



**edesia**

NUTRITION

ANNUAL  
REPORT  
**2021**

# Annual Report 2021



In 2021, Edesia continued to ship life-saving foods to Venezuela, where families were hard hit by economic collapse.

## Board of Directors

Ms. Navyn Salem  
Director/President

Mr. Paul Salem  
Director/Treasurer

Mr. David Duffell  
Director/Secretary

Ms. Annie Abbruzzese  
Director

Mr. Bernard Beaudreau  
Director

Mr. Steve Lutterbeck  
Director

Ms. Elizabeth Brown Cox  
Director

Ms. Mary Gene Clavin  
Director

## Senior-Level Employees

Navyn Salem, Founder and CEO

Maria Kasparian, Executive Director

Tom Stehl, Director of Strategy

Ronald Yanku, Plant Operations Director

John Buccì, Chief Financial Officer

## Edesia's Mission

Edesia's mission is to help treat and prevent malnutrition in the world's most vulnerable populations.

## Our Mandates

**MANUFACTURE:** Supply humanitarian actors with the highest quality ready-to-use therapeutic and supplementary foods.

**INNOVATE:** Research and develop new nutritional solutions and ideas that further reduce global malnutrition rates.

**PARTICIPATE:** Advocate for policies that specifically target malnutrition; promote the power of the social enterprise business model to solve global health challenges.

**COLLABORATE:** Ensure sustainability of ready-to-use food production worldwide by lending support to manufacturers in developing countries.

---

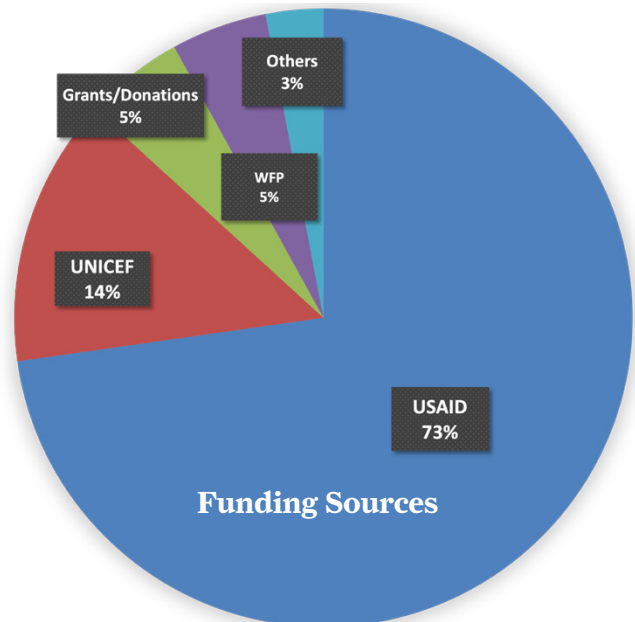
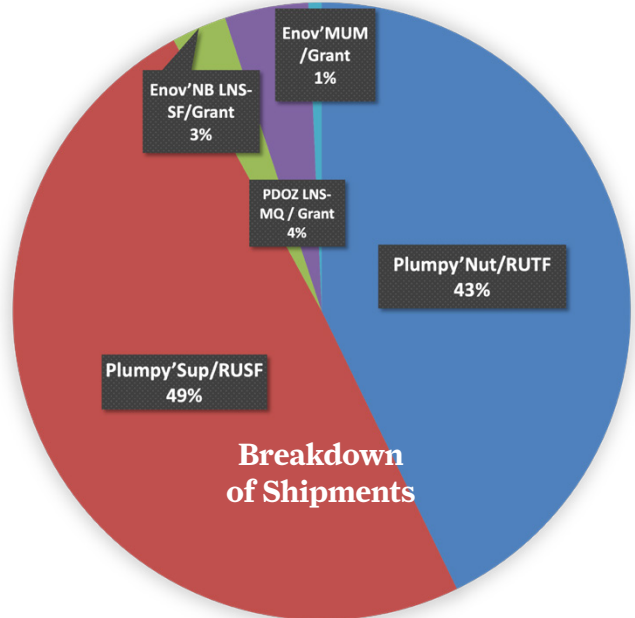
For more information, please visit: [www.edesianutrition.org](http://www.edesianutrition.org)

## In 2021, Edesia shipped its full range of ready-to-use foods to the following 33 countries, reaching more than 2.5 million children:

Bangladesh, Burkina Faso, Cameroon, Central African Republic, Chad, Djibouti, Dominican Republic, Democratic Republic of the Congo, Ethiopia, Guatemala, Haiti, Honduras, Ivory Coast, Liberia, Madagascar, Malawi, Mali, Mauritania, Nicaragua, Niger, Nigeria, Republic of the Congo, Senegal, Sierra Leone, Somalia, South Sudan, Sudan, Syria, Tanzania, Uganda, Venezuela, Vietnam, Yemen.

