



# UNCOMMON CACAO

TRANSPARENT TRADE

## Transparency Report 2020

Certified








Corporation

# UNCOMMON PRICING

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

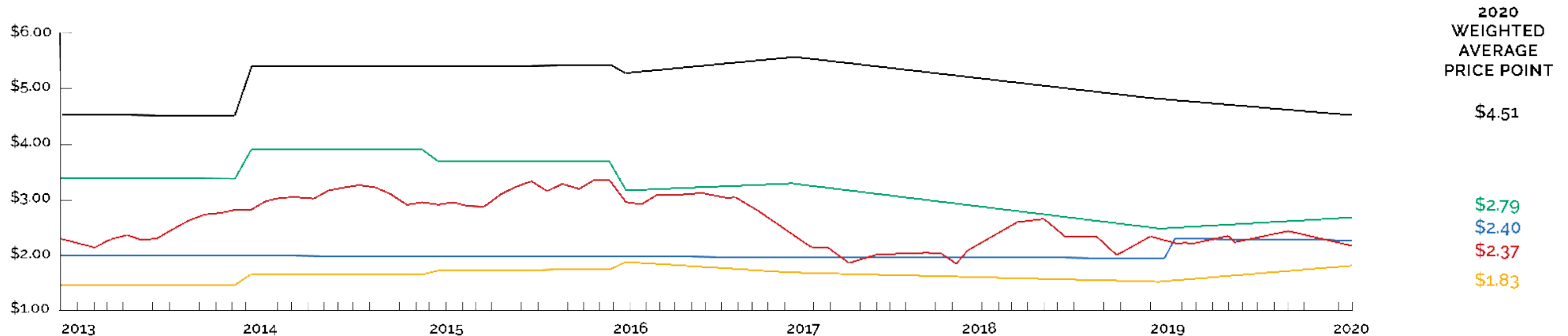
## Terminology

-  *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 2020

All prices are converted to USD / kg of dry cacao

SUPPLY PARTNER	ORIGIN	FARMGATE PRICE (AVG.)	ASSOCIATION PRICE (AVG.)	EXPORT PRICE (AVG.)	LANDED PRICE (AVG.)	AVERAGE SALES PRICE
ABOCFA	ABOCFA**	\$2.00	N/A	N/A	N/A	\$5.98
AgroArriba	Cayapas River**	\$2.13	\$2.50	N/A	\$4.18	\$6.95
Frontier Ventures	Itenez	\$3.80	N/A	\$6.90	\$7.01	\$9.32
Kablon Farms	Kablon Farms Microlots**	\$5.75	N/A	\$5.75	\$6.86	\$10.58
Maya Mountain*	Maya Mountain**	\$3.15	N/A	\$5.30	\$5.86	\$9.58
Öko Caribe	Öko Caribe**	\$2.51	N/A	\$3.80	\$4.19	\$6.84
PISA	PISA**	\$2.26	\$2.40	N/A	N/A	\$7.20
Latitude Trade Co	Semuliki Forest**	\$2.48	N/A	\$4.50	\$4.92	\$7.94
Cacao Verapaz*	Ademayach**	\$2.10	\$3.57	\$5.25	\$5.75	\$8.67
Cacao Verapaz*	Adioesmac**	\$2.12	\$3.44	\$5.03	\$5.67	\$9.10
Cacao Verapaz*	Adioesmac	\$2.40	\$3.05	\$4.80	\$5.53	\$7.52
Cacao Verapaz*	Lachuá**	\$2.19	\$3.87	\$5.25	\$5.82	\$9.27
Cacao Verapaz*	Lachuá	\$1.95	\$3.36	\$4.80	\$5.53	N/A
Cacao Verapaz*	Monte Grande**	\$3.00	N/A	\$4.80	\$5.53	\$8.59
Cacao de Colombia	Arhuacos	\$3.30	\$3.30	N/A	N/A	\$9.39
Cacao de Colombia	Sierra Nevada	\$3.20	N/A	N/A	N/A	\$9.99
Cacao de Colombia	Tumaco	\$2.44	\$2.97	\$4.00	\$4.81	\$8.12

\*Uncommon Cacao Subsidiary \*\*Organic



# UNCOMMON NUMBERS

The ICE cocoa market price is the global benchmark for the commodity cocoa market and represents pricing for cocoa delivered to the U.S. (CIF). For our purposes, it is most similar to the "export price," or FOB price. Across global cocoa value chains generally, between 50-80% of an FOB price typically gets paid to farmers as "farmgate price," which is the price per Kg farmers are actually paid in cash.

In 2020, Uncommon paid our suppliers 90% higher than the average ICE cocoa market price. The weighted average farmgate price paid in the Uncommon supply chain was 18% higher than the average ICE cocoa market price, compared to most farmers globally earning 20-50% less than the ICE cocoa market price.

**\$2,785 / MT**

average Uncommon  
farmgate price

**\$4,510 / MT**

average Uncommon  
export price

**\$2,370 / MT**

average ICE  
cocoa market price



**4,827**

total farmers  
purchased from in  
2020



**1,510**

registered women  
farmers in the  
Uncommon  
network



**4,790**

total number of organic  
certified hectares across  
Uncommon suppliers

## INDICATORS

Metric	2018	2019	2020
Origins	13	17	20
Countries	7	7	11
Staff	14	15	15
Annual Farmer Revenue*	\$1,540	\$1,298	\$1,312
Certified Organic (ha)	4642	5971	4790
Total Cacao Purchased (MT)	193	288	178

\*Calculated based on smallholder earnings only.

A man in a white tank top is sitting on the ground in a cocoa field, using a machete to break open a cocoa pod. He is smiling and looking down at the pod. The background is filled with lush green cocoa trees and leaves. The scene is outdoors, with natural light filtering through the foliage.

