Dear Friends and Supporters,

I am thrilled to say that a new era has begun for addressing cervical cancer.

Cervical cancer prevention in low-resource areas has evolved from relying on an expensive and technology-dependant screening method (Pap smear) to incorporating exciting innovations that can be effective in even the most remote settings. New options such as vaccination, screening with Visual Inspection with Acetic Acid (VIA) and rapid HPV testing, and immediate treatment with cryotherapy mean that now, more than ever, hundreds of thousands of lives can be saved.

Although cervical cancer kills roughly 230,000 women in resource-poor settings, “prevention” often remains an abstract idea in areas where it’s needed most. Simply developing new services and technologies does not mean that they will be used. There are many unique challenges to educating and mobilizing communities to prevent a problem when there are so many immediate issues demanding attention and resources.

For 16 years, Grounds for Health has championed creating a community-based system that ensures all women at risk are screened, and that those who need treatment are ensured life-saving follow-up care. In our model, coffee cooperatives and their communities provide the infrastructure and human capital to ensure long-term success of cervical cancer prevention programs. Their involvement and leadership have been essential to saving women’s lives.

Most importantly, our lessons learned can be applied well beyond the world of coffee, and Grounds for Health is being recognized on a global level for our integrative community approach. During this fiscal year, Grounds for Health was invited to become part of the World Health Organization’s Technical Advisory Group on Cervical Cancer and we have also received invitations to present our work at global health forums from Montreal to Rome. We are honored and enthusiastic to share what we have learned with the world.

The burden of cervical cancer remains huge, but the momentum is growing to stop the suffering from this preventable disease. Grounds for Health is ready to contribute our knowledge and experience and we look forward to a new era when the high toll from cervical cancer will be a thing of the past.

Thank you to all of our supporters for making our work possible.

- August Burns, Executive Director

We don’t want any more families crying over the illness of their loved ones. If a woman is healthy, she can accomplish many things, but if she is sick, that isn’t possible.

Lucia Martinez, Vice President
UCA La Dalia Cooperative Nicaragua
FOCUS: PREVENTING CERVICAL CANCER

What We Do

Since 1996, Grounds for Health has partnered with coffee-growing communities to create sustainable programs for the prevention, early detection and same-day treatment of cervical cancer.

In the past, women were afraid to get screened because if she tested positive, she thought she’d just die and that was that. No one supported her — often not even her husband — and she felt all alone with her problem: “If they find that I have cancer, I will die of cancer.”

Now thanks to Grounds for Health, the woman knows she isn’t alone. The cooperative, the community health promoters, all of us — we are all behind her.

And if she has a positive result, she knows that she will get the care she needs. Now she can be less afraid and more focused on becoming well. The change is tremendous.

Dra. Lupita Jovel
In-Country Coordinator, Mexico
Grounds for Health

Financial support from over 200 coffee companies makes everything we do possible.

Cervical cancer is the #1 cancer killer of women in developing countries.

Over 38,000 women* have been screened for cervical cancer as a result of Grounds for Health programs.

*All figures are current as of October 2012
COMMUNITY: KEY TO REACHING WOMEN

When we started to work here a few years ago, communicating to women that they needed to get screened was an enormous challenge, and we had problems with the husbands, who didn't want to let their wives have the exam.

So we trained the men of the community, and then continued on with the rest of the community ... and it was in this way, neighbor to neighbor that women and mens' ways of thinking have changed.

I've known women who have died of cervical cancer. But that will happen less and less: we've achieved coverage of screening for almost every woman in the community who meets the criteria.

Sandra del Carmen Ramirez
Community Health Promoter
Corcasan Co-Op, Nicaragua

Training Curriculum: The Next Step

In early 2012, Grounds for Health began field-testing our Community Health Promoter Curriculum for cervical cancer prevention. The World Health Organization has expressed interest in including the training curriculum in its cervical cancer prevention materials, and many of our partners are eager to utilize the final product.

By standardizing our methodology and materials for community education and mobilization, and sharing our lessons learned with the global community, we can significantly increase our impact.

Community Health Promoters are local leaders who are trained by Grounds for Health to educate their friends and neighbors about cervical cancer, and the importance of screening and early treatment of pre-cancer. They play an essential role in mobilizing the community to prevent cervical cancer.

