT



Institute for  
Agriculture &  
Trade Policy

Minneapolis | Washington, D.C. | Berlin  
[iatp.org](http://iatp.org)



# A NOTE FROM OUR EXECUTIVE DIRECTORS

Dear Friends,

We are pleased to share our 2019 Annual Report with you. It provides highlights of our achievements over the past year. Guided by our vision and values, we continued to fight for systems change with our partners in the intersecting areas of farming, food, trade and climate change.

In 2019, the local, national and global dimensions of our work converged frequently. For example, our campaign to challenge the Trump administration's new North American Free Trade Agreement (NAFTA) intersected with our collaborations with family farm groups to confront the farm crisis, and our efforts to strengthen local food systems in Minnesota. Meanwhile, our work with Midwest family farm groups helped inform our national-level focus on the contributions of factory farms to climate change, as well as our international work targeting the global meat and dairy companies' greenhouse gas emissions. In addition, we found that the community-level climate dialogues we hosted in counties throughout Minnesota helped to inform our national efforts to push for sustainable, regenerative agriculture in responding to climate change.

As we reflect on our successes in 2019, we would also like to thank our former Executive Director Juliette Majot. We feel fortunate to have had Juliette serve as executive director at IATP for the last six years. Juliette sharpened our focus, kept us dedicated to our mission, encouraged us and held us accountable to the larger movement for change. Juliette retired at the end of 2019, and we wish her many years of health and happiness — and know that she will always be part of the IATP family.

Thank you for supporting IATP and helping to make our progress possible in 2019. We look forward to continuing to work together to ensure fair and sustainable food, farm and trade systems for all members of our global community.

Yours in partnership,

Ben Lilliston



Karen Hansen-Kuhn



# 2019 BOARD OF DIRECTORS



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Institute for  
Agriculture &  
Trade Policy

## **MISSION:**

IATP works locally and globally at the intersection of policy and practice to ensure fair and sustainable food, farm and trade systems.

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## **VISION:**

IATP envisions agriculture, trade and food systems that are good for people, farmers and food system workers, ecosystems, and social justice globally.

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## **VALUES:**

IATP is guided by values of economic and racial justice, environmental sustainability and resilience, and strong democratic institutions.



# A BRIEF HISTORY OF IATP



In 1986, leaders of rural and farm movements from around the world gathered in Geneva, Switzerland to discuss the deepening farm crisis that was forcing farmers off the land and devastating rural communities. It quickly became clear that many of the obstacles facing farmers in the U.S. were the same challenges facing farmers in Europe, Asia and Africa and that international trade agreements were deeply affecting local rural communities across the globe. At the conclusion of the Geneva meeting, a small group of rural and farm leaders — who became IATP's original board of directors — identified the need for a new organization to examine the links between global policy and local communities.

Since its founding, IATP has played a unique role in analyzing international trade policy and summarizing the ramifications of these policies on local communities. In the 1990s, IATP expanded beyond its initial focus on

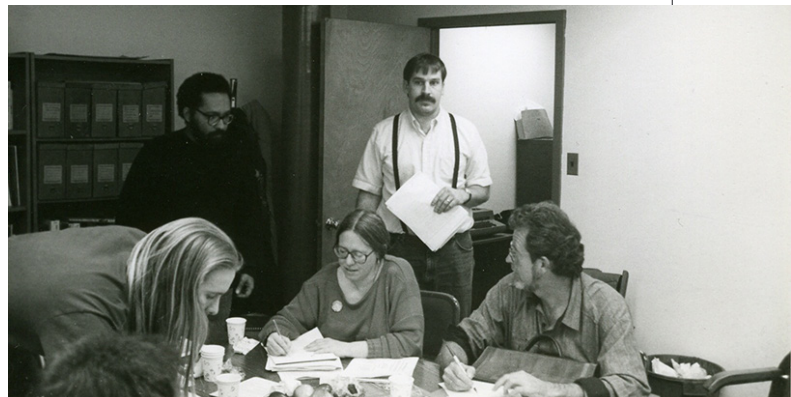
international policymaking institutions to include the promotion of positive alternatives to economically, socially and environmentally destructive agricultural and trade practices. This wider focus gave IATP the opportunity to work with a much larger audience of partners. With offices and staff in the U.S. and Europe, IATP continues to expand our global partnerships, adapting ideas, strategies and experiences from the global community to the challenges facing local communities.