# ABOCFA

ABOCFA, based in the eastern region of Ghana, is a farmer cooperative known for producing the highest quality traceable cacao containing a classic rich and fudgy flavor. Farmers ferment and dry their own cacao, as the the Ghana Cocoa Board does not permit the sale or purchase of wet cacao. ABOCFA invested significant energy into teaching farmers best practices in heap fermentation and raised bed drying, leading to superior quality compared to other Ghanaian cacao. ABOCFA's network contains 13 hamlets (communities of farmers). Each hamlet has three representatives reporting directly to the ABOCFA cooperative leadership, conducting annual general meetings. The cooperative also democratically decides where any quality and Fair-Trade premiums go every year. For the 2020/21 harvest, farmers voted for 46% of the premium pool to go directly to farmers, while the remainder funds cooperative management, certification maintenance, community projects, and child labor monitoring and remediation programs. In 2020, ABOCFA farmers were paid a farmgate price 28% higher than last year's price because of the newly instated Living Income Differential (LID). The Ghana Cocoa Board (or COCOBOD) apportioned over 70%, which is more than their committed amount when the LID was established, of the \$400/MT premium that they received as the LID to an increase in farmgate prices to smallholder farmers. COVID-19 cases were concentrated in city centers, such as Accra, and did not have much of an impact on farmers and those in more rural areas.

Cocoa Pod breaking by Yakubu Minezemah, Abocfa farmer in Ghana.





## THE BEANS



farmer  
fermented  
in heaps



harvest season:  
September -  
April



Fair Trade  
certified



organic  
certified



dried cherry,  
peanut butter,  
brownie

1) direct sun  
in thin layer  
on raised  
bamboo mats

drying  
protocol

**89 %**

well  
fermented  
(FCCI protocol)

## FARMER IMPACT



**835**  
registered  
farmers



**221**  
female  
farmers

**1.38**

avg. farm size in hectares

**1,301**

avg sales per farmer in dry kgs

**\$2,598**

avg. annual revenue per  
farmer from cacao sold into  
UC network

**\$2.00\***

price paid per dry kg

\*price include premium payments paid out once per year

## ENVIRONMENT



### Biodiversity

Cacao is intercropped  
with plantain, banana,  
yam and forest trees.

**610 ft**

avg. altitude

**43 in**

annual rainfall

**1,156**

organic hectares  
cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

Sold in 2020 but  
not purchased



FARMGATE PRICE

**\$2.00**

AVERAGE SALES PRICE

**\$5.98**

prices are per dry  
kg equivalent

Luisa Ico, one of the leaders of the chocolate making group at ADIOESMAC, sorts cacao nibs after winnowing.

# ADIOESMAC

Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón region, the ADIOESMAC association heavily invests in making cacao farming a driver of success for their community and future generations. The association leadership invests 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. The younger generation initiated cultivation and processing of all of these products. In addition, a women's group, called Chocolate ADIOESMAC, built a small chocolate factory to sell bars of "bean to bar" chocolate in the tourist town of Lanquín. We are inspired by the drive and innovation of the farmers in this region and look forward to growing with them. The Cacao Verapaz team took the opportunity during the pandemic to apply for and start implementing the MOCCA project, funded by the USDA. This brought online and remote workshops to ADIOESMAC farmers that focused on better fertilization practices, quality control and sensory evaluation.

# ADIOESMAC

## 2020

# UNCOMMON CACAO

TRANSPARENT TRADE

**GUATEMALA**  
Region: Alta Verapaz



## THE BEANS



centrally fermented in wooden boxes



harvest season: May - August

1) indirect sun in solar dryer on mesh or wooden tables

drying protocol



hand sorted

2) direct sun on cement patio



organic certified

78 %

well fermented (FCCI protocol)



EU organic certified



grain pro bags

**Flavor Profile**

orange peel, toasted almond, oreo

## FARMER IMPACT - ORGANIC



**23** registered farmers

**1**

avg. farm size in hectares

**293**

avg sales per farmer in dry kgs

**\$621**

avg. annual revenue per farmer from cacao sold into UC network

**\$2.12**

price paid per dry kg

## FARMER IMPACT - UNCERTIFIED



**35** registered farmers

**0.67**

avg. farm size in hectares

**110**

avg. sales per farmer in wet kgs

**\$264**

avg. annual revenue per farmer from cacao sold into UC network

**\$2.40**

price paid per wet kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with timber, madrecacao and fruit trees.