Grounds for Health has trained 500 Community Health Promoters.
TRAINING: SKILLS FOR LONG-TERM CHANGE

Grounds for Health specializes in a low-resource appropriate method — Visual Inspection with Acetic Acid (VIA) — to “see” pre-cancers, and then treat immediately with cryotherapy to freeze off these cells.

We train local health providers in the “Single Visit Approach” so they can continue screening women outside of Grounds for Health campaigns, potentially reaching thousands more women.

The training of health providers in VIA and cryotherapy has been vital. Cervical cancer screening with VIA is linked directly with gender issues and specifically primary care for women. I’ve seen that the theory and skills that Grounds for Health-trained doctors and nurses learn in the conference and clinical training are quickly implemented by the providers. They do this for the well-being of women.

Grounds for Health has made it possible to expand the skills and training of health workers. And they have demonstrated a model of care that the providers will continue in their own practices into the future.

Dra. Ligia Nurinda, Director
Matagalpa Ministry of Health
Nicaragua

Continuum of Care

No woman is turned away — even if she is not a member of the co-op. When her tests show she needs treatment, she gets it immediately. When she shows signs of advanced cancer that require more aggressive treatment, she is referred for more care.

Globally, fewer than 25% of women* who screen positive for cervical pre-cancer ever receive treatment.

Across all Grounds for Health campaigns, 83% of women who test positive receive same-day treatment.

The remaining women return later or are referred to local healthcare partners for follow-up care.

In less than three years, Grounds for Health-trained clinicians have screened nearly 20,000 women on their own, outside of formal campaigns.

Luciani & Winkler, PAHO 2006
An important part of Grounds for Health’s work is sharing what we’ve learned with the global health community. With 16 years experience working in coffee-growing communities, Grounds for Health has unique insight into what makes programs effective and sustainable. The global health community has embraced our message with open arms.

The testimonial by August on Grounds for Health’s ability to deploy the single-visit strategy in real-world conditions and using local community leadership was a turning point in the discussions at the WHO meeting in Geneva.

It then became clear to the experts that training healthcare providers and empowering communities in Latin America and Africa is a great example of a sustainable model to prevent cervical cancer in the poorest countries of the world.

Global Health: Presenting Our Model

Grounds for Health presented at the UICC World Cancer Congress in Montreal, and was also invited by the Global Health Council, the Pan American Health Organization, and the Federation of International Gynecology and Obstetrics (among others) to present our model as an example of a sustainable program that is making a measurable difference.

Grounds for Health is at the leading edge of a global movement focused on preventing cervical cancer in low-resource settings.
MAJOR SUPPORTERS

$50,000 +
Green Mountain Coffee Roasters
Royal Coffee, Inc.

$25,000 +
ECOM Foundation
Monin, Inc.

$15,000 +
Caribou Coffee
Equal Exchange, Inc.
Fararé
Farmer Brothers
Swiss Water Decaffeinated Coffee Co.

$10,000 +
Allegro Coffee
Flavor & Fragrance Specialties
S&D Coffee Co.

$5,000 +
Baronet Coffee, Inc.
Bunn-O-Matic Corp.

In-Kind Support

Barry T. Choinard | Comfort Colors
Ben & Jerry's Homemade
Coffee Fest
CoffeeTalk Media
Farmer Bros.
Fresh Cup Magazine
Gigi's Cleaning Co.

Volunteers

Joey Banks, MD
Amy Borgman, PA
Lisa Dimonstein, NP
Therese Doyle, APN, CNM

Jo Forrier, NP
Suzanne Germain, NP
Madelyn Hamilton, NP
Susan Hollinger, RNP

Nancy Joste, MD
Grace Mishkin, NP
Sarah Morgan, MD
Marilah North, MD

H A Bennett and Sons
InterAmerican Coffee, Inc.
Lacewing Foundation
Mother Parkers Tea & Coffee
Peet's Coffee & Tea
Royal Coffee New York
Scolari Engineering
Zephyr Green Coffee

Corporate Supporters

$1,000-$4,999
Aida Battle & J. Hill
Apfiels Gourmet Coffee
Arturo Aguirre/Finca El Injerto
Atlas Coffee Importers, LLC
Barista, Bath & Body
Badtorf & Bronson
Ben & Jerry's Foundation
Bold Java
Buffalo Blends Inc.
Café Imports
Club Coffee L.P.
Coffee Enterprises
Coffee Holding Co., Inc.
Coffee Quality Institute
Daterra Coffee
Dean's Beans
Descafeinadores Mexicanos, S.A.
Equator Estate Coffees and Teas
Finca Triunfo Verde SC
First Drop Canada, Inc.
Hacienda El Roble and Caravela Coffee

