

UNCOMMON CACAO

TRANSPARENT TRADE

Transparency Report 2021

Certified



Corporation

This company meets the
highest standards of social
and environmental impact

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WHO WE ARE

Founded in 2010, Uncommon Cacao has evolved from a small centralized fermentation operation in Belize to one of the most influential specialty cacao traders in the world. Across Uncommon Cacao's businesses, we are pioneering a new, values-driven cacao economy that pays producers more and is grounded in real partnerships that deliver improved stability and success for all.

We created the first ever cacao trader Transparency Report in 2012 and became a certified B Corporation in 2017. In 2021, our U.S. and EU offices distributed cacao sourced from over 7,000 smallholder producers across 12 countries to more than 230 craft and premium chocolate makers globally.

We have two big ambitions for every bean we buy and sell:

First, to drive producer success through transparent trade. Our industry depends on the expertise and hard work of cacao producers. We think their earnings should reflect that. We pay our partners between 39% and 82% more than commodity prices, and our partners pay an average of 25% over the local farmgate price. Today, we're still the only international cocoa trader that publishes what producers are actually paid when they sell their cocoa into our network for all to see. We stand behind farmgate price disclosure as a critical foundation for enabling global conversations and analysis around a more equitable and producer-focused value chain. We also publish verifiable data for the full set of transactions along the supply chain, from when it's purchased at the farmgate to when it leaves our warehouse en route to a chocolate factory, so that cacao producers can also see the price at which chocolate companies purchase their product.

Second, to give specialty chocolate makers a transparency connection to the CACAO they work with and love. While there's nothing like going to the source to see cacao production, few chocolate makers have the time or travel budget for regular trips, but that shouldn't cost them on quality or the sense of connection with the growers and processors who produce their cacao. So we use our platforms – like this Transparency Report – to help them get to know the farms and producers we partner with. Our company promise is: “to provide you with any information you want to know about our supply chain, and to work with you until you are happy with your beans.” The more connected chocolate makers are to the producers and farms responsible for their cacao, the better.

You may notice transparency is central to both of these goals. That's because while many companies make bold claims about social justice and environmental good, these claims can be impossible to verify. We believe Transparent Trade creates the foundation for accountability, deeper connection, and lasting systems change in the cacao industry. And we've made it our mission to make it happen.

Uncommon Cacao. Radically transparent.

OUR PILLARS

▮ **Transparent trade** ▮ **Improved quality** ▮ **Higher prices paid to producers** ▮ **Long-term partnerships**

Uncommon Cacao believes producer prosperity is a key ingredient in good chocolate. Working together with over a dozen partners around the world, we recognize our responsibility and opportunity to commoditize the cacao industry and do business differently. Radical transparency places prices paid for cocoa and producer profitability at the center of the conversation, with a goal towards equitable and accountable cocoa purchasing industry-wide.

WHY TRANSPARENT TRADE?

Uncommon Cacao is disrupting the global cacao market as the first Transparent Trade cacao supply chain company. Through Transparent Trade, improved quality, long-term partnerships, and higher prices paid to producers, Uncommon Cacao seeks to:

- Create accountability for all stakeholders along the supply chain around pricing and margins.
- Enable consumers & makers to see real data and connect the dots along the entire supply chain.
- Establish new pricing benchmarks for specialty cacao that look more like long-term partnership and support producer profitability.
- Shift the power dynamic to better equip producers to negotiate their own pricing.

CONTENT OF THIS TRANSPARENCY REPORT

This Transparency Report covers metrics and highlights from January 1 to December 31, 2021, organized in the following sections:

- People
- Planet
- Product
- Pricing
- Partners



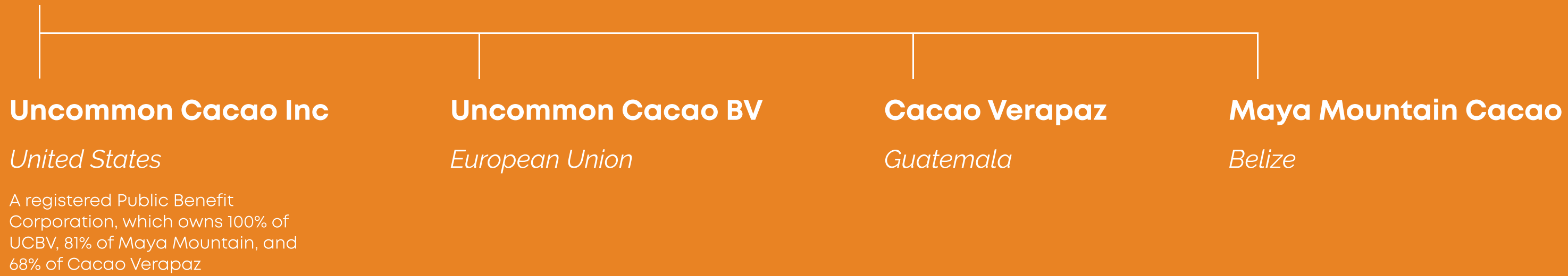
This report was created by a team of Uncommon Cacao staff and scholars at the Fine Cacao and Chocolate Institute (FCCI) with data collaboratively provided by our partners and traceability documentation reviewed by FCCI. We welcome questions, suggestions, or comments about this report by email at hello@uncommoncacao.com.

PEOPLE

Uncommon Cacao Group

Uncommon Cacao's operations are organized within the following business structure:

Overall



CERTIFIED B CORP: BUSINESS AS A FORCE FOR GOOD



Uncommon Cacao Group has been a certified B Corp since 2017. Our current impact score is 108.5, an increase from our original score of 106.7. To learn more about what this means visit our [B Corp impact score page](#).



Kira Echeandia, Emily Stone, and Mike Albertini from the UC team stand with Jose Hernandez and Angel Vaquero from Dependable Distribution Services in front of UC's beans.



Back row: Roy Fraatz, Nikte Cu, Diane Coy, Santiago Pana (producer), Salvador Xuc (producer), Serapio Chun, Teddy Ruiz; and Front row: Gerardo Sotz, Mike Albertini, Esteban Xol Alfaro stand in front of the drying decks at ADEMAYACH.



The Maya Mountain team and Uncommon founder Emily Stone at the MMC facility in Belize.



UC team's Anjali Dharna as the ultimate nib bae.

PEOPLE

Uncommon Cacao Group

DEMOGRAPHICS

As of December 31, 2021, Uncommon Cacao employed 19 full time employees across four regions (Belize, Guatemala, U.S., and Europe). We joined the [J.E.D.I. Collaborative](#) in 2020, with the goal of transforming our internal company culture and policies, and hold bi-monthly team meetings to discuss social justice in our work. We developed initial JEDI commitments, including that we are committed to a zero tolerance policy against racism, to addressing all forms of harrassment and discrimination, and to relentlessly learning and unlearning with a goal of cultivating an anti-racist company culture where all are safe and welcome. We are also actively working to reshape our Uncommon Cacao Board to better reflect the diversity of our partners and stakeholders.

GENDER



RACE/ETHNICITY



AGE



CAREGIVER STATUS



PEOPLE

Uncommon Cacao Partners & Network of Producers

PARTNER DEMOGRAPHICS

This year, we wanted to focus more intentionally on the labor practices and job creation of our partners. We are grateful to our partners for their transparent and thoughtful reporting on employment status and gender of their staff and producer partners. Additional data is summarized on the individual partner pages later in this report.

TEAMS AT OUR PARTNERS

Across all our partners, 283 full-time and 254 part-time individuals are employed, of which 73 and 124 of these are women, respectively.

 FT employees	283	 PT employees	254
 FT female employees	73	 PT female employees	124

WHAT WE WANT TO CELEBRATE

The network of producers selling into Uncommon's value chain has grown by 46%, led by Latitude Trade Co (Uganda), ABOCFA (Ghana), and Cacao de Colombia (Colombia).

OUR PRIORITIES FOR IMPROVEMENT

1. Making transparency reporting easier and more manageable for our partners to do accurately. We took our first steps in this direction through partnering with FCCI to implement a new technology for data collection, but we know more work is still needed and look forward to continuing to innovate on transparency reporting in this way to alleviate the burden on our partners.
2. We also seek to more deeply understand the cost of production for cacao producers across the countries where we source in order to identify producer profitability. We have conducted cost of production workshops in Guatemala and Belize and would eventually like to expand this work to all of our partners.

PRODUCER DEMOGRAPHICS

Together with our partners, we measure our work and progress to hold ourselves accountable to our goals.

