

# UNCOMMON CACAO

TRANSPARENT TRADE

## Transparency Report 2019

Certified








Corporation

# UNCOMMON PRICING

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

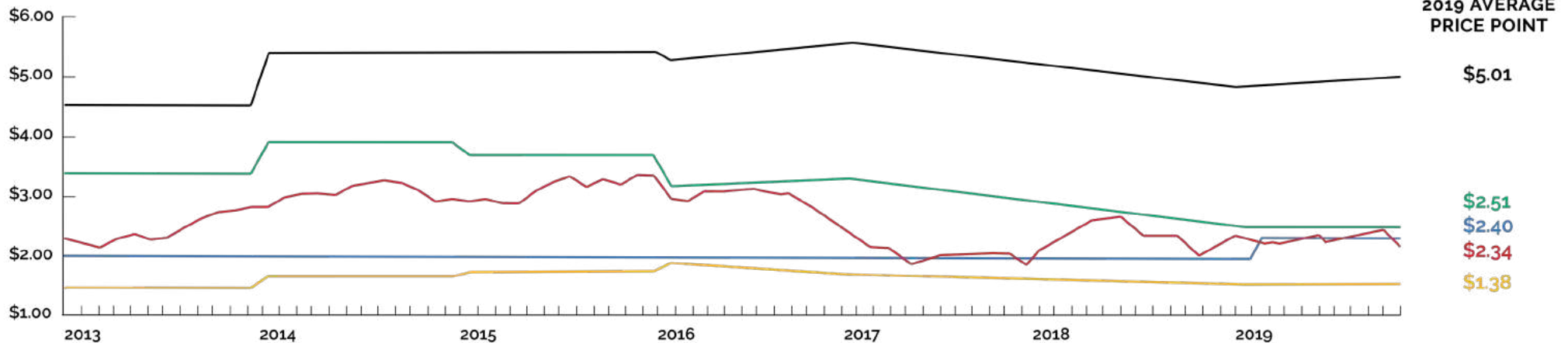
## Terminology

-  *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 PEOPLE

We measure our work and progress to keep ourselves and our partners accountable with data on our company operations, size, and metrics.