Agriculture Day, organized by IATP, at the Seattle WTO ministerial in 1999



Minnesota farm protest in 1986



IATP board at the Earth Summit Prep in 1992



# 2019 PROGRAMS



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## CLIMATE AND RURAL DEVELOPMENT

The climate crisis is deeply affecting farmers, rural communities and our food system. IATP has worked intensively over the last decade at the intersection of climate and agriculture policy. We are advocating for a policy framework that supports farmers and rural communities in a just transition toward climate-resilient, regenerative agriculture systems that effectively respond to the climate crisis.



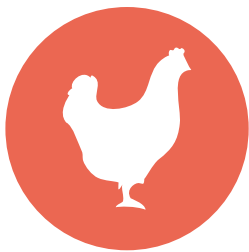
## TRADE AND GLOBAL GOVERNANCE

IATP's long-term goal is to transform the negotiation and implementation of trade deals to make them more democratic and transparent, while supporting family farmers, rural communities and strong action to protect the planet. IATP works closely with U.S. and international partners to oppose the expansion of harmful trade deals, while advancing alternative, fair trade policies.



## COMMUNITY FOOD SYSTEMS

IATP seeks to build vibrant community-based food systems that give all people access to sufficient, safe, culturally appropriate and nutritious food while also developing local food supply chains that allow small to mid-scale farmers to access a variety of new markets. Through this program IATP is helping revitalize local economies, give farmers stable and predictable income through the buying power of institutions, like school districts and hospitals, and get fresh and healthy local food to students and communities.



## INDUSTRIAL LIVESTOCK

IATP continues to build on our decades-long history of fighting against the harms of the exploitive factory farm system. Large-scale, industrial animal agriculture systems are causing enormous harm to independent family farmers and workers, rural communities, our water and air, and our health. We work in coalition with partners to hold the industrial livestock sector accountable to climate, food safety and human rights standards.

## COMMUNICATIONS

IATP Communications works across the organization to share our research and analysis with local, state, national and global stakeholders. As a research and advocacy organization, our work to achieve systems change is bolstered by our ability to create accessible and relevant materials that inform efforts to achieve fair and sustainable food, farm and trade systems.





# CLIMATE AND RURAL DEVELOPMENT



The climate crisis has profoundly impacted farmers, rural communities and our food system. Over the last decade, IATP has worked intensively at the intersection of climate and agriculture policy. We are advocating for a policy framework that supports farmers and rural communities in a just transition toward climate-resilient, regenerative agriculture systems that effectively respond to the climate crisis. Climate change is already driving major shifts in weather, including more severe weather events. Agriculture is a contributor to climate change, but if done right, can play an important role in responding to the climate crisis. IATP works closely with partners to shift state, national and international policy frameworks to aid farmers and rural communities in a just transition.

In 2019, we launched a new phase of the Rural Climate Dialogues (RCDs) focused on renewable energy siting in Southwestern Minnesota. The RCDs build rural leadership on climate change and produce recommendations for local climate action, which have led to a series of on-the-ground initiatives in multiple Minnesota rural communities. Together, we are developing a model county-level siting policy that ensures residents' concerns are respected and that communities also benefit from any wealth generated. These dialogues will inform state policy as Minnesota moves toward its goal of 100% renewable energy by 2050.



At the national level, we made the connection between the current farm crisis and the steps that must be taken to address the climate crisis. IATP provided input to the House Select Committee on Climate Change, laying out



Participants at the Rural Energy Dialogue in Redwood County, Minnesota in September

a path toward a just transition to climate-friendly agriculture grounded in economic equity for farmers and rural communities. As leaders of the National Sustainable Agriculture Coalition's (NSAC) climate change work, we engaged in extensive policy advocacy to advance climate change and agriculture solutions at the federal level. In late 2019, we contributed to a NSAC report on the latest science of agriculture and climate change, which includes a set of comprehensive policy recommendations.



At the international level, we continued our engagement at the United Nations (U.N.) to advocate for policies to address the climate crisis. IATP participated on the Steering Committee of the High Level Panel of Experts at the U.N. Food and Agriculture





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Wind turbines in Southwestern Minnesota

Organization's Committee on Food Security, which issued a ground-breaking new report on how agro-ecology can address global food security and climate change challenges. Meanwhile, we continued our advocacy at the U.N. Framework Convention on Climate Change (UNFCCC), working closely through the Climate Land Ambition Rights Alliance (CLARA). We presented and distributed our Nature-based Solutions for Livestock research at the U.N. Climate Summit in New York, which detailed a new policy pathway for countries to transition away from the harmful factory farm system of production. In addition, IATP's international work on climate and the industrial meat complex centered around follow up from our Emissions Impossible report released in 2018, which for the first time estimated the greenhouse gas emissions of global meat and dairy companies. The report garnered significant attention from the media and civil society, leading to a number of requests to present and collaborate on other projects.



