



UNCOMMON CACAO

SOURCE & TRADE

2016 TRANSPARENCY REPORT

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Photo: Maya Mountain Cacao demonstration farm in Belize.

Cover Photo: Roy Fraatz, Cacao Verapaz Field Manager, does cut tests with association members and Sebastian Tiul, leader of ADIOESMAC, who is holding up the example of a well-fermented cacao bean..

A man wearing a blue baseball cap and a blue t-shirt is shown in profile, looking intently at a smartphone he is holding in his hands. The background is a rustic wooden wall. The lighting is warm and focused on the man's face and hands.

**Uncommon Cacao
boldly embraces
Transparent Trade to
source quality cacao
from producers we trust.**

**Our purpose is to build
authentic, long-term relationships
across the supply chain to create
stability and success for all.**

Photo: Felipe Catun Morales, who manages post-harvest at one of the Lachuá associations, calculating cacao sales.

**Chocolate has a problem:
most of today's nearly
6 million cacao farming families
live on under \$2 a day.**

Commodity Market Reality



Shadowy
Brokers



Child
Labor



Lowest
Price



Slave
Labor



Widespread
Deforestation

Photo: One of many slash and burn sites seen on the road to Lachuá.

Common Problem

The chocolate system is broken.
Cacao is seriously undervalued.

The cocoa market has failed farmers

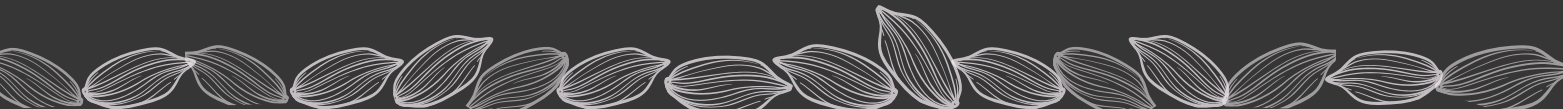
Prices to farmers (“farmgate prices”) do not cover costs of production and lock farmers in a cycle of poverty. Hedge fund speculation in the volatile commodity cocoa market removes farmers from meaningful pricing and dignified livelihoods even more. Most cacao farmers make less in a day than the sticker price of a cheap chocolate bar.

Increased yields won't solve the problem

Productivity increases are important but do not address farmers' lack of capital or low prices. Given current global oversupply this is not a viable solution for many farmers. The commodity price for cocoa is at a decade-low; promising farmers better livelihoods through increased yields alone will not work.

Certifications do not improve farmer income

Despite their good intentions, certifications have not been shown to create meaningful change in farmer income. Premiums typically go to co-ops, not farmers, adding bureaucracy and costs without improving farmer livelihoods. Existing certifications do not verify for quality or flavor, which does not help manufacturers produce great chocolate.



A photograph showing two women in a cacao field. On the left, a woman wearing a blue bucket hat and a light green t-shirt is handing a stack of banknotes to the other woman. On the right, a woman wearing a white cap with sunglasses on top and a light-colored polo shirt is receiving the money. They are standing in front of a large green cacao pod. The background is a dense cacao grove.

Farmer prosperity is a key ingredient in good chocolate.

Mery Avircata, general manager of Alto Beni Cacao in Bolivia, pays a farmer for her freshly harvested cacao.

Uncommon Solution

We're changing the system.

Uncommon Quality

We work with over 100 chocolate makers around the world, many of whom have different expectations for quality and flavor. Part of our solution is matchmaking producers with buyers who will love their product and turn it into chocolate that consumers adore. We closely track quality in our supply chain through rigorous evaluation and ongoing training.

Transparent Trade

We're one of the only supply chain companies in the world to publish our pricing and margins from origin through final sale. We do this because information is powerful for both producers and buyers seeking to build an authentic, stable supply chain. Uncommon Cacao is not focused on perfection; we are focused on progress. We are determined to increase revenue to farmers by doing honest business as a new kind of supply chain company.

Farmer Prosperity

There is no one-size-fits-all solution to solving cacao farmer poverty. What's needed is a market shift away from treating cacao as a commodity - which trades all cacaos as essentially identical. Costs of production, flavor profiles, and community and environmental impact vary widely across origins and must be valued. Paying for the unique qualities of cacao brings us closer to farmers earning a living income for their hard work.



A person wearing a dark long-sleeved shirt and dark pants is standing in a wooden structure, weighing a large red cacao bean bag. The bag is suspended by a rope from a hook. The person is looking down at the bag. In the background, another person wearing a blue cap is visible. The structure is made of dark wood. There are several other large cacao bean bags, some red and some white, scattered around the area. The lighting is bright, suggesting an outdoor or well-lit indoor setting.