UNCOMMON CACAO PRODUCER NETWORK

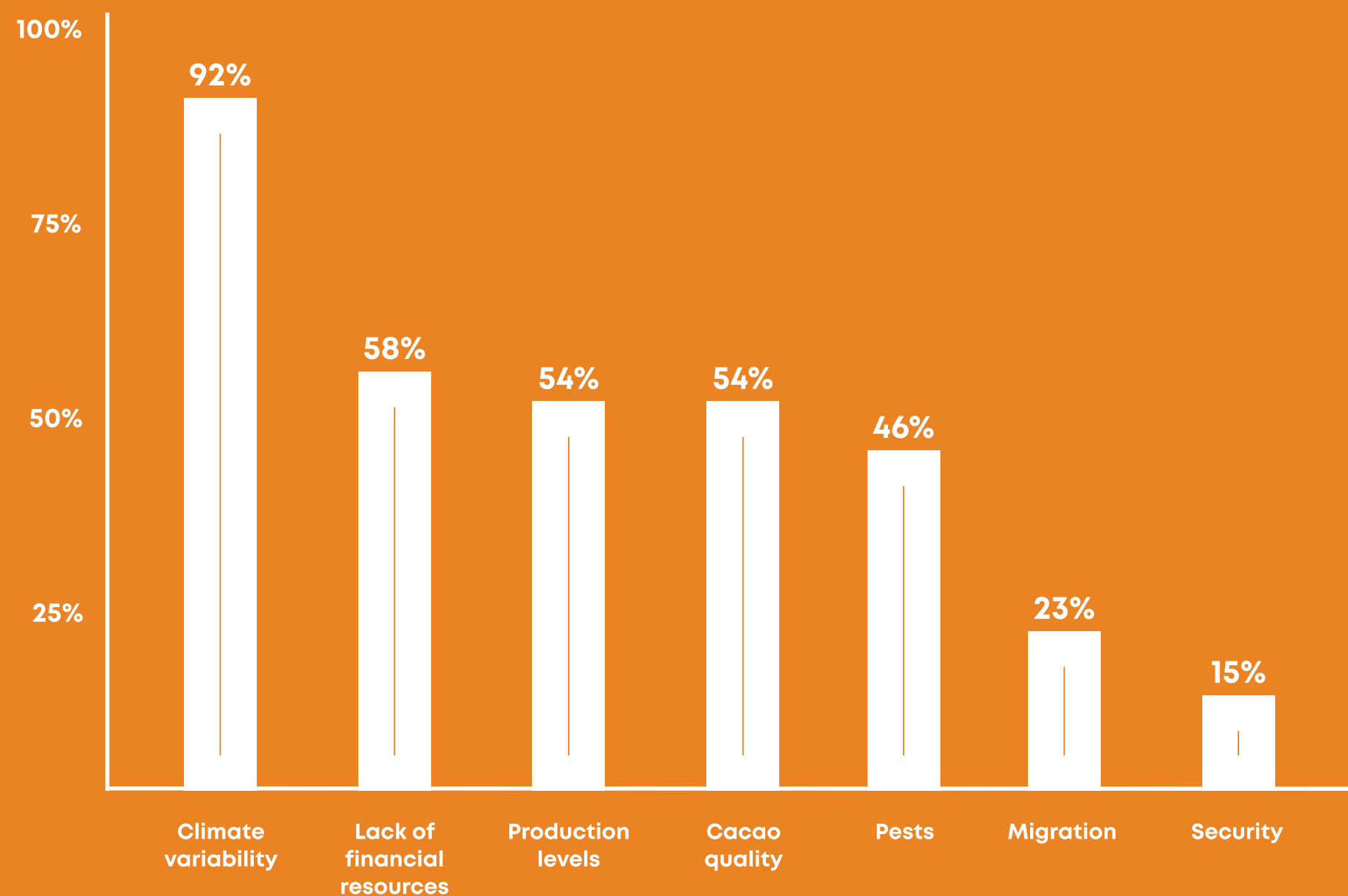
Women represented 38% of the producers purchased from in 2021, an increase of 951 female cacao producers over 2020.

 Total producers purchased from in 2021	7,065
 Total female producers purchased from in 2021	2,689

UNCOMMON PEOPLE IN UNCOMMON TIMES

We asked our partners to share with us their biggest challenges from this past year, in order to better understand areas for attention as we make strategic plans for the future. They are summarized as follows:

Biggest challenges of 2021



COVID-19

The Covid-19 pandemic impacted our collective mobility and health throughout 2021, as it caused deferred travel, illness, and more among our UC team and partners. These ongoing pandemic effects created an environment for us to stress test our partnerships, and lean into our relationships with cacao producers, supply partners, and chocolate makers to weather this challenging situation. It has never been more clear that we are stronger together.

Our year-to-year tracking of key indicators shows steady strength in UC's business.

Year-To-Year Comparison of Key Indicators

INDICATORS			
Metric	2019	2020	2021
Products	17	20	20
Countries	7	11	12
Staff	15	15	19
Annual Farmer Revenue from Cacao sold into UC network	\$1,298*	\$1,312*	\$1,552**
Certified Organic (ha)	5,971	4,790	6,459
Total Cacao Purchased (MT)	288	178	314

*Calculated based on smallholder earnings only, as a simple average.

**Calculated based on smallholder earnings and tonnage purchased by Uncommon Cacao, as a weighted average.

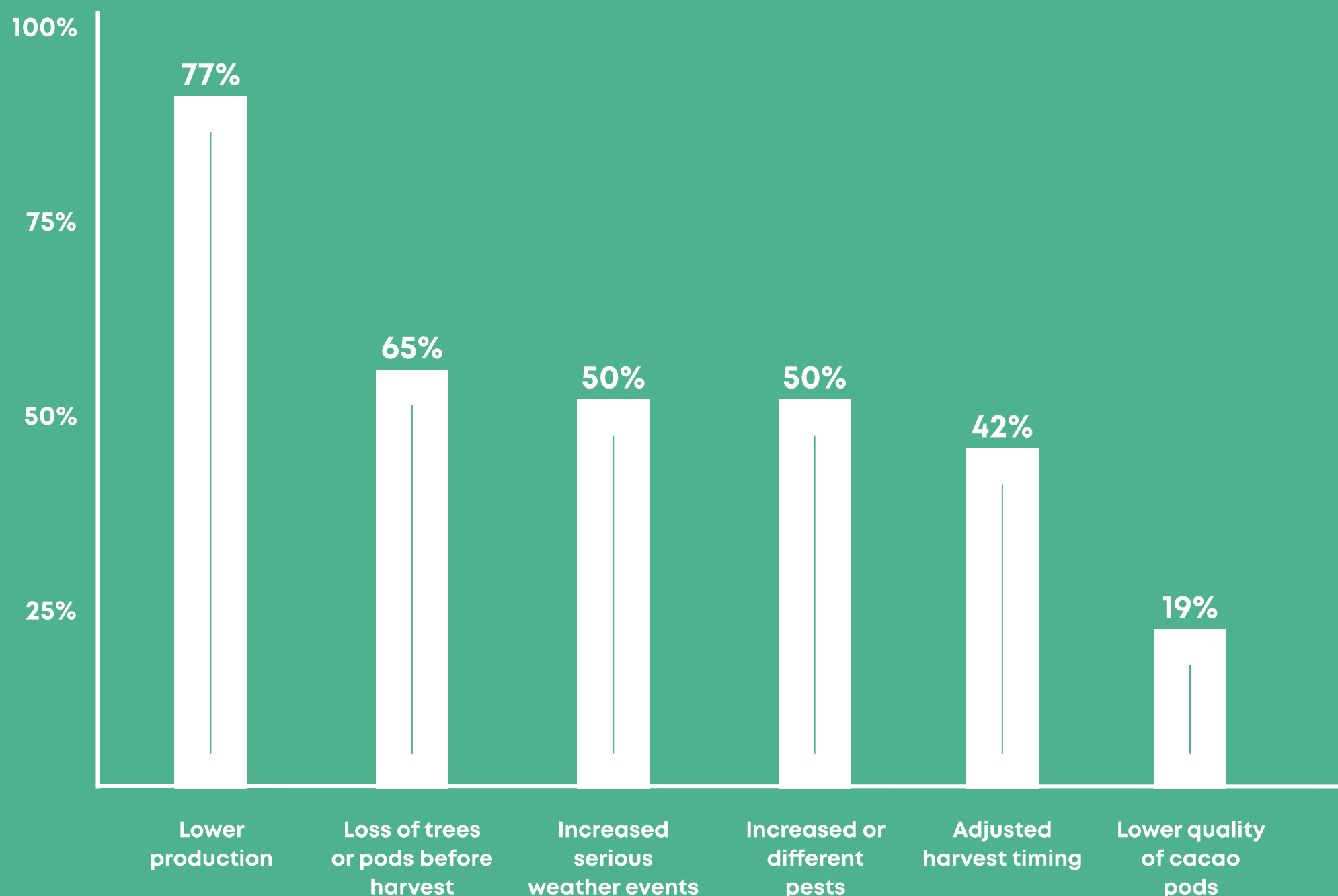
PLANET

Uncommon Cacao Group operates through a hybrid working environment in the U.S. and Europe. Throughout 2020 and 2021, our team deferred a significant amount of travel due to the Covid-19 pandemic. Since 2020, we have participated as company members with the [Climate Collaborative](#), an organization that seeks to leverage the power of the natural products industry to address climate change. This year, we are including data on average distance between producers' farms and fermentation facilities, and from those facilities to port, for most of our partners. Chocolate makers who would like to calculate carbon footprint for their supply chains can use this data to do so.