Nature-based Solutions for Livestock

## REDIRECT REGULATE REGENERATE

Written by Shefall Sharma, Director, IATP Europe  
September 2019



# TRADE AND GLOBAL GOVERNANCE



IATP's long-term goal is to transform the negotiation and implementation of trade deals to make them more democratic and transparent, while supporting family farmers, rural communities and strong action to protect the planet. Legally-binding trade agreements have played a major role in driving a form of globalization that has greatly benefited multinational corporations often at the expense of farmers, rural communities, our health and natural resources. The trade rules established in agreements starting with the original North American Free Trade Agreement (NAFTA) in 1994 through the recently passed United States-Mexico-Canada Agreement (USMCA) prioritize the movement of goods and investment over all else, while protecting special corporate rights. IATP works closely with U.S. and international partners to oppose the expansion of harmful trade deals, while advancing fair alternative trade policies.

In 2019, IATP partnered with family farm, labor, environmental and faith organizations in the U.S., Canada and Mexico as part of a tri-national effort to reject the Trump administration's re-negotiated NAFTA (or USMCA). We organized a sign-on letter to Congress of more than 60 food and farm groups opposing New NAFTA and partnered with family farm groups to oppose the deal in four key Midwest states. IATP published a series of analyses on aspects of New NAFTA, including how the agreement would affect family farmers, consumer labeling, food safety, the regulation of new agricultural technologies and efforts to address climate change. We also published three FAQ notes to counter some of the confusion arising from Trump's misstatements on tariffs and other trade basics. IATP continued to serve on the steering committee of Citizens Trade



Campaign (the leading U.S. multisectoral coalition confronting free trade) and as a major media source, playing an important role in de-bunking free trade myths, including how these trade deals impact farmers and rural communities.

In addition, with partners, we developed key points that a progressive, family farm trade deal should include. At the start of the NAFTA renegotiations we worked with the National Family Farm Coalition, Rural Coalition, National Farmers Union, Food & Water Watch and R-CALF to specify what should be on the agenda for an agreement that would help family farmers. Our organizations upheld those demands throughout the negotiations.

Meanwhile, our team continued to monitor and assess additional trade developments globally. IATP tracked and reported on trade developments in the EU and the implications of a potential post-Brexit U.S.-U.K. trade agreement. Trade negotiations with the U.K. and the EU are important, not only because of the size of those markets, but also because of





how influential they are in setting regulatory standards and precedents around the world. In addition, IATP's European office collaborated with European and Brazilian partners on a response to the EU-Mercosur trade agreement. We demonstrated that the EU-Mercosur trade deal is a clear case of global climate targets being directly threatened by a new deal designed to expand trade in industries known to increase greenhouse gas emissions.



Furthermore, we continued our research and advocacy on agricultural trade and finance, which meet at the nexus of commodity market regulation that affects how commodity trading "discovers" prices and transmit them in international markets. Amid extreme price volatility in commodity futures markets, IATP continued to advocate for regulatory reforms to limit the excessive financial speculation that drives price volatility. As a member of Americans for Financial Reform, we also

advocated for regulatory changes to the financial system that affect agricultural finance.

Finally, we continued to study and call attention to the application of nanotechnology to food and agriculture products, the lack of U.S. regulation of genomic editing of agricultural plants and animals, as well as the contamination of farms and agricultural soil and water by persistent PFAS chemicals. IATP investigated the application of



nanotechnology to pesticide products and the lack of adequate personal protective equipment for farm and greenhouse workers mixing or spraying those products. We communicated our research in a keynote speech to a Brazilian Ministry of Labor seminar and to the U.S. National Occupational Health and Safety Administration. IATP's work on PFAS focused on legislative and regulatory measures in Maine. We continued to analyze the U.S. non-regulation of genetically engineered (GE) food and agricultural products and to explain rules that "export" non-regulatory practices in trade agreements, most recently in the new NAFTA. Through partnerships, we advocated for better regulations of those new technologies to protect our environment, food safety and communities.

# COMMUNITY FOOD SYSTEMS



IATP seeks to build vibrant community-based food systems that give all people access to sufficient, safe, culturally appropriate and nutritious food while also developing local food supply chains that allow small to mid-scale farmers to access a variety of new markets. Through this program IATP is helping revitalize local economies, give farmers stable and predictable income through the buying power of institutions, like school districts and hospitals, and get fresh and healthy local food to students and communities. Food systems built from the bottom-up hold the potential to better serve farmers, rural communities, our environment and our health.

In 2019, we worked with three community-based partners to complete the second year of an initiative to support Farm to Summer programs in Minnesota. Through this project, we provided technical assistance, training and planning support for them to begin intentionally including food from local farmers in the meals they serve in the Summer Food Service Programs. In addition, we published a report documenting our own partners' experiences and placing them in the broader national context where these initiatives are recognized as potential opportunities to open a new market for farmers at the height of their growing season while increasing access to fresh healthy foods for children when they face the "nutrition gap" of



time out of school without school lunches. Furthermore, we published three case study videos, a set of written Farm to Head Start case studies and a companion document on our experience supporting one-third of the Head Start programs in the state to launch their own Farm to Head Start initiatives, and offering guidance on how other communities could replicate and adapt our model to their own contexts.

At the state level, we successfully advocated for a Farm to School and Early Care bill in Minnesota to create a reimbursement program for schools and early



cares' purchases of local foods. The bill's passage was the culmination of five years of organizing and advocacy and represents a huge victory in normalizing and institutionalizing support for local purchasing in Minnesota, keeping money circulating in our communities,





A student at the Roseville Public Schools participating in the Farm to Summer Cucumber Crunch Event in July



Serving Roseville Public Schools SFSP students cucumbers at the Farm to Summer Cucumber Crunch Event in July

keeping farmers on their land and giving kids access to fresh healthy food. Once the bill passed, our focus shifted to supporting the Minnesota Department of Agriculture as they designed the structure of the new grant, conducting outreach and promotion to encourage a good pool of candidates for the pilot of the grant, and planning for the evaluation of the grant implementation so that we can use the collected data both to inform the next phase of implementation and for future advocacy to expand funding for the grant.

Our achievements in 2019 continued to move us closer to our vision of decentralized, local food systems that are accountable to, and largely controlled by, the community members who depend on them, where food is produced and distributed in a manner that builds equity, justice and resiliency in policy and practice.



IATP's Erin McKee with other members of the Farm to School and Early Care policy coalition and bill sponsors at the press conference announcing the legislation in February



# INDUSTRIAL LIVESTOCK



IATP continues to build on our decades-long history of fighting against the harms of the exploitive factory farm system. Large-scale, industrial animal agriculture systems are causing enormous harm to independent family farmers and workers, rural communities, our water and air, and our health. We work in coalition with partners to hold the industrial livestock sector accountable to climate, food safety and human rights standards.

IATP plays a leadership role in working with organizations around the U.S. taking on factory farms and promoting a transition toward a more just and sustainable meat and poultry production system. We continue to contribute policy, research and communications expertise as part of a campaign with family farm groups in Minnesota, Iowa, South Dakota and Missouri challenging state-level policies that prop up the exploitive factory farm system. In 2019, we partnered with family farm groups to highlight for Congressional and presidential candidates the global meat industry's contribution to the farm crisis and how corporate interests are reflected in the Trump administration's new NAFTA.

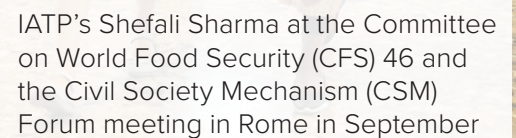
We spotlighted the urgent need to reform U.S. farm policy by highlighting the role of underpriced feed in propping up the factory farm system, as well as undercutting family farmers who grow feed and those using regenerative systems to raise animals. While government



spending to farmers increased, funding failed to reach all farmers (particularly small and mid-sized farmers and farmers of color), while the underlying issues that drive over-production and below-cost prices for farmers remained unaddressed.

IATP also reported throughout the year on the damaging steps the Trump administration took to weaken the U.S. Department of Agriculture (USDA) and other regulatory agencies that protect air and water, especially in rural areas. From diminishing the USDA's office designed to ensure fairness in the marketplace for farmers and ranchers, to undermining research agencies, to withdrawing rules to strengthen organic systems of raising animals — IATP helped to expose a systematic attempt to dismantle the USDA, which





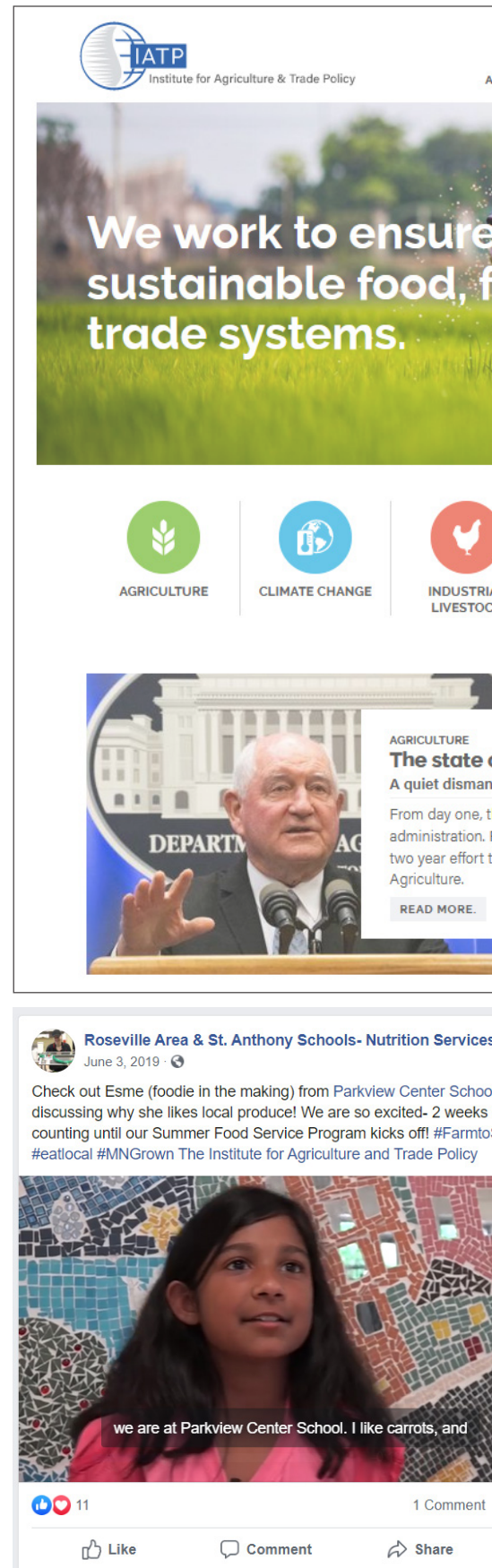


# COMMUNICATIONS

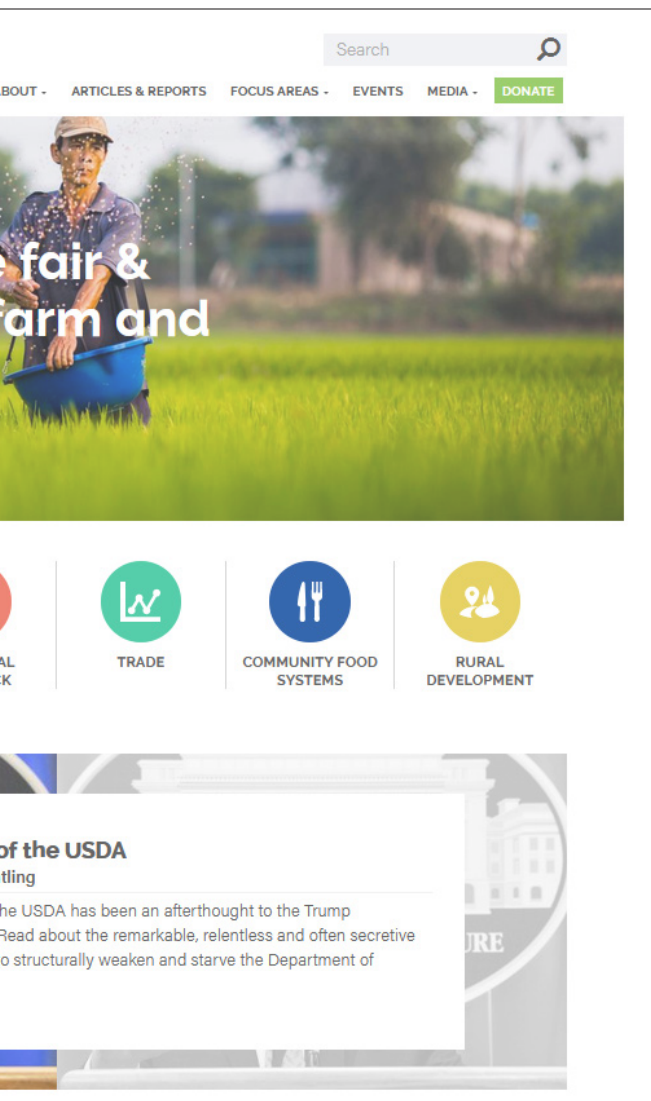


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During 2019, IATP disseminated original research, including reports, fact sheets, articles, videos and press releases, across diverse digital and social media platforms, as well as secured media coverage in print, online and broadcast outlets. The Communications team reached over 5,600 people with a series of short videos created with our Community Food Systems team and one of our Farm to Summer collaborators, the Roseville Public Schools, to highlight the necessary roles involved in a Farm to Summer program. Across our three social media channels, Facebook, Twitter and LinkedIn, we reached nearly 800,000 people with our work, partners' accomplishments and stories connected to IATP's focus areas. IATP experts were quoted, interviewed, cited and featured in over 800 articles in media outlets such as CNN, Minnesota Public Radio and The Guardian, and our writing appeared in The Washington Post, The Hill, MinnPost and The New York Times. The IATP website, which got a refresh in 2019 along with a new search engine to make it easier to find the organization's publications, articles and more, is at the heart of the team's communication tools and where we published more than 100 articles in 2019.







**+1,270**  
new followers



Across Facebook, Twitter  
and LinkedIn, we gained  
1,270 new followers.



The New York Times

Opinion

LETTERS

## Solving the Problems of Rural America

Readers react to Paul Krugman's statement that "nobody knows how to reverse" the economic decline of the heartland.

March 30, 2019

Politically, rural America is increasingly a world apart. Maddie McGarvey for The New York Times

**To the Editor:**

Re "[Getting Real About Rural America](#)" (column, March 19):

Paul Krugman writes that "there are powerful forces behind the ... economic decline of rural America — and the truth is that nobody knows how to reverse those forces."

