

A photograph of three people—a woman, a young girl, and a young woman—gathered around a smartphone. The woman in the center is smiling broadly, looking at the screen. The young girl on the left is also looking at the phone. The young woman on the right is smiling and looking down at the device. They are standing in front of a wooden door or wall. The lighting is warm and natural, suggesting an outdoor or well-lit indoor setting.

**Solidaridad**

**SOLIDARIDAD  
STRATEGY IN  
LATIN AMERICA  
2026 - 2030**

**Transforming sectors  
towards a sustainable,  
resilient and inclusive future.**







Cocoa, agroforestry systems, and deforestation-free livestock farming in the Amazon.

Photo: Brazil 2025

## LATIN AMERICA: A BAROMETER OF GLOBAL SUSTAINABILITY

Latin America is not only a strategic region for commodities; but also at the frontline for the world's sustainability challenges and solutions. As a critical supplier of the food and raw materials that sustain the world, the region now stands at an inflection point: it must rapidly adapt to tightening regulatory frameworks, whilst confronting an increasingly constrained environment for development financing.

At Solidaridad, our vision is clear: sustainability only delivers real impact when it becomes the norm, not the exception. For 2026–2030, our strategy goes beyond isolated projects, driving transformation across entire sectors. We ensure that new market requirements do not marginalise small-scale producers; instead, we turn these challenges into levers for competitiveness, resilience, and long-term prosperity.

Our goal is a systemic transformation in which production, markets and governance

are fully aligned. We aim not only to safeguard some of the planet's most biodiverse ecosystems, but also to empower those who steward them to lead the transition towards resilient, inclusive and responsible economic models.

## A STRATEGY THAT CONNECTS AGENTS OF CHANGE

This strategy is designed to connect **companies committed to sustainability** with **public institutions** focused on generating tangible, scalable and lasting impact. At the heart of this transformation are **producers**, the true drivers of sustainable change. Solidaridad positions itself as a strategic partner, translating global ambitions into concrete results on the ground and forging strong links between producers, companies, governments and markets.

## THE CONTEXT THAT DEFINES OUR AMBITION

Our strategy is being implemented in a rapidly evolving environment:

- **Sustainability is becoming the norm,**  
driven by regulatory frameworks such as the European Union's Deforestation-Free Products Regulation (EUDR), the Corporate Sustainability Due Diligence Directive (CSDDD), and new climate and social reporting requirements.
- **International cooperation faces tighter resources,**  
increasing the need for more efficient approaches, strengthened public-private partnerships, and models that mobilise private capital, with sharper focus and more robust monitoring of results.
- **Political, economic and security volatility**  
in several countries across the region increases operational and supply risks, underscoring the need for resilient and transparent supply chains.

In this context, Solidaridad delivers an essential approach: **practical, field-tested solutions backed by data intelligence**, enabling supply chain actors to advance sustainability whilst managing risks and enhancing economic viability.