The Uncommon Cacao network purchased from 5,683 organic certified producers in 2021, a 70% increase over 2020, and a total of 6,459 hectares were included in organic certification across all our partners. On average among our partners, 37% of their cacao producing land is intercropped, and there is an average of 47% of shade cover on cacao farms. Our partners also report on the environmental initiatives and practices that they prioritize in their work. This data is summarized on the individual partner pages later in this report.

We asked our partners to share with us their observations on the impacts of climate change, in order to determine areas in which we might further collaborate with mitigation efforts. Their answers are summarized below:

Impacts of climate change



WHAT WE WANT TO CELEBRATE

In the midst of dramatic impacts on production in Guatemala from the devastating Hurricanes Eta and Iota in late 2020, Cacao Verapaz is partnering with producers to implement climate-resilient agricultural innovations and practices. The team at Cacao Verapaz has installed new low-cost irrigation systems, trained producers on new shade management techniques, and produced bio-fertilizers to support cacao producers in adapting to the ongoing impacts of climate change in Alta Verapaz.

OUR PRIORITY FOR IMPROVEMENT

We seek deeper collaboration with science-backed partners on biodiversity, conservation, and regenerative agriculture. We recently signed an MOU with the American Bird Conservancy related to a new project in Honduras and hope to incorporate biodiversity factors into our existing partnerships as well.

PRODUCT

Uncommon Cacao sources exceptional cacao, implementing quality control and sensory evaluation at multiple points across the value chain. We seek out both unique and popular flavor profiles that offer chocolate makers differentiation, versatility, and deliciousness. Our partners trust us to distribute their products to hundreds of chocolate makers around the world. Bean-to-bar chocolate makers working with cacao sourced by Uncommon Cacao won more than 60 international awards in 2021, and have won a total of over 420 awards since 2013.

Uncommon Cacao's global network



WHAT WE WANT TO CELEBRATE

We sold cacao to chocolate makers in 34 countries in 2021 across 5 continents!

OUR PRIORITY FOR IMPROVEMENT

We are always listening to the market to understand what makers and consumers are looking for, in terms of both quality and flavor. We will increasingly seek to translate that intel into insights for our partners, helping to create a stronger market on all sides, for producers growing the cacao and for chocolate makers selling to the public.

Since 2021, Uncommon Cacao manages internally all logistics and imports of cacao into both the U.S. and Europe.

Our partners share with us their quality control practices, from the field to post-harvest to sorting and packing. Traceability is measured through the tracking of receipts, producer lists, and full chain of traceability documentation. This data is summarized on the individual partner pages later in this report.

PRODUCT

PRODUCT QUALITY

Uncommon Cacao sources two general qualities of cacao: Premium and Ultra Premium

Ultra Premium beans meet fermentation range expectations, are hand sorted, hit ideal moisture content of 5.5-7%, and match the target flavor profile of the origin.

Premium beans are quality cacao that have passed through our rigorous approval process, but may not meet one or more of our defined parameters around fermentation, drying, hand sorting, and target flavor. As a result, these beans tend to be less expensive.

PEAK HARVEST PERIODS ACROSS UNCOMMON CACAO'S PARTNERS

Given the diversity of regions from which Uncommon Cacao partners source cacao, our partners harvest throughout the year depending on where they are based. The table to the right summarizes the peak harvest periods for our 2021 partners.



UNCOMMON PRICING

Uncommon Cacao provides stable market access for farmers producing high quality cacao.

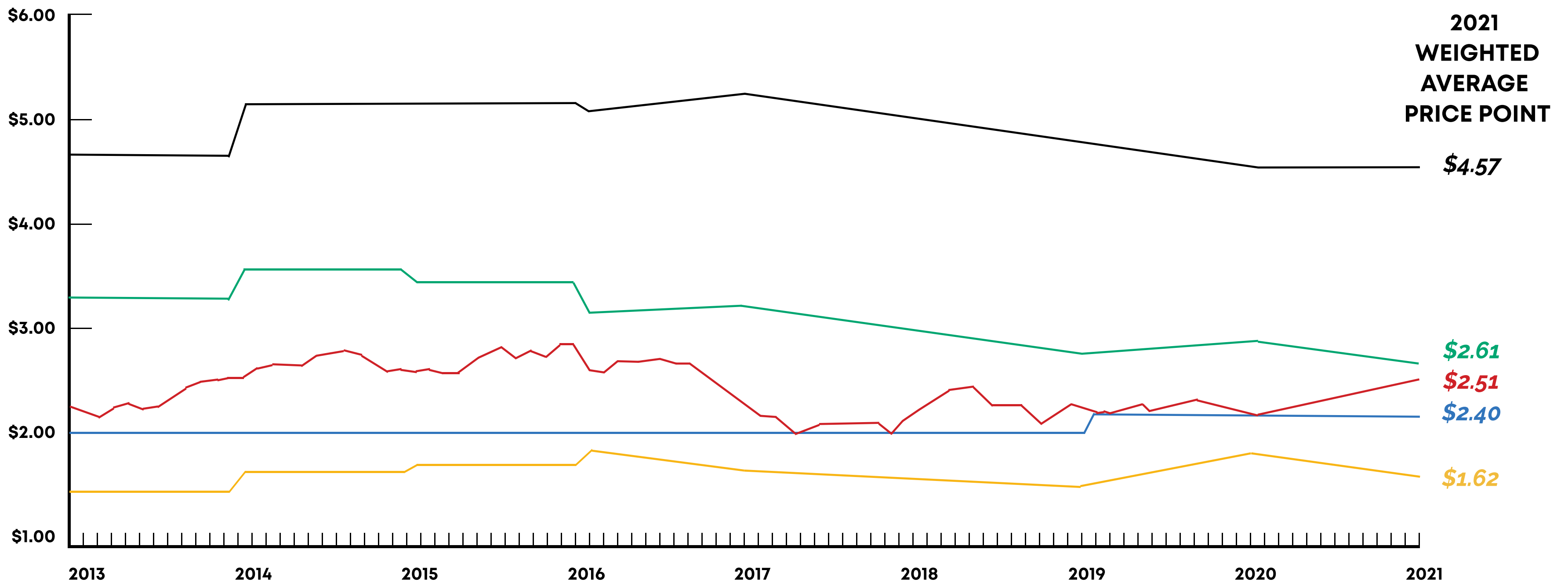
Terminology

-  *Uncommon Export Price: Price paid to exporter*
-  *Uncommon Farmgate Price: Revenue paid to farmer*
-  *Commodity Price: World market price (NY ICE)*
-  *Fair Trade floor price*
-  *Average Cote d'Ivoire and Ghana official farmgate prices*

Transparent Trade Cacao



Transparent Trade is verifiable, published pricing for every transaction related to a cacao purchase along the supply chain, including information about who produced it and where.



UNCOMMON PRICING 2021

All prices are converted to USD / kg of dry cacao

SUPPLY PARTNER	ORIGIN	FARMGATE PRICE (AVG)	ASSOCIATION PRICE (AVG)	FOB PRICE (AVG)	AVERAGE SALES PRICE (AVG)
ABOCFA	ABOCFA, Ghana**	\$1.92	N/A	\$3.52 (CIF)	\$5.76
Amazon Specialties	CacaoLife, Peru**	\$2.16	\$2.33	\$9.15 butter \$5.97 powder	\$15.47 butter \$12.00 powder
Cacao de Colombia	Arhuacos, Colombia**	\$3.00	\$3.30	\$6.00	\$8.40
Cacao de Colombia	Arhuacos, Colombia	\$3.00	\$3.30	\$6.00	\$9.40
Cacao de Colombia	Sierra Nevada, Colombia	\$2.36	\$2.88	\$5.71	\$9.96
Cacao de Colombia	Tumaco, Colombia	\$2.46	\$2.97	\$4.22	\$7.59
Cacao Verapaz*	Ademayach, Guatemala**	\$3.19	\$3.82	\$5.75	\$8.34
Cacao Verapaz*	Adioesmac, Guatemala**	\$2.77	\$3.38	\$5.73	\$8.76
Cacao Verapaz*	Agua Blanca, Guatemala	\$3.42	N/A	\$5.35	N/A
Cacao Verapaz*	Lachuá, Guatemala**	\$2.69	\$3.82	\$5.74	\$8.62
Cacao Verapaz*	Lachuá, Guatemala	\$2.47	\$3.53	\$5.35	\$8.31
Cacao Verapaz*	Polochic, Guatemala	\$2.59	\$3.53	\$4.80	N/A
Chocosol Traders	Oaxaca Bicolor, Mexico	\$5.42	\$5.67	\$11	\$21.54
Frontier Ventures	Itenez, Bolivia	\$3.75	N/A	\$7.11 (landed)	\$9.75
Kablon Farms	Kablon Farms, Philippines**	N/A	N/A	N/A	\$10.83
Latitude Trade Co	Semuliki Forest, Uganda**	\$2.32	N/A	\$4.50	\$6.91
Maya Mountain*	Maya Mountain, Belize**	\$3.13	N/A	\$5.43	\$8.30
Öko Caribe	Öko Caribe, Dominican Republic**	\$2.55	N/A	\$3.73	\$6.29
PISA	PISA, Haiti**	\$2.20	\$2.32	\$4.03	\$6.72