Really?

Rural American history screams with the causal relationship between the introduction of policies for large-scale commodity agriculture and the never-ending farm crisis that began in the 1980s, cultural disintegration and economic unraveling of the heartland. New Deal-era policies, which guaranteed fair prices to farmers and supported rural infrastructure, were replaced with those driven by large-scale agribusiness.

You can bet that farmers in Iowa and across the Midwest, currently forced to sell their commodities at below the cost of production, know this history, and many have ideas about how to fix it. They deserve a whole lot more than "we just don't know what to do" from columnists and presidential candidates.

Juliette Majot  
Minneapolis  
*The writer is executive director of the Institute for Agriculture and Trade Policy.*



**800**  
news  
outlets

In 2019, IATP was quoted, interviewed,  
cited and featured in nearly 800 news  
outlets around the world.







# 2019 FINANCIALS

## BALANCE SHEET

Total Assets:	\$1,777,883
Total Liabilities:	\$80,962
Total Net Assets:	\$1,696,921

## INCOME STATEMENT

Total Revenue:	\$906,248
Total Expense:	\$1,704,832

## FUNCTIONAL EXPENSE ALLOCATION

Programs:	\$1,324,327
Mission Support/Administration:	\$246,400
Mission Support/Fundraising:	\$134,105

## USE OF FUNDS

Programs:	78%
Mission Support/Administration:	14%
Mission Support/Fundraising:	8%

*IATP experienced a net loss in 2019 due to a revenue shortfall and subsequently spent down a portion of its cash reserves. Management believes that the organization's financial health will continue to improve based upon the changes first implemented in 2019. The summarized financial information provided in this annual report has been extracted from IATP's 2019 consolidated audited financial statements. Please refer to the complete audited financial statements for the year ended December 31, 2019 for the full generally accepted accounting principles (GAAP) presentation.*



## THANK YOU FOR YOUR SUPPORT!

Our mission is made possible in partnership with generous donors. Through a tax-deductible donation to the Institute for Agriculture and Trade Policy, you can support our work locally and globally at the intersection of policy and practice to ensure healthy, fair and sustainable food, farm and trade systems.

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