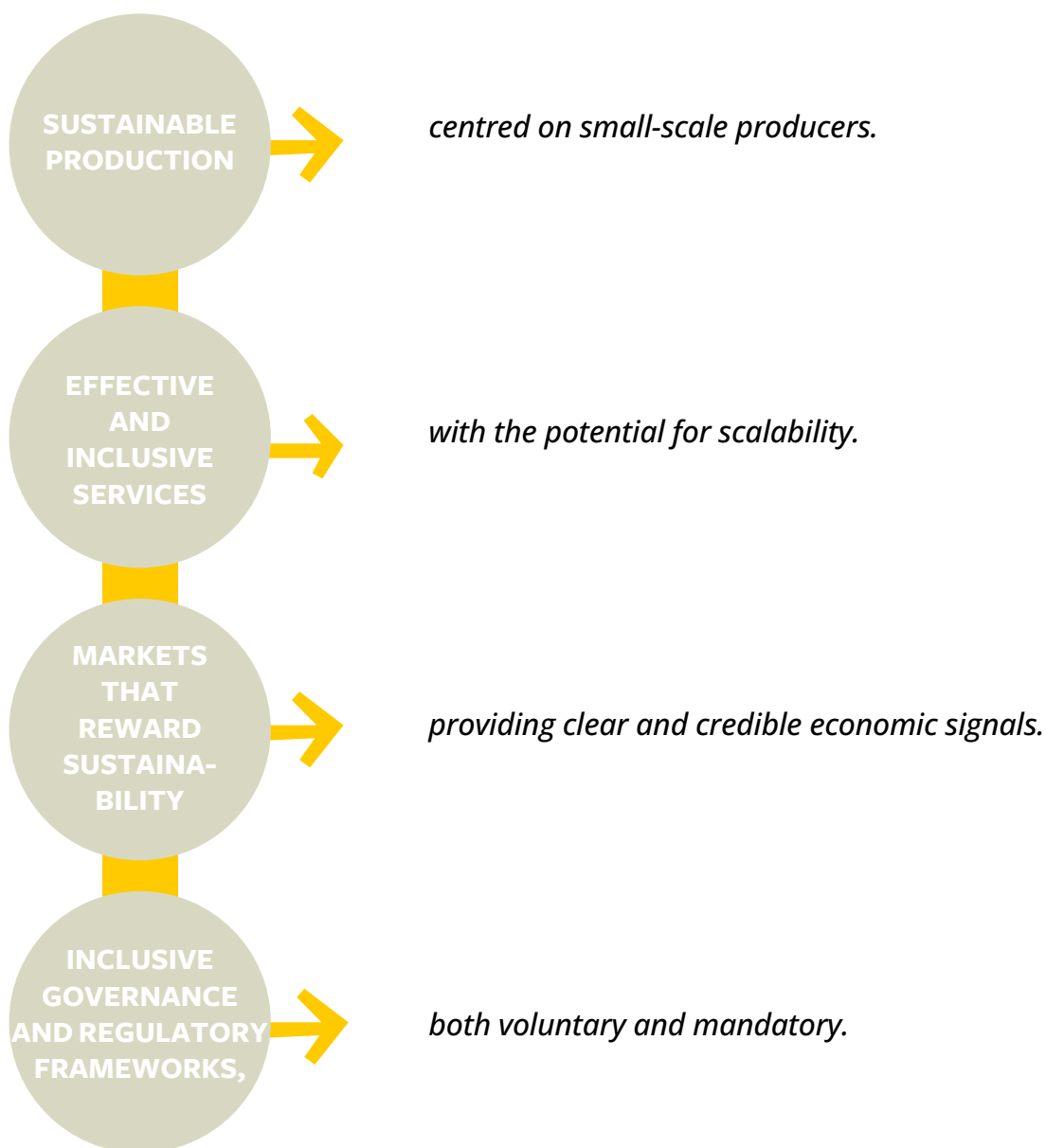
REVALORO Project for artisanal and small scale mining to promote inclusive and responsible policies and business models.

Photo: Peru 2025



# SECTOR TRANSFORMATION: OUR COMPASS

Sector transformation is the cornerstone of our strategy. We pursue structural change that aligns incentives, production practices, services, markets and regulatory frameworks, moving decisively beyond isolated interventions and fragmented projects. Our theory of change is delivered through four interlinked pathways:



This vision is grounded in the three pillars of sustainability, Economic, Environmental and Social, adapted to the specific realities of the region.