Individual Supporters

$1,000-$4,999
Anne Carney &
David Wenberg
Daniel & Rebecca Ort
E.M. Felner Jr.
Gerald & Jane Baldwin
Jon & Nancy Wettstein
Tracy Ging
Paul David

$500-$999
Anthony Johnson
Donal Holway
Frank Dennis
John Di Rocco
Mary Desautels
Rachel Molnar
William &
Donna Fishlein
William E. Cox

$1-$499
Aaron Scholten
Alfredo Rejo
Alice Canton
Allen Webster
Allen Leobowitz
Amanda Cooper
Amber Cariker
Amrita Smith
Amy Berger
August & Elliot Burns
Barbara Watacoche
Barry & Carol Stone
Betty White
Bonnie Carmichael
Brenda Boisvert
Bruce Cheng
Cammie Hill
Carole Burns
Catherine Sinclair
Charlene Farmer
Charles Gonzalez

Cheryl Gibson
Chris Moritz
Darryl Bloom
David House
Deborah Markowitz
Donald &
Catherine Holy
Donald Outler
Donna Savage
Douglas Nyland
Edward Carty
Ellen McNulty
Emma Dale
Emma Omoleghi
Erinn Rolland-Forey
Fred "Chico" Lager &
Yvette Pigeon
Gagandeep Arneja
Garald Clark
Gerald Procopio
Hal & Shelley Cohen
Harriet Silverman
Harry J. Kangis

Henry Laperle, Jr.
John & Kirsten Booth
John Visbal

Jonathan Williams
Joseph Patrick Farrell
Judith Byron
Julia Alvarez &
William Eichner
Julie Stan
Karen Gerdel
Karen McLaughlin
Karen R. Fazzio
Karen Wills
Katherine Parcell

Kathryn St. Peter
Karyn Ditrel
Kathy Moore
Keith McNiel
Kenneth W. Crites
Kerri Goodman-
Small
Kim Sanders
Krista Reddington
LaDona Dezorell
Laurie Ann

Matthew Scott
Max Quinn
Maya Burg
Michael &
Diane Rice
Michael French
Michael Deper
Michelle Errecart

Morgan, MD
Jay Rodgers
John Pietz
John Visbal

Joyce Parrish
Leopold Degand

Lise Saucier
Lynda McIntyre
Marica &
Bernard Sweet
Marla Caine Farahani
Maria de Jesus Ortiz
Maria Odlin
Marie Oursler
Marlene Shaw
Blanchard
Mary Jo Cook
Mathew Hill

Nicholas Weiss
Nicole Quimet
Nicole Lynn Clark
Noreen Carrol Rogers
Patricia Patrick
Patricia Harris
Patricia Miller
Patrick Kennedy
Patricia Vincent
Paul Somains
R.E. Uphold
Rici Silberman &
Colin Miller
Rick Byer

Ricard L. Remick
Robert Forcillo
Robert Fuller
Robert Roberten
Robert Rohrer
Robyn Rhodes
Sarah Morgan &
Suzan Sandfield
Suzan Parley
Teresa Loya
Tina Berard
Todd Kane
Todler Werner
Wendy Harrel
William Snyder
William Tolar
William &
Christine Griffin
William &
Theresa Beatty
Winston Rost
Grounds for Health partners with coffee-farming communities to cultivate *locally sustainable programs* that reduce the unacceptably high rate of cervical cancer in rural areas.