**2,100 ft** avg. altitude

**114 in** annual rainfall

**24.77** organic hectares cultivated

**25** hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

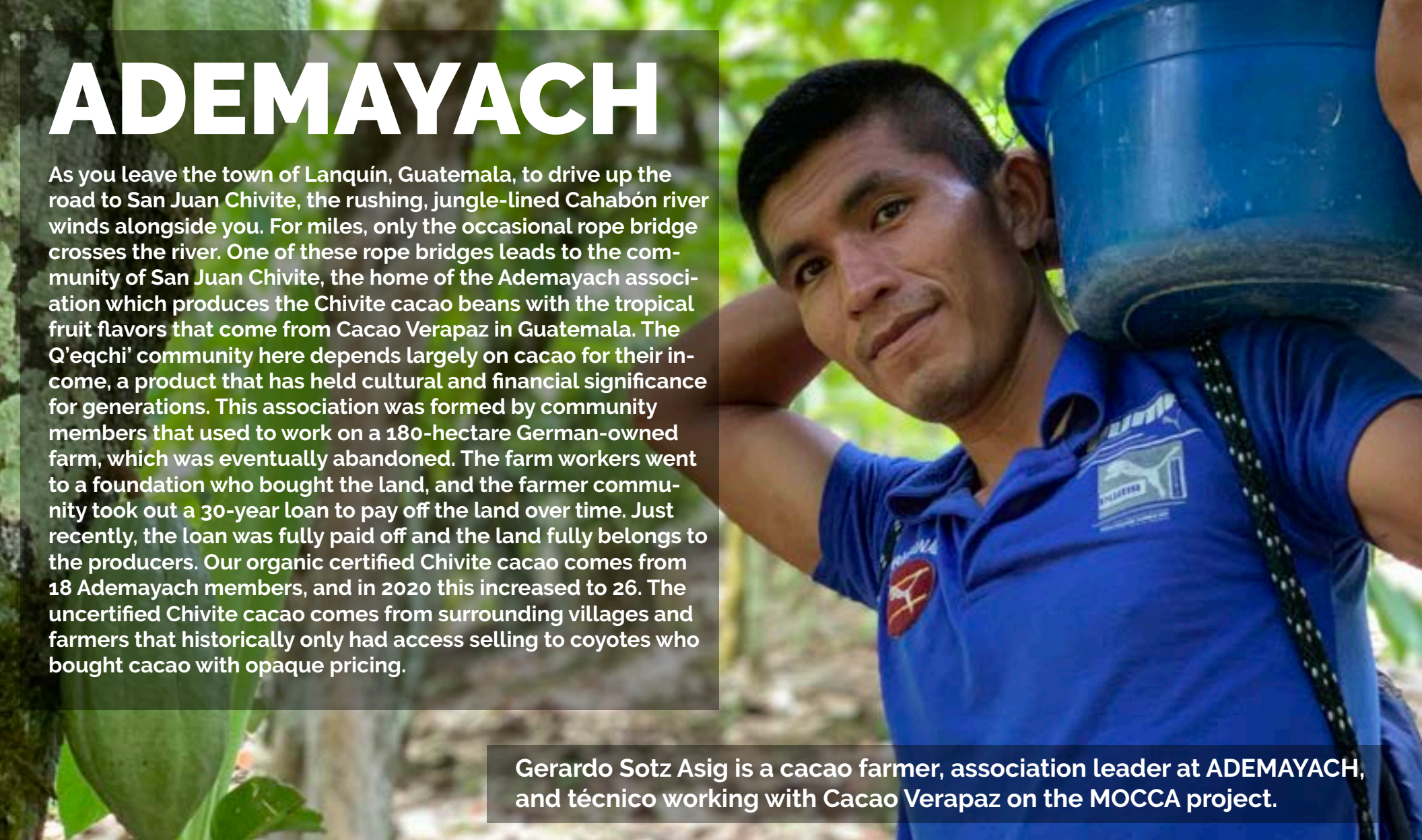
FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	AVERAGE SALES PRICE
\$2.12	\$3.44	\$5.03	\$5.67	\$9.10
ORGANIC	ORGANIC	ORGANIC	ORGANIC	ORGANIC
\$2.40	\$3.05	\$4.80	\$5.53	\$7.52
UNCERTIFIED	UNCERTIFIED	UNCERTIFIED	UNCERTIFIED	UNCERTIFIED

prices are per dry kg equivalent



# ADEMAYACH

As you leave the town of Lanquín, Guatemala, to drive up the road to San Juan Chivite, the rushing, jungle-lined Cahabón river winds alongside you. For miles, only the occasional rope bridge crosses the river. One of these rope bridges leads to the community of San Juan Chivite, the home of the Ademayach association which produces the Chivite cacao beans with the tropical fruit flavors that come from Cacao Verapaz in Guatemala. The Q'eqchi' community here depends largely on cacao for their income, a product that has held cultural and financial significance for generations. This association was formed by community members that used to work on a 180-hectare German-owned farm, which was eventually abandoned. The farm workers went to a foundation who bought the land, and the farmer community took out a 30-year loan to pay off the land over time. Just recently, the loan was fully paid off and the land fully belongs to the producers. Our organic certified Chivite cacao comes from 18 Ademayach members, and in 2020 this increased to 26. The uncertified Chivite cacao comes from surrounding villages and farmers that historically only had access selling to coyotes who bought cacao with opaque pricing.

A man with short dark hair, wearing a blue polo shirt, is shown from the chest up. He is carrying a large blue plastic bucket on his right shoulder. He is looking towards the camera with a slight smile. The background is a lush green jungle setting. The polo shirt has a logo on the left chest and a patch on the right chest. The bucket has some text on it, but it is not clearly legible.

Gerardo Sotz Asig is a cacao farmer, association leader at ADEMAYACH, and técnico working with Cacao Verapaz on the MOCCA project.

# ADEMAYACH

2020

## UNCOMMON CACAO

TRANSPARENT TRADE

GUATEMALA  
Region: Alta Verapaz



### THE BEANS



centrally fermented in wooden boxes



harvest season: April - June

1) indirect sun in solar dryer on wooden tables

drying protocol



hand sorted

2) direct sun on patio



organic certified

80 %

well fermented (FCCI protocol)



EU organic certified



grain pro bags

**Flavor Profile**

pineapple, mango, banana

### FARMER IMPACT



**39**  
registered farmers



**8**  
female farmers

**1.12**

avg. farm size in hectares

**327**

avg sales per farmer in dry kgs

**\$686**

avg. annual revenue per farmer from cacao sold into UC network

**\$2.10**

price paid per dry kg

### ENVIRONMENT



#### Biodiversity

Cacao is intercropped with timber, madre cacao and fruit trees

**600 ft**

avg. altitude

**114 in**

annual rainfall

**44**

organic hectares cultivated

### 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

**\$2.10**

ASSOCIATION PRICE

**\$3.57**

EXPORT PRICE

**\$5.25**

LANDED PRICE

**\$5.75**

AVERAGE SALES PRICE

**\$8.67**

prices are per dry kg equivalent





Cut testing a batch of freshly dried cacao at ASODIRP in the Lachuá region.