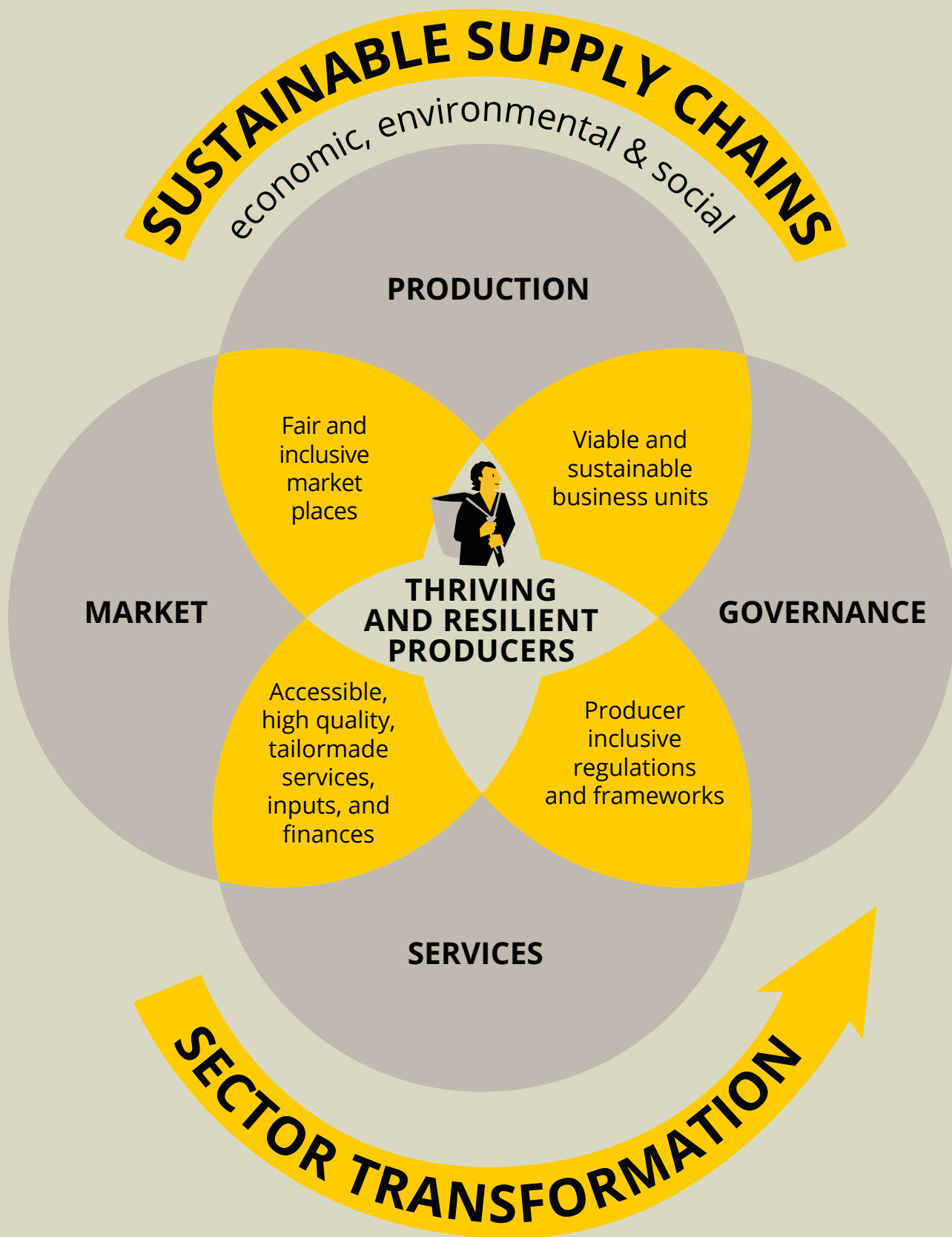


FIGURE 1: SOLIDARIDAD'S THEORY OF CHANGE AND SECTOR TRANSFORMATION.

# THE PILLARS GUIDING OUR INTERVENTIONS



## Economic resilience and prosperity

Sustainability is only viable when it delivers prosperity. Solidaridad works to ensure that producers (small-scale farmers, livestock ranchers and miners) earn stable incomes, cover their production costs and are able to invest confidently in the future of their livelihoods. Our strategy integrates productivity gains, risk reduction, income diversification and rigorous net-income analysis to drive lasting economic resilience. This approach also strengthens the integration of producers into company supply chains, enabling long-term commercial relationships that enhance traceability, sustainability and security of supply, creating shared value for both producers and purchasing companies.



## Environmental protection and climate action

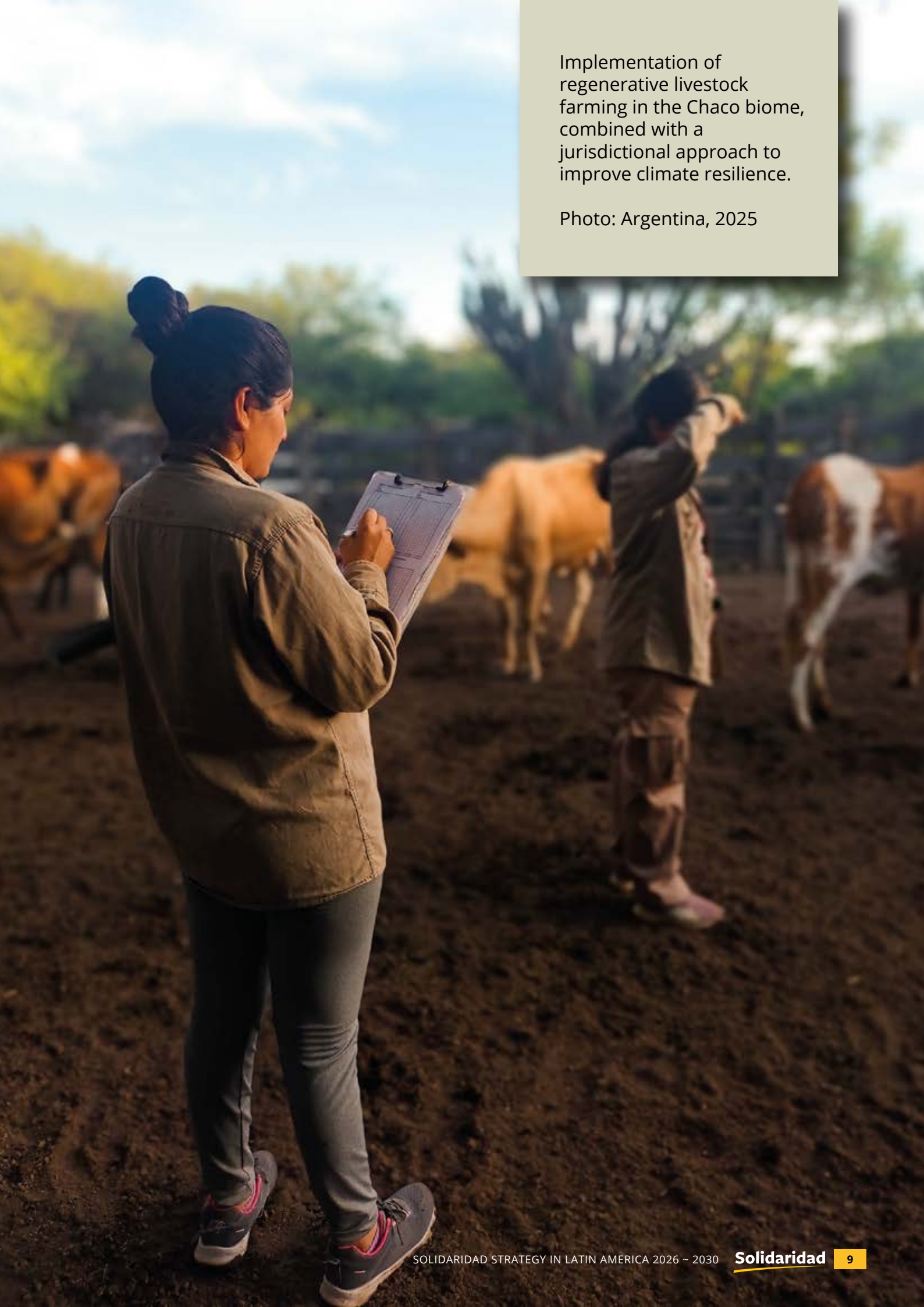
Our guiding principle is clear: producing more with less. We increase or maintain productivity whilst reducing emissions, avoiding deforestation and strengthening climate resilience. Through robust measurement, reporting and verification systems, we ensure that environmental sustainability is measurable, verifiable and credible across the supply chains in which we operate.



## Driving social inclusion with tangible impact

At Solidaridad, social inclusion is more than words, it means actively empowering historically marginalised communities, including women, young people, and rural workers, so that sustainability becomes a catalyst for tangible change: improved living conditions, meaningful leadership, and real opportunities to thrive.



A woman with dark hair in a bun, wearing a light-colored jacket and dark pants, stands in a field holding a clipboard. In the background, another person is visible, and several cows are grazing. The scene is set in a rural, open landscape with trees and a clear sky.

Implementation of  
regenerative livestock  
farming in the Chaco biome,  
combined with a  
jurisdictional approach to  
improve climate resilience.

Photo: Argentina, 2025

# OUR AMBITION

The 2026-2030 aims to deliver impact through **six strategic areas** of focus:



## 1. Climate Resilient Agriculture

We transform conventional supply chains into deforestation-free, low-emission, and climate-resilient systems.

Today, we partner with more than 48,000 producers across eight countries and seven key commodities (cocoa, coffee, bananas, livestock, palm oil, soy, and tea) positively impacting 650,000 hectares of agricultural land and safeguarding over 800,000 hectares of vital forest ecosystems. Our ambition is to scale these proven models through strategic partnerships, reaching **1.5 million hectares**. Furthermore, over the next five years, we will deepen our focus on productivity, climate adaptation, and emissions reduction, embedding conservation practices more systematically to deliver lasting environmental and economic impact.



## 2. Resilient Income

We will focus on the economic viability of small-scale production by enhancing productivity, diversifying income streams, reducing risks, and optimising costs. We will closely examine producers' net incomes, analysing how purchasing practices, pricing, and costs influence earnings, and use these insights to design strategies that sustainably and reliably improve profitability.

By 2030, we have made the bold commitment to work with **125,000 producers to increase** their income, strengthening the economic foundations of supply chains.