*Uncommon Cacao Subsidiary **Organic

ABOCFA 2021

Based in the eastern region of Ghana, ABOCFA is the only organic and Fairtrade certified cocoa cooperative in the country. Manager Stephen Ashia oversees the operations of the organization while producers ferment their cacao in heaps and dry it on farm, as the Ghana Cocoa Board, a government agency, does not permit the sale or purchase of wet cacao. ABOCFA has invested deeply in their community through training - especially on best practices for cacao quality - but also on farm productivity, ecological practices, business and finance, and labor rights. All producer members of ABOCFA have also agreed to avoid deforestation or expansion into forested areas for cacao production. ABOCFA's network contains 13 hamlets (communities of producers). Each hamlet has three representatives reporting directly to the ABOCFA cooperative leadership, conducting annual general meetings. The cooperative democratically decides where any quality and Fair Trade premiums go every year. In 2021, producers opted to support local schools, water access programs, health services, and financial services. ABOCFA's producer community is renowned globally for their high quality traceable cacao exhibiting a classic rich and fudgy flavor.

ABOCFA cacao producer William Nyarko extracts fresh cocoa from a pod on one of the cooperative's demonstration farms.

PEOPLE

 Producers purchased from	1063	FT employees	31
 Female producers	274	FT female employees	6
Organic producers	1063	PT employees	1
Producers under 35 y/o	59	PT female employees	1
# of producers trained	1063		
# of female producers trained	274		
# of producers under 35 y/o trained	59		

PLANET

Organic hectares cultivated	1515
Average percent of shade on cacao farms	91%
Distance of producer to facility (km)	6
Distance to port (km)	92

Crops that are used for intercropping

Banana, plantain, citrus, timber & avocado

Environmental practices

Shade tree nursery & training on dynamic agroforestry

PRODUCT

Flavor

Milk chocolate, caramel & macadamia nut

Fermentation style

Heap 

Drying style

Raised beds without a roof

Quality practices

Temperature monitoring during fermentation, specific protocols for flavor, cut tests during fermentation & drying

Hand sorting

Sometimes

Certifications



Number of awards in 2021 **4**

1.4	959*	\$1,843*
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

*Prices include premium payments paid out once per year

Trainings conducted

Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

\$1.76

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



+ Verified with traceability documentation

CACAO DE COLOMBIA 2021

Highlighting an Uncommon Cacao export partner



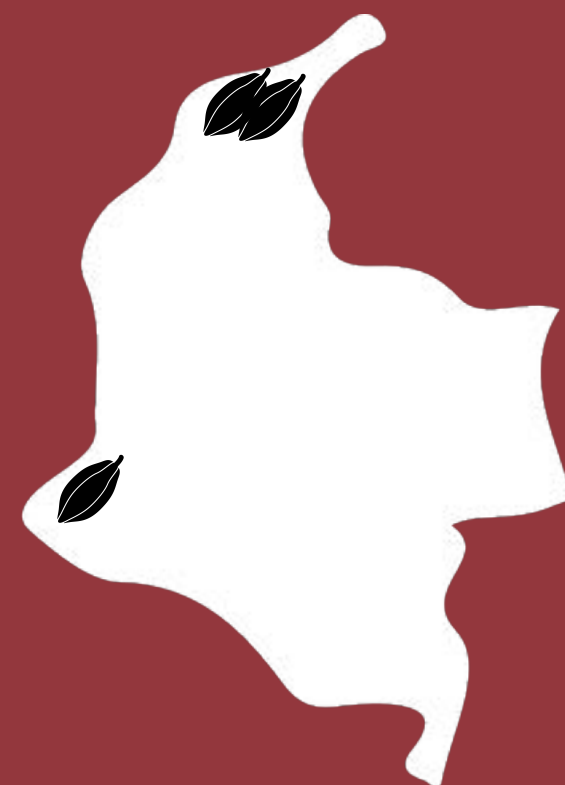
Cacao de Colombia was founded in 2008 by Carlos “Nacho” Ignacio Velasco with the goal of supporting the development of the Colombia specialty cacao industry. In 2013, with business partner Mayumi Ogata, a sister company Cacao Hunters was founded to produce high quality bean to bar chocolate made with Colombian cacao in Popayán, Colombia. Given Colombia’s long history of cacao production and chocolate consumption (most Colombian cacao stays in Colombia for local consumption), this project has had a transformative effect on the expectations of Colombian chocolate lovers, with its alternative model of high quality and fair prices, including the significant creation of jobs in the sector and support for traditional indigenous cultivation practices. Nacho is a Colombian native and seasoned coffee professional, and Mayumi is a native of Japan who has, for more than a decade, been focused on agricultural production among indigenous communities in rural post-conflict areas of Colombia. Together, they work across several regions of Colombia to find, preserve, and promote Colombia’s fine cacao heritage through the development of relationships with cacao producers, technical support in training on harvest and post-harvest protocols, and the growth of markets at home and abroad for both cacao and chocolate. Under the Cacao de Colombia model, the producer is a necessary party to any negotiation and by extension to the success of the products. Velasco and Ogata report that the COVID-19 pandemic has introduced substantial risks and challenges to work in cacao; they perceive a general distancing with cacao producers, in particular, the strict lockdowns in the country have widened inequality gaps between urban and rural residents.



Pictured left to right are Carlos Ignacio Velasco, El Mamo Camilo, and José Gregorio Gómez of Cacao de Colombia and the Arhuacos community

“Colombia has shown it has the potential to transform its cacao industry into one that can compete in international markets while at the same time transform the lives of thousands of cacao-growing families along the way. We hope that our work at Cacao de Colombia will become a great example of not only the steps that we must take to mitigate the effects of climate change on the most vulnerable, but also an example of how we need to work in a coordinated manner to make it happen. This effort will require the cooperation of the chocolate industry, too, so that we can keep our promise of a stable and high price to the cacao growers for a high quality product.”

-Carlos Ignacio Velasco, Founder and CEO



ARHUACOS 2021

The Arhuacos are one of three indigenous groups preserving the biodiversity sanctuary of the Sierra Nevada in Colombia. They believe the balance of humanity lies in practicing respect for all beings. Central to their beliefs is that their territory of the Sierra Nevada is essentially the core of the universe. In 2018, the Colombian government gave the Arhuacos territory its own rights as a living being. The Arhuacos derive their livelihood mainly from sustainable agriculture, including harvesting native cacao from deep in the jungle close to the Venezuelan border. A living income study from Acumen conducted in 2017 found the Arhuacos farmers making 58% more income by selling wet cacao to their own processing center, rather than selling dry cacao to outside buyers. The Arhuacos community took a break from cacao cultivation in 2020, to pray for the health of the world in getting through the pandemic. In 2021, they returned to more active production, but faced significant challenges with monilia on their farms. Cacao de Colombia is working closely with the Arhuacos communities to address the monilia and improve productivity.

Hernan Villafaña, a leader in the Arhuacos cacao producing community, moves fermenting cacao from one box to another.

ARHUACOS 2021



COLOMBIA 

ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	98	FT employees	4
 Female producers	11	FT female employees	2
Organic producers	98	PT female employees	1
# of producers trained	98		
# of female producers trained	11		

PLANET

Organic hectares cultivated	137
Average percent of shade on cacao farms	50%
Distance of producer to facility (km)	20
Distance to port (km)	66

Crops that are used for intercropping

Banana, plantain, timber & avocado

Environmental practices

Adaptation of traditional practices & organic farming practices

PRODUCT

Flavor

White grapes, lavender & walnut

Fermentation style

Box 

Drying style

Tarps on the ground, raised beds without a roof & solar dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, cut tests during fermentation & separation for subregions of the community

Certifications



Number of awards in 2021 **2**

1.4	84	\$218
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

\$2.10

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



SIERRA NEVADA 2021

A man in a grey t-shirt and blue jeans is crouching on a large tray of drying cacao beans in a covered facility. He is holding a small black container and appears to be performing a quality check. The background shows a corrugated metal wall and a wooden structure.

From the land sometimes described as the capital of magical realism, Sierra Nevada cacao is produced close to the Caribbean coast of Colombia. Cacao de Colombia works closely with two associations and a centralized fermentation operation to support biodiverse cacao agroforestry in the area. This diversification supports food security, environmental conservation, and income diversity, as opposed to the degenerative monocropping of bananas prevalent in this part of the country. Inclusion of the local Wiwa indigenous community has also been a priority, with reforestation through cacao cultivation and the creation of a technical team including young people, taking precedence in the past year. Producers in these associations display an exceptional degree of technical expertise. They run pollination trials to improve quality and yields. In addition to excellent growing and processing practices involving box fermentation and raised beds with roofs and solar drying, this cacao has consistently won over judges worldwide, with the receipt of dozens of awards globally, including the coveted Golden Bean Award in 2019. Flavor notes of guava, almond butter, and green apple characterize the 2021 harvest.