# LACHUÁ

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 three smallholder associations located around the lake. Together with three 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 Guatemala. 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. Uncommon Cacao conducted a cost of production study in this region in 2019 and discovered that farmers in this region earn a 50%+ profit margin, while factoring in both monetary and in-kind costs. Lachua weathered the COVID-19 pandemic successfully from a cacao production standpoint. The volume was high with good quality and Cacao Verapaz was able to export 18 tons of organic beans.

# LACHUÁ

2020

## UNCOMMON CACAO

TRANSPARENT TRADE

GUATEMALA  
Region: Alta Verapaz



### THE BEANS



centrally fermented in wooden boxes



harvest season: March - June



hand sorted



organic certified



EU organic certified



grain pro bags



**Flavor Profile**

passionfruit, banana, mocha

1) indirect sun in solar dryer on mesh or wooden tables

drying protocol

77 %

well fermented (FCCI protocol)



### FARMER IMPACT - ORGANIC



85 registered farmers



21 female farmers

1.67

avg. farm size in hectares

269

avg sales per farmer in dry kgs

\$591

avg. annual revenue per farmer from cacao sold into UC network

\$2.19

price paid per dry kg

### FARMER IMPACT - UNCERTIFIED



39 registered farmers



8 female farmers

1.12

avg. farm size in hectares

47

avg. sales per farmer in wet kgs

\$91

avg. annual revenue per farmer from cacao sold into UC network

\$1.95

price paid per wet kg

### ENVIRONMENT



**Biodiversity**

Cacao is intercropped with timber, madrecacao and fruit trees.

600 ft avg. altitude

114 in annual rainfall

105.54 organic hectares cultivated

### 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	AVERAGE SALES PRICE
\$2.19 ORGANIC	\$3.87 ORGANIC	\$5.25 ORGANIC	\$5.82 ORGANIC	\$9.27 ORGANIC
\$1.95 UNCERTIFIED	\$3.36 UNCERTIFIED	\$4.80 UNCERTIFIED	\$5.53 UNCERTIFIED	N/A UNCERTIFIED

prices are per dry kg equivalent



# MAYA MOUNTAIN

Founded in 2010, Maya Mountain Cacao (MMC) 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. craft chocolate market. MMC works with 420 certified organic smallholder cacao farming families in the Toledo and South Stann Creek districts. The majority belong to indigenous Q'eqchi' and Mopan Maya who have been producing cacao for generations. MMC's 100% Belizean Maya team centrally processes all cacao at a post-harvest facility where three unique stages of sun drying create optimal flavor. The beans carefully produced by the farmers in Maya Mountain Cacao's network and fermented by our team, offer consistent rich flavor notes of honey, pineapple, raisin, tobacco, and fudge. In 2019, Maya Mountain Cacao was awarded a Cocoa of Excellence Award, which placed it within the Top 20 cocoas globally. The COVID-19 pandemic brought challenges to the regular buying schedule at Maya Mountain. MMC quickly pivoted to accepting wet cacao deliveries from specified zones and were successful in exporting over 50 tons to Uncommon Cacao.

Daniel Coc has been a field officer and company leader at Maya Mountain Cacao since 2014. He runs the wet cacao buying operation in the highest production zones of the Toledo District and is a prolific cacao farmer himself.

# MAYA MOUNTAIN

2020

# UNCOMMON CACAO

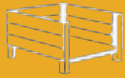
TRANSPARENT TRADE

BELIZE

Region: Toledo



## THE BEANS



centrally  
fermented in  
wood boxes



harvest season:  
Jan - June &  
Nov - Dec

1) indirect sun  
in solar dryer  
with perforated  
tables

drying  
protocol



hand sorted

2) direct sun  
on roll-out decks  
and cement



organic  
certified

82 %

well  
fermented  
(FCCI protocol)



EU organic  
certified



ecotact  
bags

**Flavor  
Profile**

honey, raisin,  
pineapple

## FARMER IMPACT



420  
registered  
farmers



45  
female  
farmers

0.8

avg. farm size in hectares

110

avg sales per farmer in  
dry kgs

\$345

avg. annual revenue per  
farmer from cacao sold into  
UC network

\$3.15

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped  
with hardwood and  
fruit trees, banana,  
coconut and mango.

15 ft

avg. altitude

160 in

annual rainfall

456

organic hectares  
cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$3.15

EXPORT PRICE

\$5.30

LANDED PRICE

\$5.86

AVERAGE SALES PRICE

\$9.58

prices are per dry  
kg equivalent





# ÖKO CARIBE

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 farmers 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 their farmers, in an effort to help them while essential products were expensive and people were in quarantine. In 2020 Öko invested in more fermentation boxes and drying decks to increase their volume potential and better serve a growing craft chocolate market with high quality cacao.





### THE BEANS



centrally fermented in wooden boxes



harvest season: March - June



hand sorted



organic certified



Flavor Profile

honey, strawberry, nutmeg, coconut oil

1) solar dryer on mesh tables

2) solar dryer on cement patio drying patio

drying protocol

95 %

well fermented (FCCI protocol)

### FARMER IMPACT



67 registered farmers



13 female farmers

7.19

avg. farm size in hectares

4,478

avg sales per farmer in dry kgs

\$11,230

avg. annual revenue per farmer from cacao sold into UC network

\$2.51

price paid per dry kg

### ENVIRONMENT



#### Biodiversity

Cacao is intercropped with plantain, avocado, zapote, corn, beans, yucca and casava.