## 3. Inclusive Services

Our goal is to make technical assistance services more effective and reach **112,000 producers** over the next five years. To achieve this, we will transition from direct delivery of support to collaborative models, building partnerships with producer organisation extension teams, companies, and government entities, supported by innovative digital solutions.





In addition, we will develop sustainable business models for technical assistance, identifying opportunities within existing services to ensure economic viability, while guaranteeing that producers can access these services through a practical, enterprise-oriented approach.

Through our Inclusive Technical Assistance model, which focuses on women and young people, we aim to empower **10,000 members of producer households**, strengthening their technical skills, leadership capabilities, and access to critical information.



## 4. Mandatory & Voluntary Frameworks

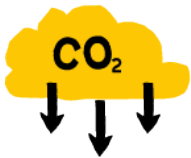
We support companies and producers in implementing regulatory frameworks such as the EUDR, CSDDD, and Scope 3 emissions reporting under the Greenhouse Gas Protocol, ensuring that small-scale producers remain included in supply chains and providing practical, accessible pathways for compliance. Our role is to foster cross-sector coordination and reduce fragmentation by aligning public and private actors around shared sustainability agendas.





## 5. Sustainable Sourcing

Sustainability should be rewarded by markets and sustainable sourcing must accelerate. Without immediate shifts in sourcing practices, producers risk being left behind, and sustainability will remain an unmet promise. The goal is to transform market conditions so that **companies actively reward producers for their sustainability efforts**. In the next five years, we will be intensifying efforts to better understand and influence the factors shaping market conditions.



## 6. Net Zero Supply Chains & Payments for Ecosystem Services (PES)

We provide guidance to companies and sectors to measure and fulfil their net zero emissions commitments. We accomplish this by scaling the adoption of good practices, strengthening traceability, and promoting payment for environmental services mechanisms that reward producers for conserving and restoring ecosystems.



Climate Heroes Project supporting producers in receiving carbon credits for emission reductions.

Photo: Nicaragua, 2025



Solidaridad has pioneered in successfully linking small-scale producers to carbon credit schemes. Our ambition is to continue innovating in agroforestry systems that generate carbon credits, and also test other approaches such as carbon insetting and biochar.

The following chart summarizes our six strategic areas of focus, including key performance indicators and targets for the following five years.

Strategic area	How do we measure impact?	Target
Climate Resilient Agriculture	# of hectares under climate-resilient agriculture	<b>1,500,000</b>
	# of hectares of native vegetation conserved within the farm	<b>200,000</b>
Income Increase	# of producers with increased income	<b>125,000</b>
	# of net income analysis conducted	<b>10</b>
Inclusive services	# producers who receive inclusive technical assistance	<b>10,000</b>
	# of producers that receive technical assistance from service providers supported	<b>95,000</b>
	# of producers that receive technical assistance from Solidaridad	<b>44,000</b>
	# of farmers with improved or maintained yield (kg/ha)	<b>112,000</b>
Mandatory & voluntary Sustainability Frameworks	# of mandatory regulations and voluntary frameworks improved or established to protect and promote the interest of small-scale producers and workers	<b>16</b>
Sustainable Sourcing	# of partner companies that directly reward farmers for sustainable production practices	<b>18</b>
Net Zero Supply Chains and PES	# of farmers participating in Payment from Environmental Services schemes	<b>100,000</b>
	# of farmers receiving Payment from Environmental Services schemes	<b>50,000</b>

*Table 1: Solidaridad in Latin America strategic focus areas, indicators and targets to 2030.*





# PRIORITY COUNTRIES AND COMMODITIES



*Figure 2: Geographies and commodities in Solidaridad across Latin America.*

Solidaridad will continue to work with **nine commodities** across the continent, including cocoa, coffee and palm oil with a regional ambition, and other commodities such as sugarcane, livestock, tea, yerba mate, bananas and citrus, with a national approach.

We have an established presence in **13 countries** with relevant strategies adapted to each context whilst ensuring an aligned regional ambition: maximising impact at continental level.

# CALL TO COLLECTIVE ACTION

The transformation of Latin America's production systems cannot be achieved through isolated efforts. It requires strategic alliances between producers, businesses, governments, and donors.

Solidaridad has a concrete proposition to partners: comprehensive, scalable, and data-driven solutions that reduce risks, generate a return on investment, and create lasting social and environmental impact.

We invite you to join us as strategic partners in our agenda to transform sectors. Together, we can make sustainability a competitive advantage, an engine of development, and a reality for millions of producers in Latin America.







# Solidaridad

---

**CHANGE THAT MATTERS**

**[www.solidaridadlatam.org](http://www.solidaridadlatam.org)**