## In a challenging year marked by COVID, major conflicts, and climate shocks, the following highlights emerged from 2021:

- Edesia shipped 1,469,802 cases to 33 countries, a 34% increase in shipped volume compared to 2020. We achieved the milestone of reaching 15 million children since production began in 2010.
- Edesia's Research & Development team developed a more cost-effective RUTF utilizing soy as an alternative to milk, that has since been accepted by USAID.
- We raised \$350,000 to support our Plumpy'Field partner in Haiti, Meds & Food for Kids, following the 2021 earthquake. This donation supported 4,860 cartons of Plumpy'Nut for various clinics, enough to support 4,860 children.
- The purchase of new equipment and improved blending times allowed us to increase production for international channels by 20%.
- Through a strategic partnership with Chobani, we received \$204,000 in donations, enabling us to donate products to Chad, Somalia, and Haiti.
- We completed our first domestic sales of MeWe Peanut Butter to Second Harvest Food Bank, an organization that is part of the Feeding America nationwide network of food banks and food programs.
- A donation of Plumpy'Sup to the Sierra Leone Ministry of Health arrived safely in Freetown and was used in a groundbreaking health program to reach more children with moderate acute malnutrition.



# Two Case Studies (Names changed to protect identities.)

## Sierra Leone: Musu



Musu (12 months), was sick with fever, cold, and was gradually losing weight. Abby, his mother, felt she was too busy working as a petty trader to take him to the hospital. Instead, she bought medicine from the pharmacy and treated him at home. His condition only worsened, though, and so she was finally motivated to seek help.

As soon as she got to the hospital, after walking 5 km with Musu, Abby learned about the nutrition program where malnourished children are treated with Plumpy’Nut supplied by Edesia to the Ministry of Health.

When Musu got sick, she found it difficult to focus on her business. “It has been difficult to support my other children,” she said. “I also have my mother and younger siblings to take care of, it has really been difficult for my family and I, as I am a single parent.”

After Musu was rehabilitated with Plumpy’Nut, it all seemed worth it. Abby said that she would tell other mothers whose children were sick to seek help from the hospital instead of trying to treat them at home, “because it will make you to lose your child.” She said the program helped Musu to get well and she was thankful for the government support.

As for her hopes for the future, “I want my son to be educated so he can make me proud and he will be able to attain the position that I did not attain in life. I want him to become a lawyer.”

## Guatemala: Cami

Cami (18 months) was born in the altiplano in San Miguel Ixtahuacan in Guatemala with a severe cleft lip and palate. In the mountainous altiplano, there are no resources for children who need physical or speech therapy—or for children who need specialized surgery. The altiplano has the highest incidence of malnutrition in Guatemala, and the public health sector offers little, if any, support for the malnourished children.



For babies born with this condition, many things must go well if there is to be a successful outcome. A baby with a cleft lip cannot breast feed; they are dependent on bottle feeding and infant formula for the first year of life, which is unaffordable for the vast majority of the families in the altiplano. Babies with cleft palates have a high risk of severe malnutrition due to the intensive and expensive care required to adequately feed them, as well as being highly susceptible to pneumonia and ear infections.

Luckily, Cami’s parents took her to the clinic to seek special treatment. She responded well to baby formula right away, and by six months her parents were able to supplement her diet with Plumpy’Nut and Nutributter made by Edesia. The goal was for Cami to grow big enough that a surgeon would have enough tissue to repair her lip and that she would be healthy enough to tolerate the surgery and anesthesia. The treatment worked: she grew strong and healthy enough to undergo corrective surgery. Although she will require future surgeries and speech therapy, she has already overcome the odds and has a bright future.