361 ft

avg. altitude

61 in

annual rainfall

936

organic hectares cultivated

### 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$2.51

EXPORT PRICE

\$3.80

LANDED PRICE

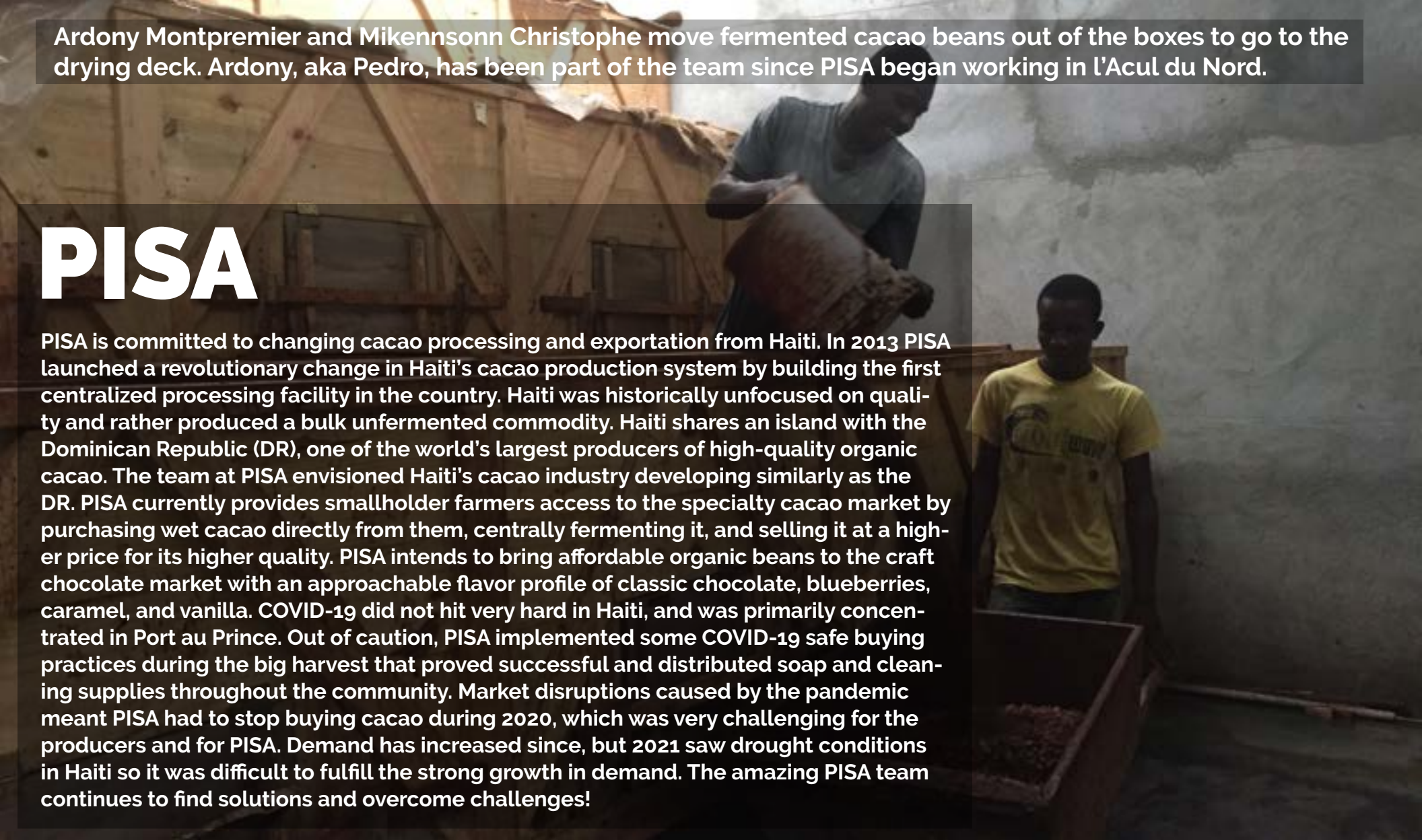
\$4.19

AVERAGE SALES PRICE

\$6.84

prices are per dry kg equivalent



A man in a blue shirt is pouring cacao beans from a large bag into a wooden tray. Another man in a yellow shirt is standing nearby, also holding a tray. The background shows a wooden structure, possibly a drying deck.

Ardony Montpremier and Mikennsonn Christophe move fermented cacao beans out of the boxes to go to the drying deck. Ardony, aka Pedro, has been part of the team since PISA began working in l'Acul du Nord.

# PISA

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 envisioned Haiti's cacao industry developing similarly as the DR. PISA currently provides smallholder farmers access to the specialty cacao market by purchasing wet cacao directly from them, centrally fermenting it, and selling it at a higher price for its higher quality. PISA intends to bring affordable organic beans to the craft chocolate market with an approachable flavor profile of classic chocolate, blueberries, caramel, and vanilla. COVID-19 did not hit very hard in Haiti, and was primarily concentrated in Port au Prince. Out of caution, PISA implemented some COVID-19 safe buying practices during the big harvest that proved successful and distributed soap and cleaning supplies throughout the community. 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. The amazing PISA team continues to find solutions and overcome challenges!



## THE BEANS



centrally  
fermented  
in wooden  
boxes



harvest season:  
March - June



hand sorted



organic  
certified



vanilla,  
blueberry,  
hazelnut butter

- 1) direct sun on cement patio
- 2) indirect sun in covered drying tables

drying  
protocol

**91 %**

well  
fermented  
(FCC protocol)

## FARMER IMPACT



**1078**  
registered  
farmers



**466**  
female  
farmers

**0.93**

avg. farm size in hectares

**93**

avg sales per farmer in dry kgs

**\$210\***

avg. annual revenue per  
farmer from cacao sold into  
UC network

**\$2.26\***

price paid per dry kg

\*prices include premium payments paid out once per year

## ENVIRONMENT



### Biodiversity

Cacao is intercropped  
with yam, avocado,  
citrus and plantains.