José Gregorio Gómez, manager of Cacao de Colombia's Sierra Nevada operation, performs a quality check on drying beans.

SIERRA NEVADA 2021



UNCOMMON CACAO

COLOMBIA 

ASSOCIATION, CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	107	FT employees	2
 Female producers	24	PT employees	2
Producers under 35 y/o	2	PT female employees	5
# of producers trained	53		
# of female producers trained	4		

PLANET

Average percent of shade on cacao farms	50%
Distance of producer to facility (km)	23
Distance to port (km)	50

Crops that are used for intercropping

Banana, plantain, citrus, timber, avocado & coconut

Environmental practices

Agroforestry & adaptation of traditional practices

PRODUCT

Flavor

Guava, almond butter & green apple

Fermentation style

Box 

Drying style

Raised beds with a roof & solar dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, cut tests during fermentation & separation for subregions of the community

Hand sorting

Yes

Number of awards in 2021 **5**

2.6	570	\$1,367
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused initiatives

Inclusion of the Wiwa indigenous community, with reforestation of native forests and cocoa cultivation as a productive option for the community, Creation of a technical team, including young people, formulation of projects with public and private institutions & trainings focused on being sustainable and competitive

Trainings conducted

Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

\$1.91

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



TUMACO 2021

The region of Tumaco, often referred to as the “Pearl of the Pacific,” sits on the western coast of the southernmost part of Colombia, bordering Ecuador. This area, historically the site of enslavement of Africans for commodity production, is also home to the liberatory work of formerly enslaved Afro-descendant people who chose cacao cultivation for a new opportunity beginning in the mid-1800s. Tumaqueños, as they call themselves, work in geographically defined “consejos comunitarios” - organized groups with democratically elected leadership. Tumaqueños identify as environmental and political stewards promoting peace and economic development through organized legal business. Many focus specifically on cacao due to its positive impact on the environment as well as the economic opportunities it provides, steering communities away from illegal coca cultivation toward legal cacao farming. Cacao de Colombia presently works with seven associations, crafting a consistent flavor blend for each export, as well as for their own chocolate production in Colombia. During the early stage of the Covid-19 pandemic, Uncommon Cacao raised donations from chocolate makers and others to support Cacao Hunters’ aid program to support these producers with food and personal protective equipment. Despite these challenges, the cacao farmers remained committed to producing excellent quality cacao and won 8 awards in 2021, for chocolate crafted from their cacao with flavor notes of chocolate ganache, almond butter, and green apple.



Edilmer Figueroa, Supply Chain Manager for Cacao de Colombia, checks the aroma of beans on the drying rack."



TUMACO 2021

COLOMBIA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	724	FT employees	20
 Female producers	192	FT female employees	9
Producers under 35 y/o	109	PT employees	17
# of producers trained	280	PT female employees	12
# of female producers trained	121		
# of producers under 35 y/o trained	53		

PLANET

Average percent of shade on cacao farms	42%
Distance of producer to facility (km)	117
Distance to port (km)	580
Percentage of power from solar	12%

Crops that are used for intercropping

Banana, plantain, citrus, timber, avocado, yuca, coconut, wood, vanilla, guanabana & caimito

Environmental practices

Adaptation of traditional practices, recuperation of heritage cacaos and local forest trees

PRODUCT

Flavor

Chocolate ganache, almond butter & green apple

Fermentation style

Box 

Drying style

Solar dryers, raised beds with a roof & mechanical dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, specific protocols for flavor, cut tests during fermentation & natural drying

Hand sorting

Yes, always

Number of awards in 2021 **8**

3.8

Average farm size (ha)

375

Average sales per producer (dry kg)

\$840

Average annual cacao revenue per producer

Community-focused initiatives

Financial services, training programs, financial management of a cable to mobilize production, organizational management

Trainings conducted

Farm productivity, ecological practices, cacao quality, business or marketing, agronomy and post-harvest

Local market price for cacao (dry kg)

\$1.99

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



CACAO VERAPAZ 2021



Highlighting an Uncommon Cacao export partner

Founded in 2014 as a subsidiary of Uncommon Cacao, Cacao Verapaz was the first exporter of specialty cacao from independent Guatemala at scale. From the beginning, the Cacao Verapaz team worked with local associations, private farms, the government, and non-governmental organizations to socialize and train actors on the quality requirements of the craft chocolate market for specialty cacao. Overseen by General Manager Teddy Ruiz, Cacao Verapaz is now home to the first quality laboratory for sensory and physical evaluation of dried cacao in the country, and the team has been responsible for processing Cocoa of Excellence samples since 2017. The organization also works with projects from Rikolto and MOCCA to provide agronomic and postharvest technical assistance to 550 producers in the network of associations. In 2020, following devastating heavy rainfall, the team also worked to raise nearly \$5,000 in funds from 81 donors to build a new bridge over the Cahabón River for the community of San Juan Chivite. In 2022, Cacao Verapaz is expanding its work from its historical focus on working with associations to build out a centralized fermentation operation.



“At Cacao Verapaz, we are not just another, ordinary company. We have been pioneers in transparent, associative, and dignified work in communities and indigenous associations that produce cacao in the northern region of Guatemala, transforming paradigms and making innovative processes oriented towards the quality of cocoa and the social welfare of the population, transferring and sharing technology and knowledge to carry out certified organic production processes, efficient post-harvest management of fermentation and drying to achieve physical and consistent sensory and interesting volumes, offering decent and transparent prices, as well as medium and long-term relationships with our suppliers, giving them technical assistance and training in production and post-harvest, to increase their knowledge and productivity. This has made us national leaders in the cacao value chain.” -Roy Fraatz, Technical and Quality Manager, Cacao Verapaz



ADEMAYACH 2021

To drive from the town Lanquín to the community of San Juan Chivite, follow the rushing, jungle-lined Cahabón River. For miles, only the occasional rope bridge crosses the river. One of these bridges leads to San Juan Chivite, home to a Q'eqchi' Maya community that forms the Ademayach association. This association was started by community members including Carlos Caal and Santiago Sotz Cholom that used to work on a 180-hectare German-owned farm that was eventually abandoned. The farm workers sought support from a foundation that bought the land and the producer community took out a 30-year loan to pay off the land over time. Recently, the loan was fully paid off and the land is now owned directly by the producers. There, they continue to grow cacao, and use box fermentation, solar dryers, and hand sorting to manage quality. They are also working on soil conservation measures and investing in solar power. Our organic certified Chivite cacao is produced by 43 Ademayach association members, with flavor notes of mango, banana, and sweet tart candies.

Cacao slowly drying on the ADEMAYACH solar dryer.



ADEMAYACH 2021 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	43	PT employees	3
 Female producers	13	PT female employees	1
Organic producers	43		
# of producers trained	40		
# of female producers trained	10		

PLANET

Organic hectares cultivated	45
Average percent of shade on cacao farms	42%
Distance of producer to facility (km)	5
Distance to port (km)	423
Percentage of power from solar	50%

PRODUCT

Flavor

Mango, banana & sweet tart

Fermentation Style

Box 

Drying Style

Solar dryers

Quality Practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, specific protocols for flavor & cut tests during fermentation

Hand Sorting

Yes, always

Certifications



Number of awards in 2021 **10**

1	98	\$313
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Farm productivity & cacao quality

Crops that are used for intercropping

Plantain, palm & timber

Environmental practices

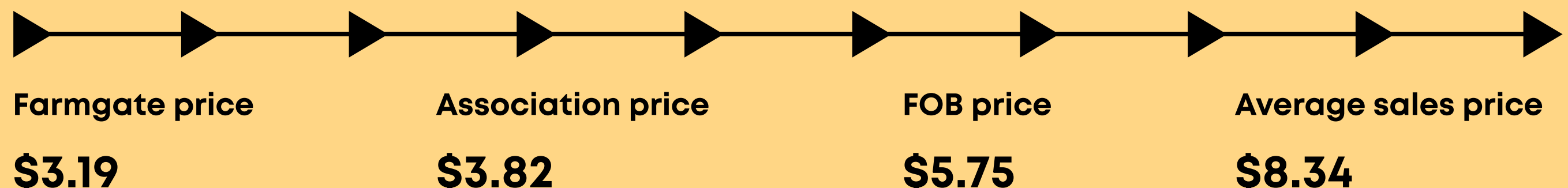
Soil conservation practices

Local market price for cacao (dry kg)

\$2.31

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



+ Verified with traceability documentation

ADIOESMAC 2021

Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón River region, the Adioesmac association, made up of 23 members, heavily invests in making cacao production a driver of success for their community and future generations. For example, the association leadership, including Sebastian Tiul and Alberto Sotz Tec, invested in their relationship with Cacao Verapaz and a local NGO to create a clonal garden. Their implementation of organic practices led to organic certification in 2019. The association also produces cinnamon and chili peppers for income, and focuses on protection of local water sources. The younger generation initiated cultivation and processing of all of their agricultural products, and the association oversees fermentation, drying, and sorting. In addition, a women's group, called Chocolate ADIOESMAC, built a small chocolate factory to sell bars of bean to bar chocolate in the nearby tourist town of Lanquín. During the Covid-19 pandemic, the Cacao Verapaz team has supported the association in implementation of the USDA-funded MOCCA project, which allowed members access to online and remote workshops that focused on better fertilization practices, quality control, and sensory evaluation, all in support of their production of cacao with flavor notes of orange zest, toasted almond, and chocolate cookies.