**5,428**

total farmers purchased from in 2019



**1,738**

registered women farmers in the Uncommon network



**5,971**

total number of organic certified hectares across Uncommon suppliers

**44%**

increase in total farmers selling into Uncommon network in 2019

**33%**

increase in registered women farmers selling into Uncommon network in 2019

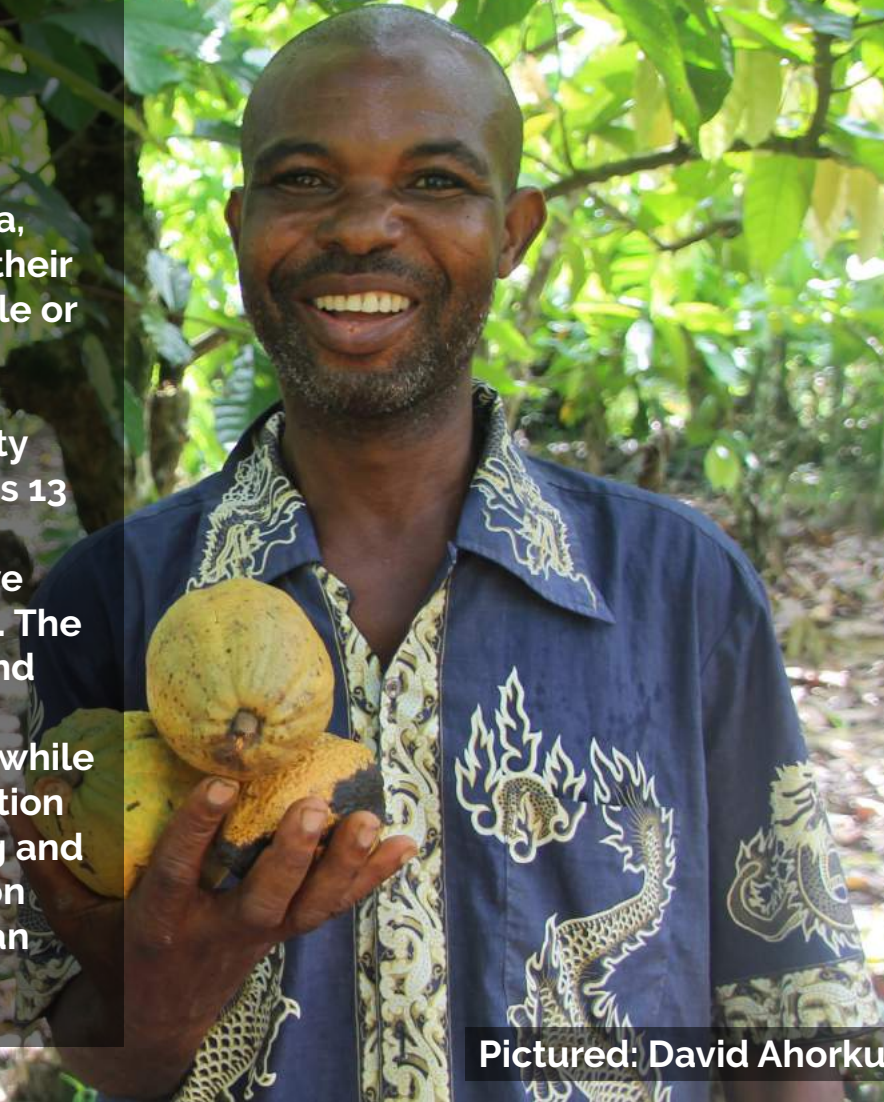
## INDICATORS

Metric	2017	2018	2019
Products	13	13	17
Countries	6	7	7
Staff	16	14	15
Annual Farmer Revenue*	\$1195	\$1,540	\$1,298
Certified Organic (ha)	4040	4642	5971
Total Cacao Purchased (MT)	228	193	288

\*Calculated based on smallholder earnings only.

# ABOCFA

ABOCFA is a farmer cooperative known for producing the highest quality traceable cacao in the eastern region of Ghana, with a classic rich and fudgy flavor. Farmers ferment and dry their own cacao, as the Ghana Cocoa Board does not permit the sale or purchase of wet cacao. ABOCFA has 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 3 representatives that report directly to the ABOCFA cooperative leadership, which has annual general meetings once per year. The cooperative also democratically decides where any quality and Fair Trade premiums go every year. For the 2019 year, farmers voted that 40% of the premium pool goes directly to farmers, while the remainder is spent on cooperative management, certification maintenance, community projects, and child labor monitoring and remediation programs. For the 2019 buying season Uncommon Cacao paid to the cooperative a total premium 43% higher than the Fair Trade and Organic premiums combined.



Pictured: David Ahorku



## THE BEANS



farmer  
fermented  
in heaps



harvest season:  
September -  
April

1) direct sun  
in thin layer  
on raised  
bamboo mats

drying  
protocol



Fair Trade  
certified

89 %

well  
fermented  
(FCCI protocol)



organic  
certified

## FARMER IMPACT



924  
registered  
farmers



215  
female  
farmers

2.3

avg. farm size in hectares

1,170

avg. sales per farmer in dry kgs

\$2,005\*

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

\$1.71\*

price paid per wet kg

\*prices 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

2,128

organic hectares  
cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME  
PURCHASED  
BY UNCOMMON

31.3 MT



FARMGATE PRICE

\$1.71

EXPORT PRICE

\$3.71

LANDED PRICE

\$4.20

SALES PRICE RANGE

\$4.00-6.15

prices are per dry  
kg equivalent

# CAHABÓN

Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón region, the ADIOESMAC association is heavily invested in making cacao farming a driver of success for their community and future generations. The association leadership has invested in their relationship with Cacao Verapaz and a local NGO to create a clonal garden, and implement organic practices to become organic certified in 2019. The association also produces cinnamon and chili peppers for income, and the younger generation is starting to take on cultivation and processing of all of these products. In addition, a women's group, called Chocolate ADIOESMAC, has 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.



Pictured: Pedro Tiul

# CAHABÓN

2019

## 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

78 %

well fermented (FCCI protocol)



organic certified



grain pro bags



BZ BIO 169

### FARMER IMPACT - ORGANIC



23 registered farmers



1 female farmers

1.01

avg. farm size in hectares

663

avg. sales per farmer in wet kgs

\$615

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

\$0.93

price paid per wet kg

### FARMER IMPACT - UNCERTIFIED



49 registered farmers

1.03

avg. farm size in hectares

254

avg. sales per farmer in wet kgs

\$236

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

\$0.93

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 organic hectares cultivated

50 hectares cultivated

### 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

6.75 MT ORGANIC

6.07 MT UNCERTIFIED

FARMGATE PRICE

\$2.60 ORGANIC

\$2.61 UNCERTIFIED

ASSOCIATION PRICE

\$3.29 ORGANIC

\$2.93 UNCERTIFIED

EXPORT PRICE

\$5.60 ORGANIC

\$4.00 UNCERTIFIED

LANDED PRICE

\$6.12 ORGANIC

\$4.57 UNCERTIFIED

SALES PRICE RANGE

\$9.40 ORGANIC

\$6.80-8.30 UNCERTIFIED

prices are per dry kg equivalent

# CHIVITE

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 flavor 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 16 Ademayach members, and in 2020 this increased to 26. The uncertified Chivite cacao comes from surrounding villages and farmers that historically only had access to coyotes with opaque pricing.

Photo by Zotter Chocolate



# CHIVITE

## 2019

# 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

**80 %**

well fermented (FCCI protocol)



organic certified



grain pro bags



BZ BIO 169

## FARMER IMPACT - ORGANIC



**16**  
registered farmers

**1.17**

avg. farm size in hectares

**1,179**

avg. sales per farmer in wet kgs

**\$1,130**

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

**\$0.96**

price paid per wet kg

## FARMER IMPACT - UNCERTIFIED



**81**  
registered farmers



**1**  
female farmers

**0.34**

avg. farm size in hectares

**118**

avg. sales per farmer in wet kgs

**\$107**

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

**\$0.91**

price paid per wet kg

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with timber, madrecacao and fruit trees.