**Cacao farmers need to
make more money.
Price transparency is the
first, big step.**

*Photo: Felipe Catun Morales
weighing cacao for sale to
Uncommon Cacao.*

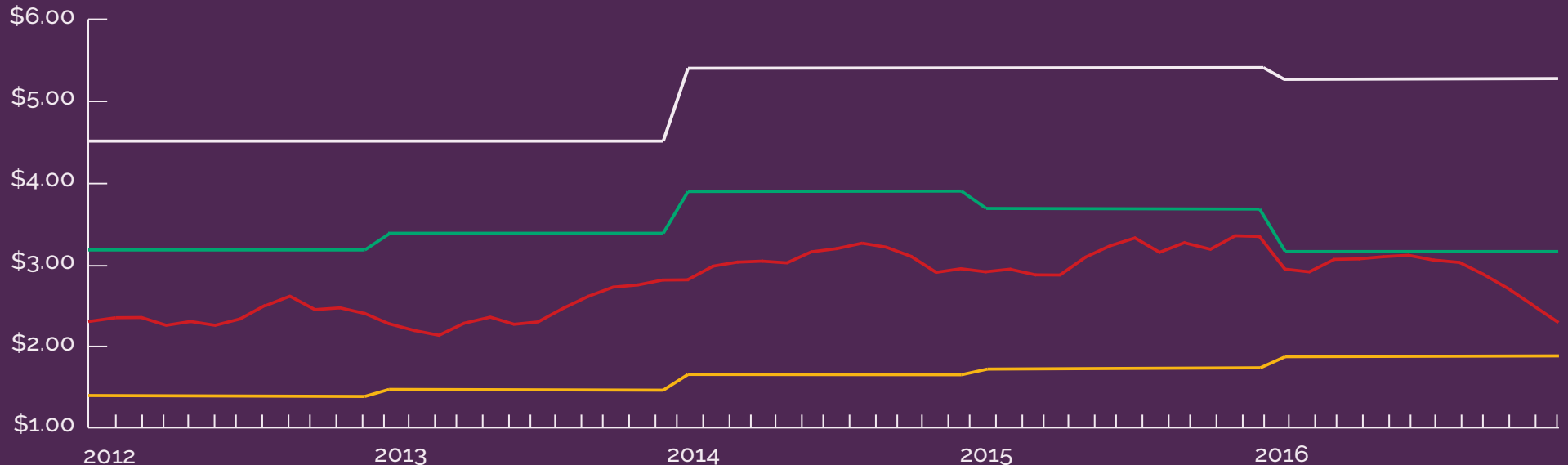
Uncommon Pricing 2016

We pay more for hard work done well.

Uncommon Cacao provides stability and higher revenues for farmers producing good cocoa. Our system is very different from the volatile, unstable commodity market pricing. Over 60% of the world's cocoa is produced in West Africa, where an official farmgate price is set annually. Over 99% of the world's cocoa is purchased based on commodity market prices.

Terminology

-  *Uncommon Export Price: Price paid to exporter*
-  *Uncommon Farmgate Price: Revenue paid to farmer*
-  *Commodity Price: World market price (NY ICE)*
-  *West Africa Farmgate Price: Average Ivory Coast and Ghana official farmgate prices*



Uncommon Transparency

We're bringing sunlight into the opaque cacao supply chain.

We're all connected

We publish our pricing and margins so it is clear how much revenue farmers and exporters make, how much it costs us to bring cacao to market, and how much chocolate makers pay for it. That said, our entire supply chain is only 10% or less of the price of a chocolate bar. We need consumers to pay more and retailers to get on board with margin transparency.

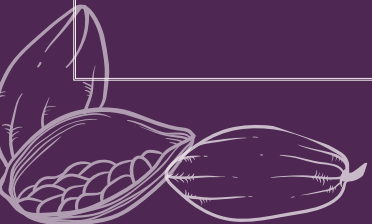
Radical transparency

Our supply chain is far from perfect. Each origin has a complex historical context, and change cannot happen overnight. Radical transparency is our tool for opening this conversation and driving change together.

While we are small, we hope others across the industry will follow our lead and similarly disclose pricing across the supply chain to drive systems change in pricing to farmers.

Let's talk about margins

We are committed to creating change as a business, not a third-party NGO or certification scheme, which means we're a part of the supply chain ourselves. We deliver best-in-class customer service, marketing support, access to financing for makers and suppliers, quality control and development, origin relationships, impact reporting, cacao adventures, and more to our 100 maker partners around the world.