Pedro Tiul rakes drying cacao.




ADIOESMAC 2021 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	23	PT employees	3
Organic producers	23	PT female employees	1
# of producers trained	30		
# of female producers trained	5		
# of producers under 35 y/o trained	10		

PLANET

Organic hectares cultivated	26
Average percent of shade on cacao farms	40%
Distance of producer to facility (km)	3
Distance to port (km)	423
Percentage of power from solar	20%

PRODUCT

Flavor

Orange peel, toasted almond & oreo

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation & specific protocols for flavor

Hand sorting

Yes, always

Certifications



Crops that are used for intercropping

Plantain, palm, citrus, timber, cinnamon & pepper

Environmental practices

Forested barriers & protection of water sources

1.1	211	\$583
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

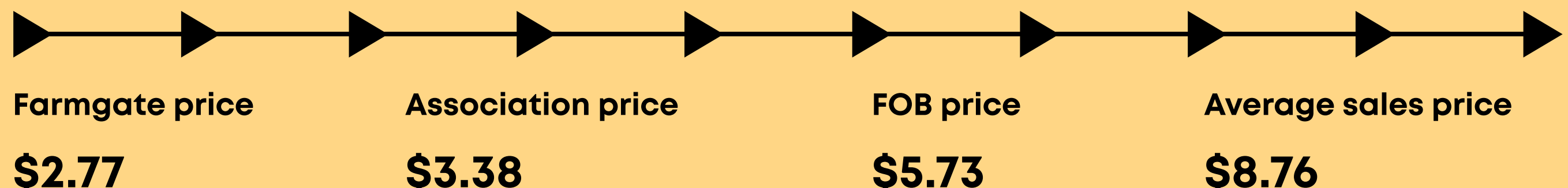
Farm productivity & Cacao quality

Local market price for cacao (dry kg)

\$2.43

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



+ Verified with traceability documentation

AGUA BLANCA 2021



Finca Agua Blanca is a family-owned estate producing cacao and mango in Santa Lucia Cotzumalguapa on the West Coast of Guatemala. The Herrera family established the farm with cacao in 2017, using Trinitario and UAF clones, specifically chosen for flavor and performance in the terroir of the region. The growing area is drier than other parts of Guatemala where Cacao Verapaz sources, so the Herrera family established the farm with both drip and micro-sprinkler irrigation to ensure strong harvests and resiliency in the face of climate change. The family set aside 16 hectares of the farm as a private protected area, and regularly monitors wildlife in the protected zone. Species that have been spotted include: coyotes, gophers, badgers, parakeets, otters, blue-browed motmots, herons and woodpeckers. There are also breadnut trees and local hardwood species like laurel and palo blanco on the farm.

View of the Agua Blanca landscape.



AGUA BLANCA 2021 +

GUATEMALA  FAMILY-OWNED ESTATE

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 FT employees	3
 FT female employees	1
PT employees	2
PT female employees	1

PLANET

Average percent of shade on cacao farms	30%
Distance to port (km)	150
Farm size (ha)	32

Crops that are used for intercropping

Plantain, palm & timber

Environmental practices

Soil conservation and water source protection

PRODUCT

Flavor

Pineapple, praline & mole

Fermentation style

Box 

Drying style

Patios & solar dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, & specific protocols for flavor

Hand sorting

Yes, always

Local market price for cacao (dry kg)

\$2.99

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$3.42

FOB Price

\$5.35

Average sales price

N/A

+ Verified with traceability documentation

LACHUÁ 2021



The Región de Lachuá in Guatemala is home to a pristine cenote lake and to indigenous Q'eqchi' Maya families. Cacao Verapaz works in partnership with two smallholder associations, ASODIRP and KATBALPOM, located around the lake. Together with several additional associations of other products, they are leaders in creating an agroforestry buffer zone around the lake. This helps in protecting the area from industrial palm oil development and other forms of extractive agriculture pervasive in that region of the country. The communities took environmental preservation into their own hands with initial support from the government of Guatemala, practicing agroforestry within cardamom and cacao plots to promote forest cover and soil and riverbank conservation. Uncommon Cacao conducted a cost of production study in this region in 2019, and discovered that producers in this region earn a 50%+ profit margin, while factoring in both monetary and in-kind costs. The associations ferment in boxes and dry on patios and solar dryers, all in support of producing the classic Lachuá flavor notes of lemon drop, strawberry jam, and walnut.

Pedro Pa Beb works on his cacao farm.



LACHUÁ 2021 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	76	PT employees	7
 Female producers	24	PT female employees	1
Organic producers	76		
# of producers trained	85		
# of female producers trained	17		
# of producers under 35 y/o trained	20		

PLANET

Organic hectares cultivated	110
Average percent of shade on cacao farms	42%
Distance of producer to facility (km)	3
Distance to port (km)	430
Percentage of power from solar	60%

PRODUCT

Flavor

Lemon drop, strawberry jam & walnut

Fermentation style

Box 

Drying style

Patios & solar dryers

Quality practices

Temperature monitoring during fermentation, pH or sugar monitoring during fermentation, specific protocols for flavor & cut tests during fermentation

Hand sorting

Yes, always

Certifications



Number of awards in 2021 **6**

Crops that are used for intercropping

Banana, plantain, palm, citrus & timber

Environmental practices

Soil and river bank conservation

1.4	313	\$814
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Farm productivity & cacao quality

Local market price for cacao (dry kg)

\$2.60

+ Verified with traceability documentation

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price	Association price	FOB price	Average sales price
\$2.47 conventional	\$3.53 conventional	\$5.35 conventional	\$8.31 conventional
\$2.69 organic	\$3.82 organic	\$5.74 organic	\$8.62 organic

POLOCHIC 2021



The Association Integral of Smallholder Agroforestry Producers of the Sierra de las Minas (ASIPASM) comprises 177 Q'eqchi' Maya smallholder farming families across 7 communities in the lush Polochic Valley of southeastern Alta Verapaz. ASIPASM communities are on the slopes of the steep, lush mountains along the edge of the Sierra de las Minas Biosphere Reserve, looking out over the fertile Polochic Valley. The association was formed two years ago by smallholder producers who have been working to reforest areas historically used for production of corn and beans (milpa) through cacao agroforestry and establishment of timber and banana trees on their farms. ASIPASM has a fermentation house, drying decks, a drying patio and a warehouse in the village of Jolomijix 2 (ho-lo-mee-heesh) - in fact, 5 of the communities are all named Jolomijix! The association does regular accounting of their costs of production and is seeking to grow as a long term market partner for the remote communities around the Sierra de las Minas. We love ASIPASM's balanced profile of rich chocolate cake, candied peanuts, and dried cherry.

Federico Choc stands in front of a drying bed at ASIPASM.

POLOCHIC 2021

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	150	PT employees	2
 Female producers	25		
# of producers trained	200		
# of female producers trained	50		
# of producers under 35 y/o trained	20		

0.3	13	\$34
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices & cacao quality

PLANET

Organic hectares cultivated	85
Average percent of shade on cacao farms	36%
Distance of producer to facility (km)	2
Distance to port (km)	300
Percentage of power from solar	20%

Crops that are used for intercropping
Banana, plantain, palm, citrus & timber

Environmental practices
Soil conservation

PRODUCT

Flavor
Oreo, peanut & cherry

Fermentation style
Box 

Drying style
Patios & solar dryers

Quality practices
Temperature monitoring during fermentation & specific protocols for flavor

Hand sorting
Yes, always

Local market price for cacao (dry kg)
\$2.00



CACAOLIFE 2021

Amazon Specialities, our partner in Peru for certified organic CacaoLife cocoa butter and powder, was founded by Peruvians Aurelio Loret De Mola and Marco Fernandez-Concha to develop high quality cacao products working alongside cooperatives and producer groups around Peru. They work with 20 different cooperatives in cacao, working closely with them on box fermentation and drying protocols for their specific beans, as well as other Amazonian superfoods and specialty crops. The team promotes crop diversification for producers, and Amazon Specialities purchases a variety of those crops, to ensure year-round income for producers and support their financial risk management. Amazon Specialities has launched innovative reforestation initiatives, including recently purchasing 25 acres of degraded land and reforesting it with natural diverse rainforest. The company established their own manufacturing plant in Lima to control quality across the whole cocoa butter and powder process.