**187 ft**

avg. altitude

**66 in**

annual rainfall

**1,007**

organic hectares  
cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

**\$2.26**

ASSOCIATION PRICE

**\$2.40**

AVERAGE SALES PRICE

**\$7.20**

prices are per dry  
kg equivalent





**Biira Jowani at her 1 acre cocoa farm which she has been cultivating cacao for 10 years. The income from her cocoa farm pays her children's school fees.**

# **SEMULIKI FOREST**

**Located in Bundibugyo, Western Uganda, Semuliki Forest cacao comes from 1,002 organic smallholder farmers in the region, 52% of whom are women. Latitude Trade Co. (LTC) processes and exports this cacao, employing their six organized rural collection points for farmers to access, where they sell fresh cacao weekly into the network and receive cash at the point-of-sale. LTC's centralized fermentation facility and warehouse sits in the village of Bumate, 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 blended to create consistent lots before export. In 2020, the Latitude team opened both their new permanent fermentation and drying facility in Kasese and their bean to bar chocolate factory in Kampala. The team has now reached over 35 staff across 3 offices coordinating over 2500 organic farmers and more than 40 rural cacao collection points.**

# SEMULIKI FOREST

2020

# UNCOMMON CACAO

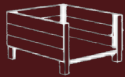
TRANSPARENT TRADE

UGANDA

Region: Bundibugyo District



## THE BEANS



Centrally fermented in wooden boxes



Harvest Season: Aug - June



hand sorted



organic certified



grain pro bags

**Flavor Profile**

cinnamon, dark chocolate, fig

1) indirect sun in solar dryer on mesh tables

drying protocol

82 %

well fermented (FCCI protocol)

## FARMER IMPACT



959 registered farmers



483 female farmers

1.4

avg. farm size in hectares

77

avg sales per farmer in dry kgs

\$189

avg. annual revenue per farmer from cacao sold into UC network

\$2.48

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with plantain, avocado, zapote, corn, beans, yucca and casava.

3461 ft avg. altitude

61 in annual rainfall

543 organic hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$2.48

EXPORT PRICE

\$4.50

LANDED PRICE

\$4.92

AVERAGE SALES PRICE

\$7.94

prices are per dry kg equivalent





José Manuel Villafaña and Angel Marquez.

# ARHUACOS

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 belief revolves around the earth and their territory of the Sierra Nevada as 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 result of their harmonious production process creates a comforting and earthy cacao. Cacao production took a back seat in 2020 since the community felt a stronger importance in their role as stewards of humanity. The Arhuacos community took a break from cacao cultivation to pray for the health of the world in getting through the pandemic.

# ARHUACOS

2020

# UNCOMMON CACAO

TRANSPARENT TRADE

COLOMBIA

Region: Sierra Nevada



## THE BEANS



centrally fermented in wooden boxes



harvest season: May - October

1) indirect sun on wooden drying deck, raked every 30 minutes

drying protocol



hand sorted

2) indirect sun on wooden drying deck, raked every hour

**Flavor Profile**

white grapes, lavender, walnut

**90 %**

well fermented (FCCI protocol)

## FARMER IMPACT



**70** registered farmers

**1.9**

avg. farm size in hectares

**292**

avg sales per farmer in dry kgs

**\$964**

avg. annual revenue per farmer from cacao sold into UC network

**\$3.30**

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with timber, fruit trees, corn and beans.

**1,600 ft** avg. altitude

**31 in** annual rainfall

**130** organic hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

ASSOCIATION PRICE

AVERAGE SALES PRICE

**\$3.30**

**\$3.30**

**\$9.39**

prices are per dry kg equivalent



Adis María Hernández and Luís Alfredo Buitrago

# SIERRA NEVADA

From the land of magical realism, the Sierra Nevada cacao grows in a harmonious place near the Caribbean coast of Colombia. Cacao Hunters works closely with 13 farming families to develop biodiverse cacao agroforestry. 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. Farmers display an exceptional degree of technical expertise. They run pollination trials to improve quality and yields, currently hovering around 700 Kg/hectare in the region. In addition to excellent growing and processing practices, the cacao from Sierra Nevada tastes delicious. This cacao consistently won over judges worldwide and over the years aggregated 16 awards, including the coveted Golden Bean Award in 2019.

# SIERRA NEVADA

2020

# UNCOMMON CACAO

TRANSPARENT TRADE

COLOMBIA

Region: Sierra Nevada



## THE BEANS



centrally fermented in wooden boxes



harvest season: May - November

1) indirect sun on wooden drying deck, raked every 30 minutes

drying protocol



hand sorted

2) indirect sun on wooden drying deck, raked every hour

86 %

well fermented (FCCI protocol)

Flavor Profile

almond butter, kiwi, nutmeg

## FARMER IMPACT



66

registered farmers



15

Female Farmers

2.27

avg. farm size in hectares

241

avg sales per farmer in dry kgs

\$770

avg. annual revenue per farmer from cacao sold into UC network

\$3.20

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with cedar, walnut zapote, medlar, citrus, corn and beans.

3 ft

avg. altitude

31 in

annual rainfall

0

hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$3.20

AVERAGE SALES PRICE

\$9.99

prices are per dry kg equivalent



# TUMACO

The region of Tumaco, considered the “Pearl of the Pacific”, rests on the western coast in the southernmost part of Colombia. This region sits on the border with Ecuador and maintains a longstanding history of cacao cultivation by formerly enslaved peoples looking for new opportunities, traveling downriver after being freed from mining work in the 1800s. Tumaqueños, as the local population refers to themselves, show resilience and passion in cacao cultivation. Working in geographically defined “Consejos comunitarios,” organized groups with elected leadership, Tumaqueños flourish 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 Hunters presently works with six associations and craft a consistent flavor blend for each export, as well as for their own chocolate production in Colombia. Uncommon Cacao proudly offers this award-winning bean. The pandemic posed some challenges for the Tumaqueño community, including difficulty accessing basic necessities. 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 7 awards in the 2021 Academy of Chocolate.