Uncommon Pricing 2016

ORIGIN	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE	2016 VOLUME PURCHASED BY UNCOMMON
MAYA MOUNTAIN	\$4.44		\$6.55	\$6.87	\$9.50-14.00	16.4 MT
ÖKO CARIBE	\$2.70		\$3.93	\$4.20	\$5.65-6.50	46.2 MT
PISA	\$1.93		\$3.77	\$4.31	\$7.20-9.00	10.8 MT
ALTO BENI	\$3.90		\$5.12	\$5.53	\$6.80-8.00	31.0 MT
WILD BENIANO	\$4.11		\$6.60	\$7.01	\$9.00-11.00	1.0 MT
CHIMELB	\$3.38		\$5.49	\$6.01	\$7.25-9.00	12.0 MT
LACHUÁ	\$2.40	\$3.97	\$5.96	\$6.54	\$7.60-9.00	15.4 MT
CHIVITE	\$2.78	\$3.53	\$5.85	\$6.63	\$7.75- 10.00	2.0 MT
ADIOESMAC	\$2.99	\$3.53	\$6.06	\$6.30	\$7.25	1.5 MT
POLOCHIC	\$2.88	\$3.38	\$5.60	\$6.53	\$9.00-10.50	0.7 MT
MONTE GRANDE	\$3.53		\$4.50	\$5.01	\$6.30-7.90	3.5 MT

2016 WEST AFRICA FARMGATE PRICE : \$1.89

2016 AVE COMMODITY EXPORT PRICE: \$2.89

All prices are USD / kg of dry cacao

A man in a light blue shirt is working in a cacao nursery. He is surrounded by large, vibrant green leaves of cacao plants. The nursery is covered with a thatched roof made of dried palm fronds. The man is focused on his work, possibly grafting or tending to the saplings. The scene is bright and lush, with sunlight filtering through the leaves.

**We are
committed to measuring our
triple bottom line performance.**

*Photo: Domingo Cumes, grafting cacao
saplings in Monte Grande's nursery.*

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.



2016 NETWORK



2620

Total number of farmers in the Uncommon network



869

Primary female farmers in the Uncommon network

22

Number of female staff in the Uncommon network



214+

Number of farmers trained in 2016

\$431,693 (USD)

Microfinance lending through our network since 2014

INDICATORS

Metric	2014	2015	2016
Origins	3	5	11
Countries	2	2	5
Staff	17	14	26
Annual Farmer Revenue	\$328	\$375	\$604*
Certified Organic (ha)	475	209	2676
Total Cacao Purchased (MT)	55	101	139

353%

2016 Uncommon Farmer network increase.

61%

2016 average farmers revenue increase for Uncommon Farmers.

*Calculated based on smallholder earnings only.

Uncommon Planet

Growing Forests

As we grow our network and grow farmer revenues, the farmers, associations and single-estate farms in our network are fighting climate change by growing forests.



OUR IMPACT

3194 Total number of **cacao hectares** cultivated through our network 2016

1498 Hectares of **preserved forests** managed through our network

408 **Newly planted cacao** hectares planted through our network since 2014

45 **Hectares rented to farmers** who would not otherwise have access

39 Hectares of **demonstration farms** operated through our network

11+ Hectares of beef and palm oil **land reclaimed** for the cultivation of cacao

149,000

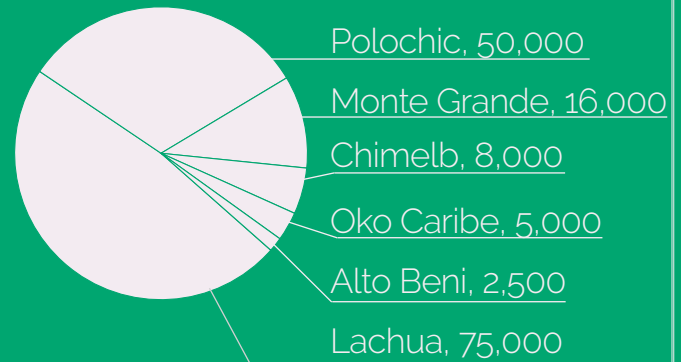


Saplings planted by our network in 2016.

156,500

Saplings to be planted by our network in 2017.

SAPLINGS BY ORIGIN



A long, narrow suspension bridge made of wooden planks and ropes, stretching across a river in a lush green forest. The bridge is the central focus, leading the eye from the foreground into the distance. The surrounding environment is dense with green trees and vegetation, with a rocky riverbank visible on the right side. The lighting is bright, suggesting a sunny day.