Team members of COPALGSA drying cacao.



CACAOLIFE 2021 +

PERU  PROCESSOR

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	94	FT employees	12
 Female producers	26	FT female employees	5
Organic producers	94	PT employees	40
		PT female employees	25

PLANET

Organic hectares cultivated	424
Average percent of shade on cacao farms	30%
Distance of producer to facility km	60
Distance to port (km)	1200

PRODUCT

Flavor

Butter: cocoa aroma, mild banana flavor, creamy and fresh

Powder: fresh, cocoa-forward, robust

Fermentation style

Box 

Drying style

Tarps on the ground, raised beds with a roof & solar dryers

Quality practices

Temperature monitoring during fermentation, specific protocols for flavor & cut tests during fermentation

Hand sorting

Yes, always

Certifications



Environmental practices

Reforestation project, replanting with natural forest 16 ha (out of 25 ha) of land previously used for animal herd.

4.5	309	\$666
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Quality trainings

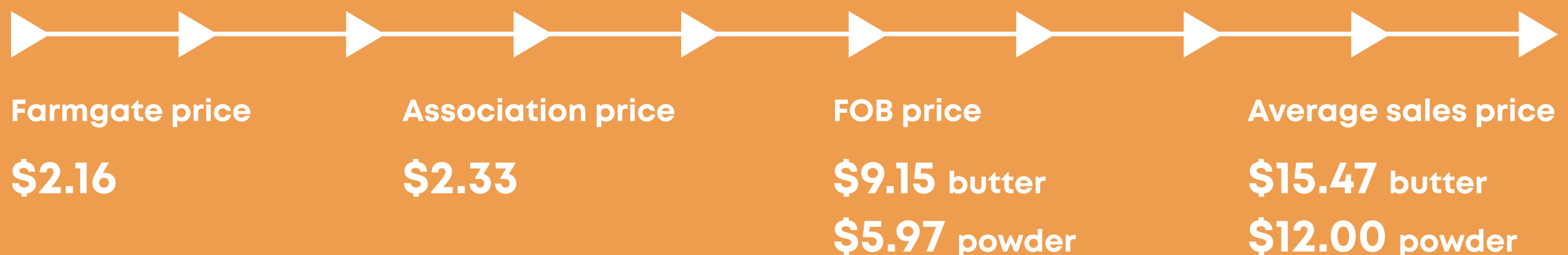
Local market price for cacao (dry kg)

\$1.96

+ Verified with traceability documentation

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



ITENEZ 2021

Itenez Wild Harvest Cacao is from the region around Baures, Bolivia, close to the Reserva Forestal Itenez and the Río Blanco. This initiative to support collectors of native, feral cacaos was started by Agricultural Economist and General Manager of Rainforest Exquisite Products S.A. (REPSA) Volker Lehmann, who worked to formalize the local cacao trade starting in 2004, with the goal to increase the quality of the harvest process and to support more sustainable cacao-generated income for local collectors. These beans are rare, native Beniano cacao, gathered and processed by local collectors. All Beniano cacao feral forests are called “chocolatales” in Bolivia. According to Heirloom Cacao Preservation (HCP) genetic tests, the cacao is 97.3% Beniano Boliviano with 2.7% Upper Amazon Forastero. These beans are uniquely small in size, with flavor notes of buttercream, papaya, and jasmine.

Cacao being harvested at Itenez.

ITENEZ 2021

BOLIVIA  GATHERERS

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	300	FT employees	2
 Female producers	20	PT employees	2
Producers under 35 y/o	250		

Community-focused initiatives

Founding and training of a local gatherer association.

PLANET

Hectares harvested / managed **5,000**

Distance to port (km) **2,500**

Crops that are used for intercropping

Trees/palms

Environmental practices

Capuchin monkeys thrive in and support overall health of chocolatales

PRODUCT

Flavor

Buttercream, papaya & jasmine

Fermentation Style

Box & bags 

Drying Style

Tarps on the ground & raised beds with a roof

Quality Practices

Humidity test and cut and taste check for dry beans at purchase point

Hand Sorting

Yes, always

Number of awards in 2021 **4**

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Price paid to gatherers per dry kg

\$3.75

Landed price

\$7.11

Average sales price

\$9.75

KABLON FARMS 2021

Kablon Farms is a 70-hectare biodiversified farm owned and operated by multiple generations of the Pantua family in Tupi, South Cotabato. The family recognizes their work as part of a long cultural tradition: the Philippines first grew cacao in the 18th century with seedlings that traveled via the Spanish Galleons from Acapulco, Mexico, to Manila. Filipinos also adapted many Mesoamerican chocolate drink traditions to their local context and these remain popular today. Today, the cacao production is managed by the eldest son, Ernesto "Jun" Pantua Jr., whose degree in agricultural engineering guides his work. The farm's verdant location in South Cotabato provides excellent growing conditions for cacao and other tropical fruits, and Jun's focus has been on producing high quality specialty cacao, growing a mix of "criollo" trees descending from the original stock from Mexico and hybrid, disease-resistant varieties imported from Malaysia in the 1980s. Organized into nine zones, the farm conducts box fermentation trials with cacao from each zone and from blending zones, generating different products with specific flavor profiles ideal for singular microlots.

Cacao being harvested at Kablon Farms.

KABLON FARMS 2021 +



PHILIPPINES 

FAMILY-OWNED ESTATE

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 FT employees	98
 FT female employees	25
PT employees	5
PT female employees	5

PLANET

Average percent of shade on cacao farms	34%
Distance to port (km)	50
Farm size (ha)	49

Crops that are used for intercropping

Banana, plantain, coconut, avocado, durian, mangosteen, soursop, papaya, guava, & jackfruit

Environmental practices

Vermicomposting for fertilization & only grass cutting for weed control

PRODUCT

Flavor

Malah Nah Bulong: Hot cocoa, marshmallow & red grapes

Kablon Original: Barley malt, yogurt covered raisin & spice rum

Bon Bulak: Sage, lilac, petit verdot & porcini

Fermentation style

Box 

Drying style

Raised beds with a roof

Quality practices

Sugar analysis of wet cacao at purchase point, temperature monitoring during fermentation & specific protocols for flavor

Hand sorting

Yes, always

Certifications



TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



FOB Price

\$5.75

Average sales price

\$10.83

+ Verified with traceability documentation

MAYA MOUNTAIN 2021

Founded in 2010, Maya Mountain Cacao (MMC), a subsidiary of Uncommon Cacao, put Belize on the craft chocolate map as a pioneer in the centrally-fermented cacao social enterprise model, and was the first in the country to produce high quality exports of this type for the U.S. market. Currently managed by Petrona Diane Coy, MMC works with 374 certified organic smallholder cacao producers in the Toledo and South Stann Creek districts. The majority identify as indigenous Q'eqchi' and Mopan Maya whose families have been producing cacao for generations. MMC's 100% Belizean Maya-led team processes all cacao at a post-harvest facility where three unique stages of sun drying create optimal flavor. While the Covid-19 pandemic has seriously impacted the producers with whom MMC works, MMC has continued purchasing cacao, and even worked to fundraise for Covid relief for transportation and cleaning and sanitization needs for these producer families during lockdowns. The beans carefully produced by the producers in Maya Mountain Cacao's network and fermented by our team offer consistent, well-balanced flavor notes of honey, pineapple, and raisin. In 2019, Maya Mountain Cacao was awarded a Cocoa of Excellence Award, which placed it within the Top 20 cocoas globally.

Marlon Coc tucking in the beans for a nice fermentation.

MAYA MOUNTAIN 2021 +



UNCOMMON CACAO

BELIZE 

CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	374	FT employees	9
 Female producers	36	FT female employees	2
Organic producers	374	PT employees	7
Total # of producers trained	374		
# of female producers trained	36		
# producers under 35 y/o trained	15		

PLANET

Organic hectares cultivated	407
Average percent of shade on cacao farms	30%
Distance of producer to facility (km)	23
Distance to port (km)	239

Crops that are used for intercropping

Banana, plantain, coconut, citrus, avocado, cashew & coffee

Environmental practices

All registered MMC network producers practice sustainable organic farming with fruit tree intercropping and habitat creation for animals; commitment to no chemical or slash and burn usage

PRODUCT

Flavor

Honey, pineapple & raisin

Fermentation style

Box 

Drying style

Raised beds with a roof

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Hand sorting

Yes, always

Certifications



Number of awards in 2021

14

1.1	200	\$623
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Water access programs, training programs, contribution to environmental clubs within the buffer zones

Trainings conducted

Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

\$1.64

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$3.13

FOB price

\$5.43

Average sales price

\$8.30

+ Verified with traceability documentation

OAXACA BICOLOR 2021



Indigenous Chinantec producers of the biodiversity hotspot of Oaxaca, Mexico, have cultivated pataxte (also known as *Theobroma bicolor*, balam, macambo, and jaguar cacao) for generations. Canada-based Michael Sacco of Chocosol Traders and Chinantec community elder Don Max have spent a decade working to support increased production through the planting of 30,000 pataxte trees in the area of San Felipe de León, part of an agroforestry project where the crop is grown alongside its cousin *Theobroma cacao*, achiote, vanilla, coffee, rosita de cacao, and more. The pataxte is gathered by local community members and fermented and dried, then brought to be roasted, peeled by hand, and packaged for export in a small-scale village processing facility. Pataxte seeds are also sometimes referred to as albino cacao or cacao blanco, for their white color, and their flavor profile is mild and nutty, without traditional chocolate flavor notes.