María Cruz Quiñones, Peña Colorada village, of the Bajo Mira and Frontera Community Council.





## THE BEANS



centrally fermented in wooden boxes



harvest season: October - December

1) indirect sun on covered bamboo tables

drying protocol



hand sorted

2) indirect sun on mesh drying tables

**91 %**

well fermented (FCI protocol)

**Flavor Profile**

hot cocoa, whipped cream, hazelnut, fig

## FARMER IMPACT



**394**  
registered farmers



**100**  
Female Farmers

**2.5**

avg. farm size in hectares

**202**

avg sales per farmer in dry kgs

**\$491**

avg. annual revenue per farmer from cacao sold into UC network

**\$2.44**

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with timber and fruit trees, corn and beans.

**20 ft**

avg. altitude

**91 in**

annual rainfall

**985**

hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

**\$2.44**

ASSOCIATION PRICE

**\$2.97**

EXPORT PRICE

**\$4.00**

LANDED PRICE

**\$4.81**

AVERAGE SALES PRICE

**\$8.12**

prices are per dry kg equivalent

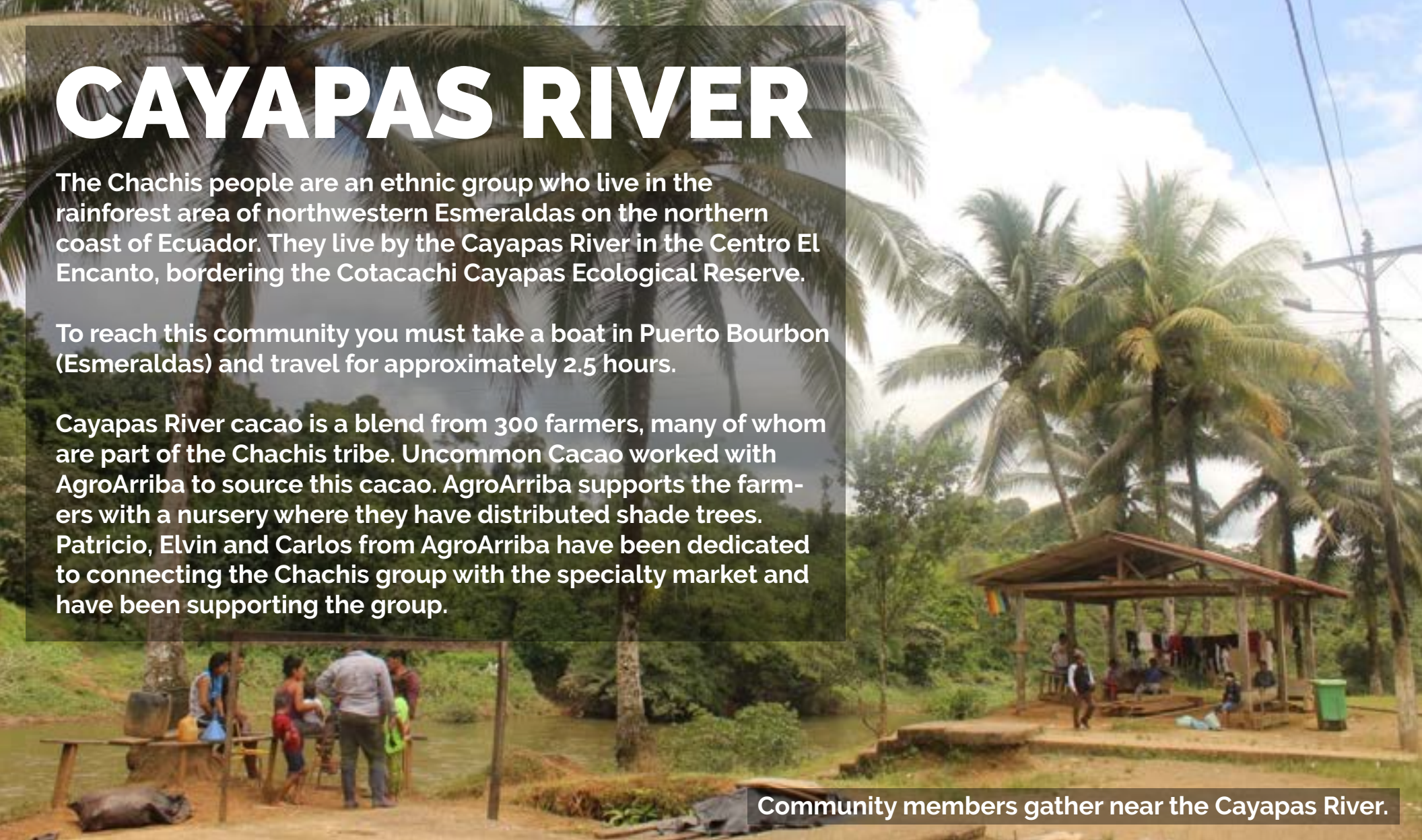


# CAYAPAS RIVER

The Chachis people are an ethnic group who live in the rainforest area of northwestern Esmeraldas on the northern coast of Ecuador. They live by the Cayapas River in the Centro El Encanto, bordering the Cotacachi Cayapas Ecological Reserve.

To reach this community you must take a boat in Puerto Bourbon (Esmeraldas) and travel for approximately 2.5 hours.

Cayapas River cacao is a blend from 300 farmers, many of whom are part of the Chachis tribe. Uncommon Cacao worked with AgroArriba to source this cacao. AgroArriba supports the farmers with a nursery where they have distributed shade trees. Patricio, Elvin and Carlos from AgroArriba have been dedicated to connecting the Chachis group with the specialty market and have been supporting the group.



Community members gather near the Cayapas River.

# CAYAPAS RIVER

2020

## UNCOMMON CACAO

TRANSPARENT TRADE

ECUADOR

Region: Esmeraldas



### THE BEANS



pile  
fermented



harvest season:  
July -  
December

1) sun dried

drying  
protocol



organic  
certified

90 %

well  
fermented  
(FCCI protocol)

**Flavor  
Profile**

cinnamon, apple,  
plum fruitcake

### FARMER IMPACT



**187**  
registered  
farmers



**59**  
Female  
Farmers

**1.79**

avg. farm size in hectares

**267**

avg sales per farmer in dry kgs

**\$570**

avg. annual revenue per  
farmer from cacao sold into  
UC network

**\$2.13**

price paid per dry kg

### ENVIRONMENT



#### Biodiversity

Cacao is intercropped  
with balsa, melina and  
guayacan sp.

**335.20** hectares  
cultivated

### 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

**\$2.13**

ASSOCIATION PRICE

**\$2.50**

LANDED PRICE

**\$4.18**

AVERAGE SALES PRICE

**\$6.95**

prices are per dry  
kg equivalent



# ITENEZ

Itenez Wild Harvest Cacao is from the region around Baures, Bolivia, close to the Reserva Forestal Itenez and the Río Blanco. These beans are rare, native Beniano cacao from the wild Itenez, Bolivia forests, gathered and processed by local campesinos. All Beniano cacao wild 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. This initiative to support collectors of native, wild cacaos was started by Agricultural Economist and General Manager of Rainforest Exquisite Products S.A. (REPSA) Volker Lehmann, who was responsible for pioneering the wild cacao trade starting in 2004, with the goal to increase the quality of the harvest process to support more sustainable income for local communities. The Itenez wild Bolivian beans are very small, but the flavor is robust and floral. We are thrilled to partner with Volker and the communities in Bolivia to offer this unique and special cacao.





## THE BEANS



farmer fermented in wooden boxes



harvest season: December - March

1) farmer-dried in the sun

drying protocol



hand sorted

75 %

well fermented (FCCI protocol)

**Flavor Profile**

cocoa powder, honeysuckle, rose

## FARMER IMPACT



348 registered gatherers

12

avg sales per farmer in dry kgs

\$44

avg. annual revenue per farmer from cacao sold into UC network

\$3.80

price paid per dry kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with wild trees intercropped with many species

558 ft

avg. altitude

43 in

annual rainfall

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$3.80

EXPORT PRICE

\$6.90

LANDED PRICE

\$7.01

AVERAGE SALES PRICE

\$9.32

prices are per dry kg equivalent



A photograph showing three women in a lush, green cacao farm. They are focused on processing cacao pods. The woman on the left is partially visible, wearing a purple patterned shirt. The woman in the center wears a teal cap and a patterned brown shirt. The woman on the right wears a dark blue cap and a blue jacket over a yellow shirt. They are surrounded by trees and foliage, with a wooden structure in the background.

Zenaida Lantawan, Tonya Casi, and Dolina Tacuyan extract pulp from cacao pods.

# KABLON FARMS

The Philippines first grew cacao in the 18th century with seedlings from Mexico. Like the ancient and modern Maya, Filipinos also enjoy various chocolate drinks today. Kablon Farms encompasses a 70-hectare bio-diversified sustainable farm. Its verdant location in South Cotabato ensures the ideal climate for cacao. The Pantua family owns the multi-generational farm, with crop production managed by the eldest son, Ernesto “Jun” Pantua Jr. Jun’s childhood included time on the farm during an era of high prices for cacao and coconut. A current downturn in cacao pricing positions the Philippines competing with larger producing countries favoring hybrid high-yielding cacao varieties with lower production costs and methods. Kablon Farms leads the way in specialty high quality cacao, while changing in-country low price dynamics. Jun’s Bachelor of Science in Agricultural Engineering allows for uniquely designed cacao and coconut farms, providing in-demand products. Kablon Farms grows a mix of “criollo”, considered the best type of cacao originating from Mexico in the 18th century. Hybrid genetics imported from Malaysia in the 1980s established disease resistant strains and higher yields of diverse types of cacao. Organized into nine zones, the farm conducts fermentation trials with cacao from each zone and from blending zones, generating different products with specific flavor profiles. The Covid-19 pandemic has impacted the Philippines and vaccination rates remain low, but the biggest challenge facing increased cacao production is climate change.



2020

## THE BEANS



cascading boxes



harvest season:  
June -  
December



hand sorted

1) elevated all weather solar dryer

drying protocol

**Original Flavor Profile**

barley malt, yogurt covered raisin, spiced rum

78 %

well fermented (FCCI protocol)

**Bon Bulak Flavor Profile**

sage, lilac, porcini, petit verdot



organic certified

**Malah Na Bulong Flavor Profile**

hot cocoa, marshmallow, red grapes

## FARMER IMPACT



60

registered farm workers



17

female farm workers

54

avg. farm size in hectares

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with coconut, mangosteen, cacao, soursop, bananas, lanzones, durian, jackfruit, avocado & other indigenous trees

1640 ft avg. altitude

63.9 in annual rainfall

54 organic hectares cultivated

## 2020 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



FARMGATE PRICE

\$5.75

EXPORT PRICE

\$5.75

LANDED PRICE

\$6.86

AVERAGE SALES PRICE

\$10.58

prices are per dry kg equivalent



# UNCOMMON CACAO

TRANSPARENT TRADE

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