**FINANCIALS – UNAUDITED**

**INCOME**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donations/Interest</td>
<td>$622,904.34</td>
</tr>
<tr>
<td>Coffee Auction</td>
<td>$103,419.76</td>
</tr>
<tr>
<td><strong>Earned Income:</strong></td>
<td><strong>$726,324.10</strong></td>
</tr>
<tr>
<td>Volunteers In-Kind</td>
<td>$103,840.00</td>
</tr>
<tr>
<td>Other In-Kind</td>
<td>$17,035.00</td>
</tr>
<tr>
<td><strong>In-Kind:</strong></td>
<td><strong>$120,875.00</strong></td>
</tr>
<tr>
<td><strong>TOTAL INCOME:</strong></td>
<td><strong>$847,199.10</strong></td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$586,231.80</td>
</tr>
<tr>
<td>Development/Comm.</td>
<td>$121,826.99</td>
</tr>
<tr>
<td>Administration</td>
<td>$64,457.02</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>$772,515.81</strong></td>
</tr>
</tbody>
</table>

**EXPENSE BREAKDOWN**

- Program: 75.9%
- Development/Communications: 15.8%
- Administration: 8.3%
- Admin: 8.3%

The expenses are as follows:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$586,231.80</td>
</tr>
<tr>
<td>Development/Comm.</td>
<td>$121,826.99</td>
</tr>
<tr>
<td>Administration</td>
<td>$64,457.02</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>$772,515.81</strong></td>
</tr>
</tbody>
</table>

**I am thankful that Grounds for Health accepted our co-op’s invitation to start a project, and appreciate the support they have shown for me and my colleagues during this process.**

**I also wish to thank the funders of Grounds for Health. There are many women who cultivate, harvest and process coffee so that it arrives into hands far away—so someone can enjoy a good cup of coffee. And as part of this quest for the best cup, the funders contribute back to improve the health of rural women.**

**On behalf of all women and families who are part of the coffee supply chain, thank you for your support. We ask you to continue to support Grounds for Health because the work that they do is excellent. They don’t waste your donations, but spend them wisely, focusing on the health of rural women.**

Yuritt Zeledon  
Project Coordinator for CECOCAFEN  
Matagalpa, Nicaragua

---

**BOARD OF DIRECTORS**  
**Fiscal Year 2011-12**

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frank Dennis</td>
<td>President, CEO, Swiss Water Decaffeinated Coffee Company</td>
</tr>
<tr>
<td>Kathryn Guare</td>
<td>Vice President, Independent Consultant</td>
</tr>
<tr>
<td>Robert Hager</td>
<td>Treasurer, Vice President, Marketing, Monin Gourmet Flavorings</td>
</tr>
<tr>
<td>Dan Cox</td>
<td>Co-Founder, Chair Emeritus, President, Coffee Enterprises</td>
</tr>
<tr>
<td>Jerome Belinson</td>
<td>President, Preventive Oncology International</td>
</tr>
<tr>
<td>Miriam Cremer</td>
<td>MD, MPH, President/Founder, Basic Health International</td>
</tr>
<tr>
<td>Maria Farahani</td>
<td>Co-Founder, Fara Coffee and Fara Foundation</td>
</tr>
<tr>
<td>Eduardo Franco</td>
<td>MPH, DrPH, Director, Division of Cancer Epidemiology</td>
</tr>
<tr>
<td>Robert Fulmer</td>
<td>President, Royal Coffee</td>
</tr>
<tr>
<td>Tracy Ging</td>
<td>Director, Sustainability and Corporate Social Responsibility, S&amp;D Coffee</td>
</tr>
<tr>
<td>Kerri Goodman-Small</td>
<td>Co-Owner, Publisher, CoffeeTalk Media</td>
</tr>
<tr>
<td>Todd Kane</td>
<td>Retired – Director, Supply Chain, Green Mountain Coffee Roasters</td>
</tr>
<tr>
<td>Adam Pesce</td>
<td>Director of Coffee, Reunion Island Coffee</td>
</tr>
<tr>
<td>Linda Smithers</td>
<td>Director, Daterra Coffee</td>
</tr>
</tbody>
</table>

**ADVISORY BOARD**

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Julia Alvarez</td>
<td>Author</td>
</tr>
<tr>
<td>Tina Berard</td>
<td>Atlantic Specialty Coffee, Inc</td>
</tr>
<tr>
<td>Francis Fote</td>
<td>MD, GFH Co-Founder</td>
</tr>
<tr>
<td>Lynne Gaffikin</td>
<td>DrPH, Evaluation and Research Technologies for Health (EARTH)</td>
</tr>
<tr>
<td>Nancy Joste</td>
<td>MD, UNM Health Sciences Center, TriCore</td>
</tr>
<tr>
<td>Harshad Sanghvi</td>
<td>MD, Jhpiego, an affiliate of Johns Hopkins University</td>
</tr>
</tbody>
</table>