A pile of harvested *Theobroma bicolor* pods (green and light yellow) alongside cacao pods (darker yellow).



OAXACA BICOLOR 2021

MEXICO  GATHERERS

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	150	FT employees	1
 Female producers	75	PT employees	20
Producers under 35 y/o	50	PT female employees	15

27

Average sales per gatherer (dry kg)

\$145

Average annual cacao revenue per gatherer

Community-focused initiatives

Village processing hub

PLANET

Hectares harvested / managed **200**

Distance to port (km) **1,000**

Crops that are used for intercropping

Palm, coconut, timber, avocado, coffee, patastle, mamey, vanilla & rose of cacao

Environmental practices

Cacao grown in forest gardens on communal indigenous lands

PRODUCT

Flavor

Cashew & mild nut butter

Fermentation style

Buckets 

Drying style

Patios

Quality practices

Fermentation workshops, producer training on agronomy and quality

Hand sorting

Yes, always

Local market price for cacao (dry kg)

\$4.93

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Price paid to gatherers per dry kg

\$5.42

Price to association

\$5.67

FOB price

\$11.00

Average sales price

\$21.54

Öko Caribe 2021



Nestled in the heart of the cacao-rich Duarte province of the Dominican Republic, Öko-Caribe (or “eco-Caribe,” in German) is a gem amongst cacao suppliers. With more than 50 years of combined experience in cacao, owners Adriano de Jesus Rodriguez and Gualberto Acebey Torrejon have fine-tuned their systems to ensure consistent, superior quality in their 500+ tons of annual production. Öko Caribe maintains close relationships with its 127 producers through technical training in agronomic practices and organic certification. In addition, owners Adriano and Gualberto have personal relationships with all producers, offering microfinance loans for cacao-related expenses, as well as personal loans for family emergencies or other community needs. The loyalty between Öko Caribe and their producer partners manifests in daily interactions between staff, management, and in their best-in-class award winning final product. The COVID-19 pandemic brought higher prices for cacao to the Dominican Republic market and Öko offered more pre-harvest financing to producers in an effort to support them while essential products were expensive and people were in quarantine. In 2020, Öko invested in more fermentation boxes and solar drying decks to increase their volume potential and better serve a growing craft chocolate market with high quality cacao with flavor notes of vanilla, marzipan, and coconut cream.

Oko Caribe team members sort cacao on the drying bed.



ÖKO CARIBE 2021 +

UNCOMMON CACAO

DOMINICAN REPUBLIC  CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	127	FT employees	16
 Female producers	13	FT female employees	6
Organic producers	127	PT employees	10
Producers under 35 y/o	8	PT female employees	5
# of producers trained	25		
# of female producers trained	5		
# of producers under 35 y/o trained	2		

4.8

Average farm size (ha)

1490

Average sales per producer (dry kg)

\$3,799

Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices & cacao quality

PLANET

Organic hectares cultivated	607
Average percent of shade on cacao farms	60%
Distance of producer to facility (km)	25
Distance to port (km)	180

Crops that are used for intercropping

Banana, plantain, palm, coconut, citrus, timber & avocado

Environmental practices

Plastic collection

PRODUCT

Flavor

Vanilla, marzipan & coconut cream

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

Temperature monitoring during fermentation, specific protocols for flavor & cut tests during fermentation

Hand sorting

Yes

Certifications



Number of awards in 2021 **10**

Local market price for cacao (dry kg)

\$2.32

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.55

FOB price

\$3.73

Average sales price

\$6.29

+ Verified with traceability documentation



PISA 2021



PISA is committed to changing cacao processing and exportation from Haiti. In 2013, PISA launched a revolutionary change in Haiti's cacao production system by building the first centralized processing facility in the country. Haiti was historically unfocused on quality and rather produced a bulk unfermented commodity. Haiti shares an island with the Dominican Republic (DR), one of the world's largest producers of high quality organic cacao. The team at PISA, overseen by Aline Etlicher and Fenise Pierre Antoine, envisioned Haiti's cacao industry developing similarly to the DR. PISA currently provides more than 1,000 organic certified smallholder producers access to the specialty cacao market by purchasing wet cacao directly from them, centrally fermenting it, and selling it at a premium price for its higher quality. Market disruptions caused by the pandemic meant PISA had to stop buying cacao during 2020, which was very challenging for the producers and for PISA. Demand has increased since, but 2021 saw drought conditions in Haiti so it was difficult to fulfill the strong growth in demand. Working through these challenges, PISA continues their strong efforts to bring affordable organic beans to the craft chocolate market with an approachable flavor profile of classic chocolate, almond butter, blackberries, and vanilla cream.

Mesidor Walex (also known as Tijo), a PISA team member since 2015, sorts drying beans. A colleague from CASELI/Root Capital looks on in the foreground.

PEOPLE

 Producers purchased from	1229	FT employees	10
 Female producers	538	FT female employees	3
Organic producers	1229	PT employees	60
# of producers trained	304	PT female employees	25
# of female producers trained	112		

PLANET

Organic hectares cultivated	1303
Average percent of shade on cacao farms	80%
Distance of producer to facility (km)	31
Distance to port (km)	16
Percentage of power from solar	95%

PRODUCT

Flavor

Almond butter, blackberry & creamy

Fermentation style

Box 

Drying style

Tarps on the ground, patios, raised beds with a roof

Quality practices

Temperature monitoring during fermentation, cut tests during fermentation

Hand sorting

Sometimes

Certifications



Number of awards in 2021

4

1.1*

Average farm size (ha)

156**

Average sales per producer (dry kg)

\$343**

Average annual cacao revenue per producer

*Average plot size is often spread across multiple farms

**Prices include premium payments paid out once per year

Trainings conducted

Ecological practices, business or finance

Crops that are used for intercropping

Banana, plantain, palm, citrus & timber

Environmental practices

Organic certification requires environmentally responsible practices

Local market price for cacao (dry kg)

\$1.50

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.20

Association price

\$2.32

FOB price

\$4.03

Average sales price

\$6.72

SEMULIKI FOREST 2021

Located in Bundibugyo, Western Uganda, Semuliki Forest cacao is produced by more than 2,500 certified organic smallholder producers, more than half of whom are women. Latitude Trade Co. (LTC), founded and managed by Jeff Steinberg, is a vertically integrated certified B Corp in Uganda sourcing and producing award-winning specialty cacao and bean to bar chocolate at origin. LTC processes and exports this cacao, employing more than 40 organized rural collection points for producers to sell fresh cacao weekly into the network and receive a premium cash price at the point-of-sale. LTC offers producers training on farm productivity, ecological practices, cacao quality, and finance. LTC's centralized fermentation facility and warehouse sits in the town of Kasese, at the base of the hills leading into the mountains. The site's design takes advantage of all possible available sunshine while limiting runoff from heavy rainfall. Fermentation boxes have a 500kg capacity and total duration of fermentation varies from 5.5-6.5 days. Sun-dried beans lay on portable raised racks for six to seven days and are blended to create consistent lots with the best possible flavor notes of cinnamon, dark chocolate, and fig before export.

A LTC team member quality checks drying cacao.



SEMULIKI FOREST 2021 +

UNCOMMON CACAO

UGANDA  CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	2507	FT employees	35
 Female producers	1418	FT female employees	14
Organic producers	2507	PT employees	72
Producers under 35 y/o	409	PT female employees	27
# of producers trained	645		
# of female producers trained	309		

PLANET

Organic hectares cultivated	1,492
Average percent of shade on cacao farms	70%
Distance of producer to facility (km)	160
Distance to port (km)	1,507
Percentage of power from solar	40%

Crops that are used for intercropping

Banana, plantain, palm & coffee

Environmental practices

Organic certification requires environmentally responsible practices

PRODUCT

Flavor

Cinnamon, dark chocolate & fig

Fermentation style

Box 

Drying style

Tarps on the ground, patios & raised beds with a roof

Quality practices

Sugar analysis of wet cacao at purchase point, temperature monitoring during fermentation, specific protocols for flavor, cut tests during fermentation, chocolate & liquor preparation

Hand sorting

Yes

Certifications



Number of awards in 2021 **1**

0.7

Average farm size (ha)

222

Average sales per producer (dry kg)

\$514

Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices, cacao quality & business or finance

Local market price for cacao (dry kg)

\$1.95

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.32

FOB price

\$4.50

Average sales price

\$6.91

+ Verified with traceability documentation

UNCOMMON CACAO

TRANSPARENT TRADE

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