We welcome you to explore our Uncommon Origins

Photo: The bridge to Asochivite. All cacao must be walked across this treacherous bridge on its way to market.

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 ASO-CHIVITE, 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.

Andres Maquin Asig, 57 years old, is one of the elders in Asochivite. He is actively farming and an association leader.



UNCOMMON CACAO

CHIVITE

PRODUCT SPECIFICS

GUATEMALA

Region: Alta Verapaz

Certifications: Organic; USDA/NOP; some lots organically cultivated.



WELL FERMENTED

73 % fermented



Awards:
Be the first!

20 % violet



Grain Pro
+ Burlap

7 % under
fermented



Harvest:
Peak: Apr - May

6%



Hand sorted

PRODUCER IMPACT



10
farmers
in this
association

10
farmers trained in
post-harvest process
and quality control

208 kg Average Sales per Farmer
(Dry KG equivalent)

\$578 Average annual revenue from
cacao, per farmer

\$1,200 Microfinance loans made to
Chivite in 2015 / 2016 (USD)

ENVIRONMENT



8
cacao hectares
cultivated in 2016



solar dryer
no fossil fuels are
burned in the
processing
of this fine cacao

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **47%**
more than the West Africa farmgate price.

The exporter earns **103%** more than
the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
1.98 MT	\$2.78	\$3.53	\$5.85	\$6.63	\$7.75-10.00

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.

Idaly Artola is one of three female staff members with APODIP.



UNCOMMON CACAO

POLOCHIC

PRODUCT SPECIFICS

GUATEMALA

Region: Polochic Valley

Organic cultivation, uncertified



WELL FERMENTED

80 % well fermented



Awards: 1

12 % violet



Grain Pro + Burlap

8 % under fermented



Harvest: Peak: Mar - June

7%



FAT **50.9%**



Hand sorted

PRODUCER IMPACT



255 farmers



130 female farmers

3

female board members at APODIP

25

farmers trained in organic fertilizers, postharvest cultivation and quality control

ENVIRONMENT



150 cacao hectares cultivated in 2016



50,000 cacao saplings will be planted in 2017

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **53%** more than the West Africa farmgate price.

The exporter earns **94%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
.72 MT	\$2.88	\$3.38	\$5.60	\$6.53	\$9.00-10.50



UNCOMMON CACAO

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, corn and other crops for their livelihoods. Cacao farmers are organized into three certified organic community associations, ASODIRP, ASOSELNOR, 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.

Pedro Pa Beb shares the story of his son's ambitious to attend University. "He is bright, he can achieve great things if given the opportunity to study but the cost makes this very challenging for our village. We need our children to study and bring knowledge back to our communities."

LACHUÁ

PRODUCT SPECIFICS

WELL FERMENTED

69 % well fermented



Awards: 14

23 % violet



Grain Pro + Burlap

8 % under fermented



Harvest: Peak: Jan - May



7%

FAT **54.5%**



Hand sorted



GUATEMALA

Region: Alta Verapaz

Certifications: Organic: USDA/NOP; some lots organically cultivated, uncertified

PRODUCER IMPACT



71

farmers in these associations



16

female farmers

181 kg

Average Sales per Farmer (Dry KG equivalent)

\$436

Average annual revenue from cacao, per farmer

71

Farmers were trained in organic production, fertilization, post harvest processing, and quality control.

ENVIRONMENT



220

cacao hectares cultivated in 2016

75,000 cacao saplings will be planted in 2017

245 hectares have been planted since 2014

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **27%** more than the West Africa farmgate price.

The exporter earns **106%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
15.36 MT	\$2.40	\$3.97	\$5.96	\$6.54	\$7.60-9.00

CHIMELB

ORIGIN STORY

Finca Chimelb's 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 social security for all employees. 10 of the 50 workers dedicated to cacao during peak harvest are women. 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 to control soil erosion 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 and terroir.

Finca Chimelb's newly constructed solar dryer is filled to the brim with drying cacao.



UNCOMMON CACAO

CHIMELB

PRODUCT SPECIFICS



GUATEMALA

Region: Lanquín

WELL FERMENTED

74 % well fermented



Awards: 1

16 % violet



Grain Pro + Burlap

10 % under fermented



Harvest: Peak: Apr - Aug Small: Nov - Jan



7.4%

FAT 46.9%



Hand sorted

PRODUCER IMPACT

Family-owned, single-estate farm



50 workers employed



10 female workers

25

Farmers from surrounding area invited for an exchange program to learn Chimelb cacao farming techniques.

ENVIRONMENT



57 cacao hectares cultivated in 2016

8,000 cacao saplings will be planted in 2017

Finca Chimelb protects **1,498** hectares of natural forest and has planted **800** hectares of forest.

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

Chimelb farm is paid **79%** more than the West Africa farmgate price.

The exporter earns **90%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

12 MT

FARMGATE PRICE

\$3.38

EXPORT PRICE

\$5.49

LANDED PRICE

\$6.01

SALES PRICE RANGE

\$7.25-9.00

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.

Antonio Conde, farm manager lovingly called "el Patroncito" by the farm team, stands in the farm's nursery holding more than 16,000 cacao seedlings to be planted in 2017.



UNCOMMON CACAO

MONTE GRANDE

PRODUCT SPECIFICS

GUATEMALA

Region: Costa Sur, Quetzaltenango
Organic cultivation, uncertified



WELL FERMENTED

92 %

well fermented



Awards:
Be the First!

6 %

violet



Grain Pro
+ Burlap

2 %

under fermented



Harvest:
Peak: Apr - Aug
Small: Nov - Jan



6.7%

FAT

56%



Hand sorted

PRODUCER IMPACT

Family-owned, single-estate farm



150

workers
employed



4

female
workers

45

hectares of land rented to
smallholder farmers without
ownership or access to farmland

\$96

annual rental cost per hectare /
USD

ENVIRONMENT



9

cacao hectares
cultivated in 2016

16,000

cacao saplings will
be planted in 2017

11

hectares of land
reclaimed from
palm oil and beef

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

Monte Grande farm is paid **87%**
more than the West Africa farmgate price.



The exporter earns **56%** more than
the 2016 average commodity price.

2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
3.48 MT	\$3.53	\$4.50	\$5.01	\$6.30-7.90

MAYA MOUNTAIN ORIGIN STORY

Maya Mountain Cacao ("MMC") is a pioneer in direct trade cacao sourcing. MMC put Belize on the craft chocolate map through production of high-quality, socially and environmentally impactful 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 constructed in 2016 with support from Dandelion Chocolate. The farmgate price paid for wet cacao in Belize has grown by over 90% since MMC began operations in 2010, leading to meaningful increases in farmer income. In 2016, an increase in buying competition in the area drove cacao prices up to farmers, and therefore to MMC's FOB price. MMC operates a 24-hectare Demonstration Farm, for farmer 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.

Fermentation at the new Maya Mountain processing plant outside Punta Gorda in Toledo District, Belize.

UNCOMMON CACAO

MAYA MOUNTAIN

PRODUCT SPECIFICS

BELIZE

Region: Toldeo and South Stann Creek District
 Certifications: Organic (USDA/NOP)



WELL FERMENTED

70 % well fermented



Awards: 21

24 % violet



Eco-Tact + Burlap

6 % under fermented



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



5.95%



Hand sorted

FAT 53.2%

PRODUCER IMPACT



356 farmers



21 female farmers

3

female staff

93 kg

Average Sales per Farmer (Dry KG equivalent)

\$411

Average annual revenue from cacao, per farmer

\$115,547

Microfinance loans made to farmers in 2014 / 2015 (USD)

ENVIRONMENT



305

cacao hectares cultivated in 2016



Operates a 24-hectare organic certified, agroforestry Demonstration Farm. Yielded first harvest in 2016.

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **135%** more than the West Africa farmgate price.

The exporter earns **127%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
16.44 MT	\$4.44	\$6.55	\$6.87	\$9.50-14.00

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 450 tons of annual production. Öko Caribe maintains close relationships with its 181 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.

Anny Rosario is Oko Caribe's licensed Accountant, recording all cacao purchases and payments to farmers throughout the year. She maintains the cacao database, organizing the containers and ensuring there is a transparent record of all the farmers that have contributed to each shipment. Anny is pictured here with Maritza, Altagracia, and Sonia, women employed to rake and sort cacao while it's drying.



UNCOMMON CACAO

ÖKO-CARIBE

PRODUCT SPECIFICS

DOMINICAN REPUBLIC

Region: San Francisco de Macoris

Certifications: Organic (USDA/NOP), Organic (EU), CERES



WELL FERMENTED

90 % well fermented



Awards: 38

7 % violet



Polypropelene

3 % under fermented



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

5.9%

FAT 55.2%

PRODUCER IMPACT



181
farmers



6
female farmers

6
female staff

2249 kg Average Sales per Farmer (Dry KG equivalent)

\$6,071 Average annual revenue from cacao, per farmer

2 Trainings in organic inspections

63 Farmers trained in organic agriculture

ENVIRONMENT



1,232
cacao hectares cultivated in 2016

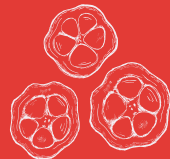
5,000 cacao saplings were planted in 2016

5,000 cacao saplings will be planted in 2017

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **43%** more than the West Africa farmgate price.

The exporter earns **36%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



VOLUME PURCHASED BY UNCOMMON

FARMGATE PRICE

EXPORT PRICE

LANDED PRICE

SALES PRICE RANGE

46.2 MT

\$2.70

\$3.93

\$4.20

\$5.65-6.50

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.

Fenise is the manager of PISA's post-harvest processing team. She oversees a team of mostly men to ensure efficient production of PISA delicious beans.



UNCOMMON CACAO

PISA

PRODUCT SPECIFICS

WELL FERMENTED

84 % well fermented



Awards: 11

10 % violet



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

6 % under fermented



7.50%

FAT 55.7%



Hand sorted

HAITI

Region: Acul du Nord, Region Cap Haïtien

Certifications: Organic (USDA/NOP), Organic (EU), CERES



PRODUCER IMPACT



1,398
farmers



607
female farmers

4
female staff

56 kg Average Sales per Farmer (Dry KG equivalent)

\$108 Average annual revenue from cacao, per farmer

PISA provides farmers with annual trainings in organic production.

ENVIRONMENT



1,098
hectares cacao cultivated in 2016



solar dryer no fossil fuels are burned in the processing of this fine cacao

Cacao farming is providing a sustainable alternative to the pervasive charcoal industry which promotes cutting and burning the forest.

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid 2%** more than the West Africa farmgate price.



The exporter earns 30% more than the 2016 average commodity price.

2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG



**Since Pisa introduced central processing farmers are now paid 4 times as much.

ALTO BENI

ORIGIN STORY

Deep in the jungles of Alto Beni, Bolivia, a young cacao company started by two Bolivian brothers has transformed the local cacao economy. Nelson and Jorge Valverde started the Alto Beni Cacao Company (ABC) in 2010 to improve livelihoods of small-scale farmers who depend on cacao as a main source of income. ABC pays premium farmgate prices and runs a careful centralized post-harvest operation. In 2016, ABC made adjustments with technical support by Uncommon Cacao to improve flavor and consistency. The 2016 harvest was not certified organic, though organically cultivated, and previous harvests have all been certified. We expect ABC to regain organic certification in 2017.

Mery Avircata, operations manager of Alto Beni Cacao, records purchases of wet cacao from farmers in the Alto Beni region.



UNCOMMON CACAO






ALTO BENI

PRODUCT SPECIFICS

BOLIVIA
 Region: Alto Beni
 Organic cultivation, uncertified



WELL FERMENTED

- 81 %** well fermented  Awards: 10
- 13 %** violet  Grain Pro + Burlap
- 6 %** under fermented  Harvest: Peak: Apr - Sept
-  **5.3%**
- FAT 55%**  Hand sorted

PRODUCER IMPACT

-  **305** farmers
-  **89** female farmers
- 4** female staff

119 kg Average Sales per Farmer (Dry KG equivalent)

\$464 Average annual income from cacao, per farmer

Alto Beni offers "open house" trainings on Demonstration Farm

ENVIRONMENT



99 cacao hectares cultivated in 2016

2,500 cacao saplings will be planted in 2017

Demonstration Farm for extended farmer education. Farm spans 10 hectares, with 5 hectares cacao and banana trees.

UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **106%** more than the West Africa farmgate price.

The exporter earns **77%** more than the 2016 average commodity price.



2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE
31 MT	\$3.90	\$5.12	\$5.53	\$6.80-8.00

ADIOESMAC

ORIGIN STORY

The Association of Integrated Development "OX EEK" Santa María Cahabón (ADIOESMAC), founded in 2004, cultivates and sells cacao, cardamom, cinnamon, and chili peppers. Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón region, the association processes cacao using cascading wooden fermentation boxes and a combination of greenhouse dryers, 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 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 "potato beans," and they are huge indeed, coming in at 46 beans per 100g. 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 reforestation 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.

Sebastian and Macaria Tiul show off their solar dryer.



UNCOMMON CACAO

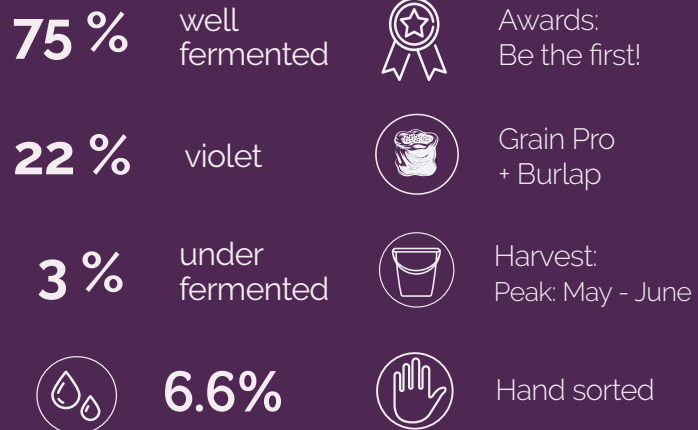
ADIOESMAC

PRODUCT SPECIFICS

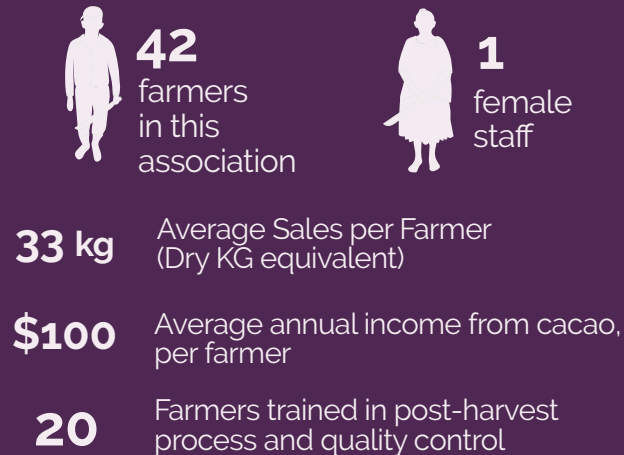
GUATEMALA
Region: Cahabón
Organic cultivation, uncertified



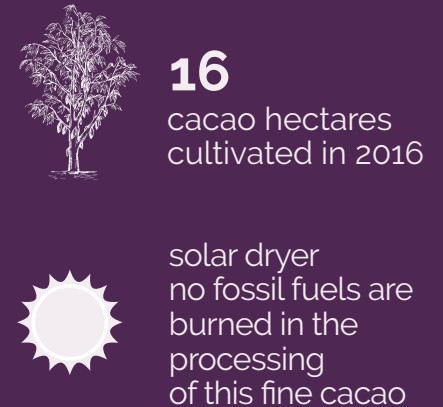
WELL FERMENTED



PRODUCER IMPACT



ENVIRONMENT



UNCOMMON PRICING VS. TRADITIONAL COMMODITY MARKET

At this origin, farmers are paid **58%** more than the West Africa farmgate price.



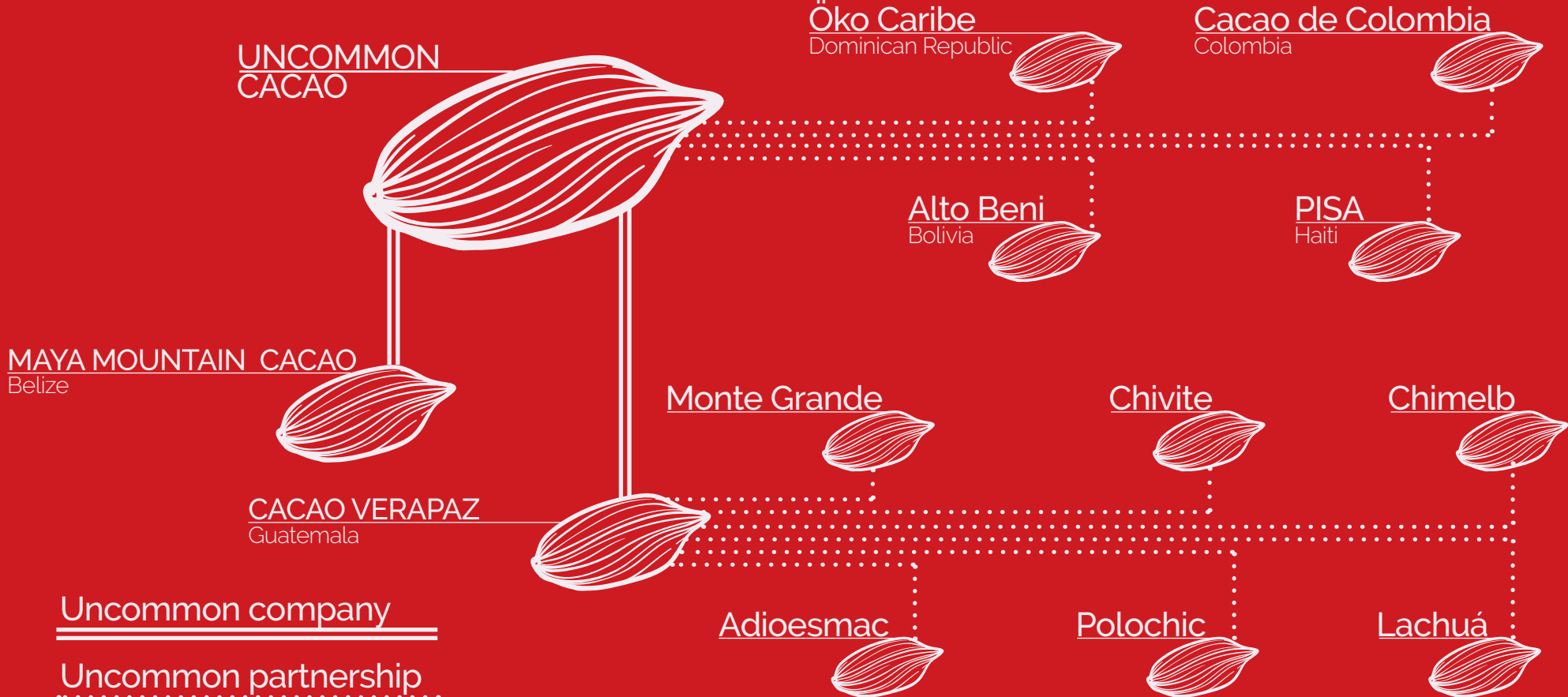
The exporter earns **110%** more than the 2016 average commodity price.

2016 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON	FARMGATE PRICE	ASSOCIATION PRICE	EXPORT PRICE	LANDED PRICE	SALES PRICE RANGE					
1.5 MT	\$2.99	\$3.53	\$6.06	\$6.30	\$7.25					

Uncommon Company

Our growing network of companies and partners deliver quality cacao.



Uncommon company

... Uncommon partnership ...

A photograph of two women smiling and embracing on a beach. The woman on the left has blonde hair and is wearing sunglasses and a dark top. The woman on the right has dark curly hair, is wearing sunglasses and a dark turtleneck sweater, and has her arm around the other woman's shoulder. The background shows the ocean and a cloudy sky.

Uncommon Women lead our growing team of change agents.

75%

Of our core team are women under 35

66%

Of the Uncommon origin companies are managed by women

Emily Stone Founder, CEO

I'm a rebel with a cause - co-creating a revolutionary new cacao supply chain model that pays farmers more while making chocolate better. I'm eternally grateful to the farmers, chocolate makers, and Uncommonly amazing team who together are driving innovation and progress towards this bold vision. *Onward!*

Maya Granit Managing Director

I am on a mission to prove that business can be a force for social and environmental good. I love sourcing delicious cacao that helps chocolate makers create awesome products and empowers farmers to live dignified lives. I dream of building a lasting supply chain that is based on trust and mutual respect.

Uncommon Impact

We have joined over 2000 companies around the world in using our business as a force for good.

Declaration of Interdependence

We envision a global economy that uses business as a force for good.

This economy is comprised of a new type of corporation - the B Corporation - which is purpose driven and creates benefit for all stakeholders, not just shareholders.

As B Corporations and leaders of this emerging economy we believe:

That we must be the change we seek in the world.

That all business ought to be conducted as if people and planet mattered.

That, through their products, practices, and profits, businesses should aspire to do no harm and benefit all.

To do so requires we act with the understanding that we are each dependent upon another and thus responsible for each other and future generations.



We're enabling change by creating connections.



Thank you so much for reading our report. We look forward to hearing from you as we continue to work hard towards our collaborative vision of cacao farmer prosperity in 2017 and beyond!

Contact:

Maya Granit, Managing Director
maya@uncommoncacao.com

Emily Stone, CEO
emily@uncommoncacao.com

Address:

Uncommon Cacao, Inc., 2703 7th St, Suite 104 Mailbox 303,
Berkeley CA 94710

This report was developed in collaboration with Kristy O'Leary.
imaginebetter@kristyoleary.ca

Photo: Bees feasting on banana flowers at Polochic.