

Food & Farm Products: Buying Directly from Producers

Review & Renew 2025

Questions requiring an answer are marked with an asterisk*



FTF Member Information

*Your First & Last Name:

*Public business name:

Registered business name (only if drastically different):

*How many people does your organization employ in the USA/Canada (please use whole numbers)?

*How many volunteers work for your organization in the USA/Canada (please use whole numbers)?

*Does your business report sales to a taxing authority in Canada or the USA? ☐ Yes
☐ No

If no, please explain:

*If your organization is structurally tied to a producer group, please describe the relationship, including information about governance and decision-making roles. (If not tied to a producer group, write n/a.)

*Update the FTF staff: Has your organization undergone any major changes in the last year (relocated, rebranded, added a producer group or product category, changed the products you sell, etc.)?

*If your business sells multi-ingredient products, do they contain at least 2/3 (66.67%) ingredients sourced according to the FTF's fair trade principles? Please measure by dry weight or volume percentage in each product.

- ☐ Yes
☐ No
☐ N/A

*If no, please explain.

*Does your business use any goods or raw ingredients grown/harvested in USA, Canada, and/or Europe?

- ☐ Yes ☐ No

*If yes, please list below or combine with required producer list.

*Does your business sell product accessories or supplies (e.g. cups, cozies, brewing supplies, t-shirts, etc.) or gift items?

☐ Yes ☐ No

*If yes, please indicate what percentage of total gross sales they make up.

FTF Logo Usage Requirements

We encourage all members to proudly display the FTF member logo as a symbol of our community's high bar of fair trade practice.

We encourage all FTF members to proudly display the Fair Trade Federation Verified logo as a symbol of the high bar of fair trade practices that you and the entire FTF community have committed to. **As we enter 2025, FTF Members will need to phase out the old member logo and incorporate the new verified logo on websites, digital materials, and printed materials in 2025.**



We understand that printed materials (product tags, packaging, banners, etc.) will take more time to phase out the use of the old member logo, but we ask that all digital assets are updated by January of 2025. When you reprint your next batches of tags and packaging, new logos should be included.

[Member Logo Usage Guide](#)

*I/we have read the requirements and agree to abide by the FTF Logo Usage Requirements in my/our use of the FTF logo.

☐ Yes ☐ No

*Enter your full name, which serves as an electronic signature for the above requirements:

*Our business has used or currently uses the FTF logo on hang tags and/or packaging.

☐ Yes ☐ No

Additional comments:

Impact Reporting

FTF is seeking additional information to better understand and share our member's collective impact. Please answer the following to the best of your ability. If you don't have exact numbers please use your best estimate.

*What are the number of artisans/producers/farmers your business directly partners with?

*How many producer groups/co-ops do you work with, if applicable.

*Please list the countries you produce within.

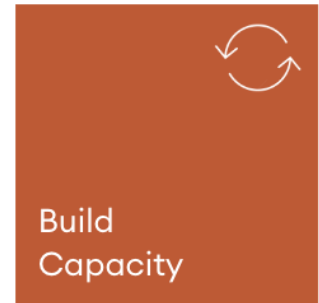
*What percentage of your artisans/producers/farmers identify as a woman or nonbinary?

*What percentage of your artisan leadership identifies as a woman or nonbinary?

*Does your business have gender-specific initiatives to empower producers/artisans (ex: specifically working with stay at home mothers)?

Build Capacity

PRINCIPLE: Fair Trade is a means to support producers' self-sustainability and access to markets. Members maintain long-term relationships based on solidarity, trust, and mutual respect. Members collaborate with producers to build capacity through proactive communication, knowledge exchange, financial and technical assistance, market information, and dialogue.



They seek to share lessons learned, to share best practices, and nurture collaborative relationships with and between communities, including among producer groups.

*How long has your business worked with its current supplier/artisan/producer partners? For multiple producers, check all that apply.

- ☐ Less than one year
- ☐ 1 - 3 years
- ☐ 3 - 5 years
- ☐ 5 - 10 years
- ☐ 10 - 15 years
- ☐ 15 - 20 years
- ☐ 20 + years

*Have you stopped working with any producer groups for any reason? If so, please describe why and how was the process handled?

*How often does your business have contact with farmers/producer partners?

*How often do you and/or other staff visit the farmers/producers who create your products?

*What systems and metrics do you have in place to evaluate the impact of your partnership on the lives and communities of farmers/producers over time? Please describe in detail.

*Please indicate which of the following your artisan/producer partners have access to through your business.

- | | |
|--|---|
| <input type="checkbox"/> Advance Payment | <input type="checkbox"/> Loans |
| <input type="checkbox"/> Bonuses | <input type="checkbox"/> Business Development |
| <input type="checkbox"/> Credit | <input type="checkbox"/> Product Design |
| <input type="checkbox"/> Dividends | <input type="checkbox"/> Product Development |
| <input type="checkbox"/> Educational opportunities/schooling | <input type="checkbox"/> Technical Training |

- ☐ Financial Management
- ☐ Grants

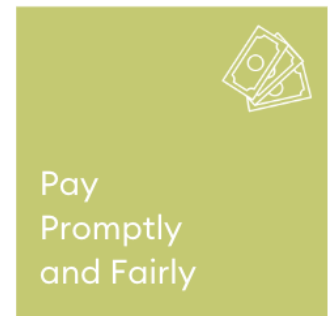
☐ Other

*Additional comments:

Pay Promptly and Fairly

PRINCIPLE: Fair Trade members practice using pricing frameworks based on the true cost of labor, time, materials, skill level, training, sustainable growth, and related factors. Members take steps to ensure that producers have the capacity to manage this process. Members comply with or exceed international, national, local, and, where applicable, Fair Trade Minimum standards for their employees and producers. Members seek to ensure that income is distributed equitably at all times, particularly equal pay for equal work by all.

Members ensure prompt payment to all of their partners. Producers are offered access to interest-free advance payment for handmade goods, or pre-finance of agricultural harvest with favorable industry-specific terms.



*Do you use a minimum or floor price at which you buy products/goods?

☐ Yes ☐ No

*If yes, please describe how the minimum/floor price is set.

*How have pricing methods changed over time? If this varies depending on the producer partner, describe for each.

*Does your business offer pre-financing to farmers/producer partners?

☐ Yes ☐ No

*If yes, describe your process for helping farmers obtain pre-harvest financing, including how the interest rates offered compare to the buyers' current cost of borrowing. Write n/a if you do not offer pre-financing.

*If no, describe in detail why pre-financing is not offered.

*Do the artisans/producers who make your products receive a living wage? Please explain.

*How does your business ensure *work and wage payments* are distributed fairly and transparently among individual farmers/producers?

Additional comments:

*Confirm renewal contact email address: