



UNCOMMON CACAO

SOURCE & TRADE

2017 Transparency Report

Photo: Julio Padilla, working on the farm in Tumaco, Colombia

UNCOMMON CACAO

2017 TRANSPARENCY REPORT

SOURCE & TRADE

Our mission is to create transparency, stability, and success across the cacao supply chain.

The problem is, the chocolate system is broken. Cacao is seriously undervalued.

The commodity price for cacao is volatile and too low.

Chocolate makers are increasingly held accountable for the relationships they have with suppliers by consumers who want to see impact, authenticity, and transparency in the supply chain.

Uncommon Cacao goes above and beyond to support our 150+ makers globally through impact reporting, pricing transparency, quality control and development, best-in-class customer service, and cacao adventures to meet producers.



Uncommon Quality

We closely manage the quality of the beans in our supply chain through rigorous evaluation and ongoing training. Farmers who produce high quality beans achieve greater business stability, as growing chocolate makers depend on these beans and farmers for their award-winning chocolate.



Farmer Prosperity

Decommoditizing cacao is vital to improving farmer livelihoods. While the commodity market treats all cacao identically, costs of production, flavor profiles, and environments vary widely across origins. Paying for the unique qualities of cacao through higher farmgate and export prices brings farmers closer to earning a living wage.



Radical Transparency

Radical transparency is our tool for opening the conversation, building trust, and driving change across the cacao supply chain. We publish our pricing from farmgate to final sale so our customers and cacao producers know how the money flows. We are committed to doing honest business as a new kind of supply chain company.

Uncommon People

Work Ethic

Planting, harvesting, fermenting and drying cacao is no joke. Our team and the farmers we source from all work exceptionally hard across many challenging environments and diverse communities to ensure our cacao tastes great and is produced responsibly.



4,131

Farmers in the Uncommon network.

58% Increase from 2016



1,156

Female farmers in the Uncommon network.

33% Increase from 2016

INDICATORS

Metric	2015	2016	2017
Origins	5	11	14
Countries	2	5	6
Staff	14	26	16
Annual Farmer Revenue	\$375	\$604	\$643
Certified Organic (ha)	209	2,676	4,040
Total Cacao Purchased (MT)	101	139	228

Uncommon Pricing 2017

We pay more for hard work done well.



Uncommon Export Price:
Price paid to exporter



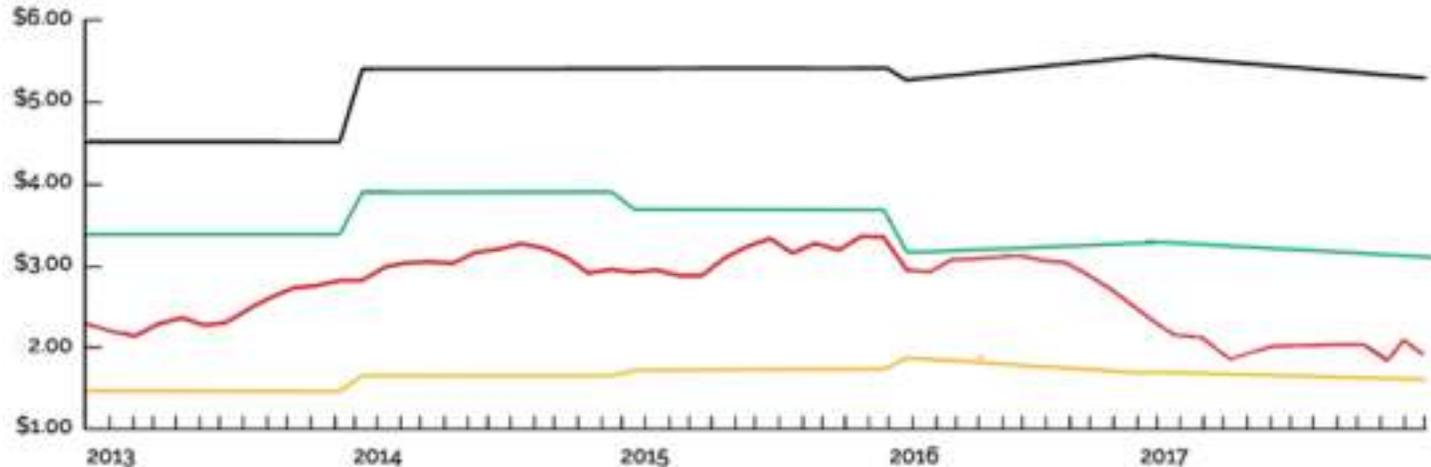
Uncommon Farmgate Price:
Price paid to farmer



Commodity Price:
World market price (NY ICE)



West Africa Farmgate Price:
Average Ivory Coast and Ghana official farmgate prices





Uncommon Origins

UNCOMMON CACAO
SOURCE & TRADE



MAYA MOUNTAIN

ORIGIN STORY

Maya Mountain Cacao (“MMC”) is a pioneer in direct trade cacao sourcing. MMC, founded in 2010, put Belize on the craft chocolate map as the first exporter in the country to produce high-quality, centrally-fermented, transparently sourced cacao. MMC works with 350+ certified organic smallholder cacao farming families in the Toledo District, most of them indigenous Q’eqchi’ and Mopan Maya. MMC centrally processes all cacao at a post-harvest facility where three unique stages of sun drying create optimal flavor. MMC operates a 24-hectare Demonstration Farm, for research and trainings in best practices for increasing cacao yield and quality; in 2016, the first pods were harvested from the demo farm, just 18 months after planting. MMC is focused on being a sustainable, long term and transparent partner to farmers and producing uniquely delicious and sweet cacao that creates real positive impact for the communities of southern Belize.

A farmer reaches into a freshly harvested cacao pod.

MAYA MOUNTAIN CACAO

2017

BELIZE

Region: Southern Belize



THE BEANS

87 % Fermentation Rate



Awards: 37



Hand Sorted



Harvest: Peak: Mar - May Small: Oct - Feb



5.4%

FAT

53.2%



Fermented in: Wooden Boxes



Solar Dried



Certifications: Organic (USDA/NOP, EU)



Flavor Notes: Honey, Pineapple, Raisin

FARMER IMPACT



411 Farmers



23 Female Farmers



Origin Structure: Centralized Fermentation Company

189 kg

Average Sales per Farmer (Dry KG equivalent)

\$750

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with timber trees, bananas, and avocados.

This origin operates a 24 ha demonstration Farm.

443 ha

of Organic Cacao Hectares Cultivated.

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **168%** more than the West Africa farmgate price.

The exporter earns **196%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

41.7 MT

FARMGATE PRICE

\$3.97

EXPORT PRICE

\$6.00

LANDED PRICE

\$6.61

SALES PRICE RANGE

\$7.65-10.62



LACHUÁ

ORIGIN STORY

Laguna Lachuá is a large pristine cenote lake deemed a national park in 1976 and a Ramsar site in 2006. The "Eco-region Lachuá" around the lake is home to Q'eqchi' Maya families, many of whom live off grid and rely on production of cacao, honey, cardamom, corn and other crops for their livelihoods. Cacao farmers are organized into three certified organic community associations, ASODIRP, ABOSELNOR, and K'AT'BALPOM, each with its own fermentation and drying operation. Lachuá communities have planted over 245 hectares of new cacao since 2014 and improved financial literacy in cacao production through projects supported by the International Union for the Conservation of Nature (IUCN), FUNDALACHUA, and FundaSistemas, with the shared goal of protecting the Laguna and improving their quality of life.

Doña Olga, board member of ASODIRP, on her farm. ASODIRP is one of the three associations that comprise Lachuá.

LACHUÁ

2017

GUATEMALA

Region: Alta Verapaz



THE BEANS

88 % Fermentation Rate



Awards: 17



Hand Sorted



Harvest: Peak: Mar - June



5.2%

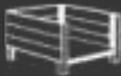
FAT

54.5%

Fermented in: Wooden Boxes



Solar Dried



Certifications: Organic (USDA/NOP, EU)



Flavor Notes: Strawberry, Creamy Espresso

FARMER IMPACT



153 Farmers



20 Female Farmers



Origin Structure: Association

152 kg Average Sales per Farmer (Dry KG equivalent)

\$438 Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with bananas, plantains, cardamom, and coffee.

The protected area of this farm surrounds Lake Lachuá.

146 ha # of Cacao Hectares Cultivated

61 ha # of Organic Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **80%** more than the West Africa farmgate price.

The exporter earns **189%** more than the 2017 average commodity price.

2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

15.84 MT



	FARMGATE PRICE	ASSOCIATION PRICE	LANDED PRICE	EXPORT PRICE	SALES PRICE RANGE
ORGANIC	\$2.90	\$4.08	\$6.38	\$5.99	\$7.60-9.80
CONVENTIONAL	\$2.67	\$3.92	\$5.86	\$5.86	\$6.70-9.50

CAHABÓN

ORIGIN STORY

The Association of Integrated Development Santa Maria Cahabón (ADIOESMAC), founded in 2004, cultivates and sells cacao, cardamom, cinnamon, coffee and chili peppers. Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón region, the association processes cacao using wooden fermentation boxes and a combination of covered raised bamboo decks and drying patios. This group's first experience in fine cacao export was in the early 2000's with Scharffenberger; in recent times, they were the first association in the Cahabón region to export centrally fermented cacao to U.S. bean-to-bar makers, and have sold exclusively to Dandelion Chocolate through Cacao Verapaz since 2014. Dandelion calls these UF genetics "potato beans," and they are huge indeed, coming in at 46 beans per 100 grams. The association has continued to plant more cacao every year with support from the Ministry of Agriculture and various NGOs; most of the cacao planted is reforesting areas of "milpa" or corn and bean production, and children of the association members are starting to take over cacao production and processing for their parents.

This UF cacao pod creates our iconic large "potato" sized beans from ADIOESMAC



CAHABÓN

2017

GUATEMALA

Region: Alta Verapaz



THE BEANS

85 % Fermentation Rate



Harvest:
Peak: Mar - Jul



Hand Sorted

FAT 48%



4.9%



Solar Dried



Fermented
in: Wooden
Boxes



Flavor Notes:
Oreo Cookies,
Nuts

FARMER IMPACT



43

Registered
Farmers



257

Farmers
purchased
from in 2017



Origin Structure: Association

77 kg

Average Sales per Farmer
(Dry KG equivalent)

\$201

Average Annual Revenue from
Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped
with bananas, plantains,
cardamom, and coffee.

This farm has a clonal garden
with 10 unique native genetics.

43 ha

of Cacao
Hectares
Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **77%** more than the West Africa farmgate price.

The exporter earns **110%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
9.78 MT	\$2.62	\$3.77	\$5.70	\$6.16	\$7.25

CHIVITE

ORIGIN STORY

The community of San Juan Chivite is based entirely within a 180-hectare cacao farm, abandoned by its owner during the terrible Guatemalan civil war in the 1980's and handed over in 1985 to the 65 families who were former workers of the farm. In 2002, the families converted a portion of the farm that was formally coffee over to cacao, and as the community has grown from 64 to 125 families today, cacao cultivation remains the source of over 90% of the community's income. The village and farms are accessible only by swinging bridge over the wide, rushing Cahabón river; to sell cacao, association members carry 100-lb sacks over the bridge on their backs. In 2016, chocolate maker Goodnow Farms invested a donation into ASOCHIVITE, enabling them to construct the village's first centralized fermentery and drying decks, and sparking catalytic growth and development in the region including the installation of electricity for the village in late 2016. The association earned organic certification in 2016 and in collaboration with Cacao Verapaz exported its first lots in the same year.

Farmers cross the narrow bridge into San Juan Chivite.



CHIVITE

2017

GUATEMALA

Region: Alta Verapaz



THE BEANS

79 % Fermentation Rate



Awards: 1



Hand Sorted



Harvest: Peak: Mar - June



5.3%

FAT

47%



Fermented in: Wooden Boxes



Solar Dried



Certifications: Organic (USDA/ NOP, EU)



Flavor Notes: Mango, Sweet, Bright Fruit

FARMER IMPACT



15

Registered Farmers



200

Farmers purchased from in 2017



Origin Structure: Association

231 kg

Average Sales per Farmer (Dry KG equivalent)

\$638

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with bananas, plantains, and coconuts.

The organic agriculture of this farm protects the Cahabón River which flows through the community.

51 ha

of Cacao Hectares Cultivated

20 ha

of Organic Cacao Hectares

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **77%** more than the West Africa farmgate price.

The exporter earns **143%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON		FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
12.6 MT	ORGANIC	\$2.82	\$3.92	\$6.04	\$6.40	\$8.50-8.80
	CONVENTIONAL	\$2.62	\$3.77	\$5.88	\$6.35	\$7.40-8.60

POLOCHIC

ORIGIN STORY

The Association of Organic Producers for Integrated Development of the Polochic (APODIP) comprises 495 smallholder farming families in the lush Polochic Valley of southeastern Alta Verapaz, including 126 women as primary cacao producers in the association. While APODIP is one of Cacao Verapaz's newest partners, and only began fermenting cacao in April 2016, the association was founded in 2003 and has been producing and exporting certified Organic coffee for 13 years. Farmers live throughout 35 communities across the Polochic Valley, which neighbors a forest reserve called La Reserva de Biosfera Sierra de las Minas, and the association is partially responsible for protecting this 2,400 square km reserve which varies between 150 and 3,000 meters in altitude. The Polochic Valley is said to be one of the hottest micro-climates in Guatemala, which, paired with the relatively small size of the cacao seeds (which might be a unique trait of the clones growing in this region), helps produce a high fermentation rate in the cacao and unique flavor profile. We find the cacao to have a balanced nutty, chocolatey flavor with some caramel notes.

Luis Arturo Tun, Quality Manager for Cacao Verapaz in Polochic.



POLOCHIC

2017

GUATEMALA

Region: Alta Verapaz



THE BEANS

87%

Fermentation Rate



Awards: 1



Hand Sorted



Harvest: Peak: Mar - June



5.1%

FAT

50.9%



Fermented in: Cascading Wooden Boxes



Solar Dried



Flavor Notes: Caramel, Nuts, Cocoa

FARMER IMPACT



400
Farmers



250
Female Farmers



Origin Structure: Association

19.7 kg

Average Sales per Farmer (Dry KG equivalent)

\$53

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with bananas, plantains, cardamom, and coffee.

The Association helps steward and protect the Biosfera Sierra de las Minas, a 2,400-km forest reserve.

155 ha

of Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **83%** more than the West Africa farmgate price.

The exporter earns **176%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

	VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
	6.12 MT	\$2.71	\$3.62	\$5.60	\$6.07	\$8.60-9.75



MONTE GRANDE

ORIGIN STORY

Drive through the dramatic volcanic highlands of Guatemala towards the Pacific coast and land at Monte Grande, a family-owned farm near the border with Chiapas, Mexico. The farm, which includes cacao, rubber, and palm, was purchased in 1867 by the Conde family with six gold coins. This region of Guatemala, known as "Costa Sur," was historically the country's center of cacao production and genetic research, but when prices dropped in the 1970s most cacao was abandoned. Since 1984, the Conde family has been planting new varieties and propagating selected trees from the farm. Today, the cacao farm is 19 hectares and expanding with 11 hectares of seedlings grown in the farm's own nursery designed for water conservation and multi-crop propagation. Antonio Conde, 26 years old and a graduate of Earth University in Costa Rica, manages the farm on behalf of his family and seeks to replace as many of the farm's former palm and rubber plots as possible with cacao agroforestry, setting an example for other estates in the region.

Ricardo Carreto, manager of the nursery at Monte Grande.

MONTE GRANDE

2017

GUATEMALA

Region: Costa Sur



THE BEANS

79 % Fermentation Rate



Harvest:
Peak: Apr-Aug



Hand Sorted

FAT 56%



5.2%



Solar Dried



Fermented
in: Wooden
Boxes



Flavor Notes:
Raspberry,
Citrus

THE FARM



150
Workers
Employed



4
Female
Workers



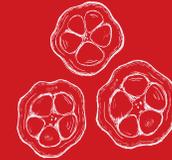
Origin Structure: Family Owned Estate

ENVIRONMENT



Biodiversity

Cacao is intercropped
with bananas,
plantains, palm oil,
and rubber trees.



20 ha # of Cacao
Hectares
Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, the farm is paid **145%**
more than the West Africa farmgate price.

The exporter earns **122%** more than
the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS

VOLUME
PURCHASED
BY UNCOMMON

2.7 MT



PRICE PAID
TO FARM

\$3.62

EXPORT
PRICE

\$4.50

LANDED
PRICE

\$4.92

SALES PRICE
RANGE

\$6.30-7.90



CHIMELB

ORIGIN STORY

Finca Chimelb is a magnificent private farm in Lanquín, Alta Verapaz. Its scale is unparalleled in the region: the farm spans 4,500 hectares, 2,298 of which are natural and planted forest protected by the farm. Chimelb is the largest cacao farm in Alta Verapaz, at 250 hectares of cacao cultivation, and also grows specialty coffee, rubber, eucalyptus, and pine. Finca Chimelb employs approximately 400 workers across all crops on average, reaching more than 2,000 workers during peak harvest of coffee, and pays 40% above Guatemala's minimum wage, as well as social security for all employees. Finca Chimelb has an exceptionally diverse clonal garden to evaluate both heirloom and new clones, monitor tree productivity and compatibility, and use data to increase yields. The farm espouses environmentally friendly cultivation, planting cover crops like rubber trees to control soil erosion control and analyzing micro-organisms in the most fertile areas of the farm to reproduce and introduce them into less fertile areas. Finca Chimelb has hosted multiple trainings for local smallholder farmers in collaboration with Cacao Verapaz, and takes its social responsibility seriously in contributing to the Guatemalan cacao industry through a combination of trainings, employment, clonal development, and research into best practices for the local climate.

A glimpse of the stunning landscape at Finca Chimelb.

CHIMELB

2017

GUATEMALA

Region: Alta Verapaz



THE BEANS

76 % Fermentation Rate



Awards: 2



Hand Sorted



Harvest: Peak: Mar - July



5.2%

FAT

46.9%



Fermented in: Wooden Boxes



Solar Dried



Flavor Notes: Blackberry, Plumeria, Espresso

THE FARM



50
Workers Employed



10
Female Workers



Origin Structure: Family Owned Estate

ENVIRONMENT



Biodiversity

Cacao is intercropped with bananas, plantains, cardamom, and rubber trees.



140 ha

of Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, the farm is paid **143%** more than the West Africa farmgate price.

The exporter earns **148%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

14.76 MT



PRICE PAID TO FARM

\$3.60

EXPORT PRICE

\$5.03

LANDED PRICE

\$5.47

SALES PRICE RANGE

\$7.25-9.00



PISA

ORIGIN STORY

Produits Des Iles SA (PISA) is committed to changing the way cacao is processed and exported from Haiti. Historically, large export companies have purchased dried, unfermented, low quality cacao from smallholder farmers at prices below the commodity market. PISA's launch in 2014 of their centralized processing facility represented a revolutionary change in Haiti's cacao production system. Now, PISA is the only company purchasing and centrally fermenting wet cacao, and as a result are able to sell it at a higher price for its higher quality. Farmers now earn approximately four-times as much money as they did before PISA, and are simultaneously incentivized to protect their trees from the environmentally degrading charcoal market.

Nocelyn Preval, aka "Chiquito", has worked with PISA since the company was founded. Here he is pictured with the PISA drying decks in their centralized fermentation facility.



THE BEANS

94 % Fermentation Rate



Awards: 11



Hand Sorted



Harvest:
Peak: Mar - Jun
Small: Oct - Dec



5.2%

FAT

55.7%



Fermented in: Wooden Boxes



Solar Dried



Certifications: Organic (USDA/ NOP)



Flavor Notes: Tart fruit, Roasted Nuts

FARMER IMPACT



1642
Farmers



751
Female Farmers



Origin Structure: Centralized Fermentation Company

92 kg

Average Sales per Farmer (Dry KG equivalent)

\$250

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with citrus, avocados, mango trees, hard woods, and yams.



1024 ha

of Organic Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **10%** more than the West Africa farmgate price.

The exporter earns **112%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

26.81 MT

FARMGATE PRICE

\$1.63

EXPORT PRICE

\$4.30

LANDED PRICE

\$4.80

SALES PRICE RANGE

\$5.30-9.20

ÖKO-CARIBE

ORIGIN STORY

Nestled in the heart of the cacao rich Duarte province in 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 165 farmers through technical training, in agronomic practices and organic certification. In addition, owners Adriano and Gualberto have personal relationships with all farmers, 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 the farmers they work with is not only evidenced in daily interactions between staff, management and farmers, but also in their best-in-class, award winning final product.

*Gualberto Acebey Torrejon and Adriano de Jesus Rodriguez,
the owners of Öko Caribe.*





THE BEANS

95 % Fermentation Rate



Awards: 39



Hand Sorted



Harvest:
Peak: Jan - Jul
Small: Oct - Dec



5.1%

FAT

55.2%



Fermented in: Wooden Boxes



Solar Dried



Certifications: Organic (USDA/NOP)



Flavor Notes: Deep Chocolate, Red & Brown Fruit

FARMER IMPACT



165
Farmers



24
Female Farmers



Origin Structure: Centralized Fermentation Company

839 kg

Average Sales per Farmer (Dry KG equivalent)

\$1313

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with musaceas, avocado, zapote, oranges, buen pan.



1380 ha

of Organic Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **32%** more than the West Africa farmgate price.

The exporter earns **111%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

50.4 MT

FARMGATE PRICE

\$1.96

EXPORT PRICE

\$4.27

LANDED PRICE

\$4.50

SALES PRICE RANGE

\$4.80-7.10





XXX

TUMACO

ORIGIN STORY

On the southern pacific coast of Colombia, Tumaco is a region that has been hard hit by historic political conflict and plagued by narcotrafficking. The predominantly Afro-Colombian population has faced a great deal of prejudice and sustainable local development has been hijacked by extensive penetration of paramilitary and narco groups. When Cacao de Colombia first explored the region back in 2011, they found cacao everywhere; drying on any flat surface farmers could find, including the road. The sheer volume of cacao was overwhelming, and the opportunity for quality and systemic improvement was obvious. Cacao de Colombia has worked with three community cooperatives to introduce centralized processing and drying. Because of the introduction of centralized processing and Cacao de Colombia's expertise in high-quality flavor development, farmers today earn 70% more income from cacao today than they did when selling dried beans to the commodity market supply chain, and have a true sustainable alternative to coca production or involvement in the narco groups.

Julio Pineda, member of Corpoteva cooperative in Tumaco (Corpoteva is one of the three cooperatives that comprise Tumaco)

TUMACO

2017

COLOMBIA

Region: Tumaco



THE BEANS

96 % Fermentation Rate



Awards: 6



Hand Sorted



Harvest:
Peak: Jun- Jul
Small: Nov - Jan



5.0%

FAT

50.7%



Fermented in: Wooden Boxes



Solar Dried



Flavor Notes: Chocolate, Whisky, Tobacco

FARMER IMPACT



700

Farmers purchased from in 2017



48

Female Farmers



Origin Structure: Association

384 kg

Average Sales per Farmer (Dry KG equivalent)

\$1,135

Average Annual Revenue from Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with palms, bananas, and citrus.

This origin has a clonal garden with 9 unique native genetics.

560 ha

of Cacao Hectares Cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **99%** more than the West Africa farmgate price.

The exporter earns **186%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

23.0 MT

FARMGATE PRICE

\$2.95

EXPORT PRICE

\$5.80

LANDED PRICE

\$6.31

SALES PRICE RANGE

\$6.90-7.80



SIERRA NEVADA

ORIGIN STORY

The Sierra Nevada is a majestic mountain range in the northern part of Colombia, bordering the stunning beaches of the Caribbean coast and reaching up to 18,700 ft in altitude. Cacao de Colombia recently installed a state-of-the-art fermentation and drying center in the lower-altitude community of Macondo, where they primarily source cacao from approximately 10 farming families in the department of Magdalena. Farmers' degree of technical expertise stands out as outstanding: farmers are even running their own pollination trials to improve quality and yields, which are currently around 700 Kg/hectare in the region. Cacao de Colombia has been providing technical assistance and a stable market to farmers in the Sierra Nevada for the last 6 years, and the results are clear in both the quality of the cacao and the impact on farmers. Farmers are reporting a 72% higher annual income than before this new market existed, and Cacao Hunters' Sierra Nevada 64% bar with this cacao won the gold award for best chocolate in the world in 2016.

José Gregorio Gómez, regional manager for Cacao de Colombia in the Sierra Nevada, tests humidity level of drying cacao beans at the Macondo fermentation center.

SIERRA NEVADA

2017

COLOMBIA
Region: Sierra Nevada



THE BEANS

79 % Fermentation Rate



Awards: 2



Hand Sorted



Harvest:
Peak: Jun-Jul
Small: Nov - Jan



6.0%

FAT

43.4%



Fermented in: Wooden Boxes



Solar Dried



Flavor Notes: Floral, Apricots

FARMER IMPACT



10
Farmers



3
Female Farmers



Origin Structure: Centralized
Fermentation Company

956 kg

Average Sales per Farmer
(Dry KG equivalent)

\$3,059

Average Annual Revenue from
Cacao, per Farmer

ENVIRONMENT



Biodiversity

Cacao is intercropped with palms, fruits, and cattle.



25 ha

of Cacao Hectares cultivated

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **116%** more than the West Africa farmgate price.

The exporter earns **220%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

1.0 MT

FARMGATE PRICE

\$3.20

EXPORT PRICE

\$6.50

LANDED PRICE

\$7.04

SALES PRICE RANGE

\$8.50-9.60



ARHUACOS

ORIGIN STORY

The Arhuacos are one of three indigenous groups that preserve the biodiversity sanctuary of the Sierra Nevada in Colombia. They believe that the balance of humanity is in the respect of all beings and the earth and that their territory, the Sierra Nevada, is the center of the universe. This community recently returned home after generations of land issues with colonizers and drug wars. Now, the Arhuacos derive their livelihoods mainly from sustainable agriculture including harvesting of native cacao deep in the jungle close to the Venezuelan border. Since 2009, Cacao Hunters has worked with the Arhuacos community of about 70 farmers to produce well-fermented, high quality cacao. In 2017, Cacao de Colombia handed management of the centralized fermentation and processing center over to the community to manage. Today, the Arhuacos farmers make 58% more income by selling wet cacao to their own processing center than dry to other buyers. For a community in which cacao is the main source of income for 9 out of 10 farmers, and where 73% of the people live below the Colombian poverty line, this increase in income makes a big difference in quality of life for families and furthers the sustainability of this incredible culture.

Francisco Villafania, manager of the Arhuacos fermentation facility in Sierra Nevada, with José Gregorio from Cacao de Colombia.

ARHUACOS

2017

COLOMBIA
Region: Sierra Nevada



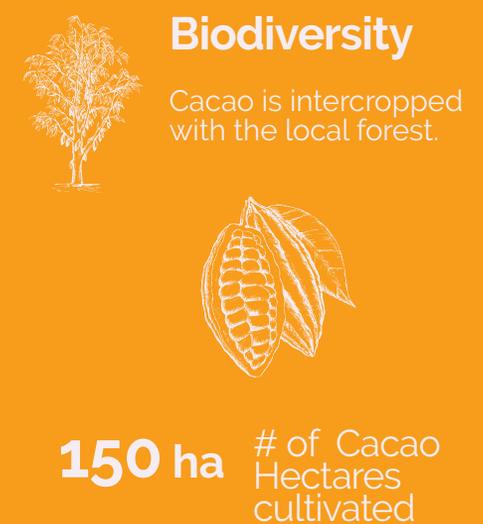
THE BEANS



FARMER IMPACT



ENVIRONMENT



UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **164%** more than the West Africa farmgate price.

The exporter earns **244%** more than the 2017 average commodity price.



2017 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