**600 ft** avg. altitude

**114 in** annual rainfall

**19** organic hectares cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

**7.74 MT**  
ORGANIC

**4.61 MT**  
UNCERTIFIED

FARMGATE PRICE

**\$2.59**  
ORGANIC

**\$2.45**  
UNCERTIFIED

ASSOCIATION PRICE

**\$3.43**  
ORGANIC

**\$2.93**  
UNCERTIFIED

EXPORT PRICE

**\$5.60**  
ORGANIC

**\$4.17**  
UNCERTIFIED

LANDED PRICE

**\$6.11**  
ORGANIC

**\$4.74**  
UNCERTIFIED

SALES PRICE RANGE

**\$7.15-12.10**  
ORGANIC

**\$7.00-8.70**  
UNCERTIFIED

prices are per dry kg equivalent



Pictured: Nazario Botzoc, Roy Fraatz, Pedro Pa, Francis Veliz, and Felipe Choc

# LACHUÁ

The Región de Lachuá in Guatemala is home not only to a pristine cenote lake, but also to Q'eqchi' Maya families indigenous to the region. Cacao Verapaz works in partnership with three smallholder associations located around the lake, who together with three additional associations 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, which is pervasive in that region of Guatemala. While government funding for these efforts has ceased, the communities have taken environmental preservation into their own hands, 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% margin, while factoring in both monetary and in-kind costs.

# LACHUÁ

2019

## UNCOMMON CACAO

TRANSPARENT TRADE

GUATEMALA  
Region: Alta Verapaz



### THE BEANS



centrally  
fermented in  
wood boxes



harvest season:  
March - June

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

drying  
protocol



hand sorted

76 %

well  
fermented  
(FCCI protocol)



organic  
certified



grains pro  
bags



BZ BIO  
169

### FARMER IMPACT



112  
registered  
farmers



31  
female  
farmers

1.01

avg. farm size in hectares

592

avg. sales per farmer in  
wet kgs

\$540

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

\$0.91

price paid per wet kg

### ENVIRONMENT



#### Biodiversity

Cacao is intercropped  
with madre cacao,  
timber and fruit trees.

900 ft avg. altitude

114 in annual rainfall

122 organic hectares  
cultivated

### 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME  
PURCHASED  
BY UNCOMMON

24.42 MT

FARMGATE  
PRICE

\$2.37

ASSOCIATION  
PRICE

\$3.72

EXPORT  
PRICE

\$5.75

LANDED  
PRICE

\$6.27

SALES  
PRICE RANGE

\$6.40-11.50

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 centralized fermentary social enterprise model, and the first exporter in the country to produce high-quality, centrally-fermented cacao for the U.S. craft chocolate market. MMC works with 350+ certified organic smallholder cacao farming families in the Toledo and South Stann Creek districts, most of whom are indigenous Q'eqchi' and Mopan Maya and 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. MMC was awarded an Heirloom Cacao Preservation (HCP) designation in 2014, and through genetic testing we know that the majority of cacao cultivated by families in the MMC farmer network are Amelonado-dominant hybrids and other Upper Amazon Forastero hybrids. 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.

# MAYA MOUNTAIN

2019

# UNCOMMON CACAO

TRANSPARENT TRADE

**BELIZE**

Region: Southern Belize



## THE BEANS



centrally  
fermented in  
wood boxes



harvest season:  
March - May

1) indirect sun  
in solar dryer  
with perforated  
tables

drying  
protocol



hand sorted

2) direct sun  
on roll-out decks  
and cement

**82 %**

well  
fermented  
(FCCI protocol)



organic  
certified



ecotact  
bags



BZ BIO  
169

## FARMER IMPACT



**367**  
registered  
farmers



**43**  
female  
farmers

**1**

avg. farm size in hectares

**374**

avg. sales per farmer in  
wet kgs

**\$413**

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

**\$1.10**

price paid per wet kg

## ENVIRONMENT



### Biodiversity

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

**15 ft**

avg. altitude

**160 in**

annual rainfall

**398**

organic hectares  
cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME  
PURCHASED  
BY UNCOMMON

**31.99 MT**



FARMGATE PRICE

**\$3.34**

EXPORT PRICE

**\$5.34**

LANDED PRICE

**\$5.87**

SALES PRICE RANGE

**\$7.40-11.50**

prices are per dry  
kg equivalent



# MONTE GRANDE

Monte Grande is a family-owned farm that hugs the Rio Naranjo in Guatemala, which serves as the border between the San Marcos and Quetzaltenango districts. This region, known as the Costa Sur (South Coast), was historically Guatemala's center of cacao production and genetic research.

Monte Grande is owned and operated by the Conde family, who purchased the farm in 1867 with six gold coins. Today, the cacao farm is 19 hectares and expanding to an additional 11 hectares, with a farming method designed for water conservation and multi-crop cultivation.

In 2019, part of Monte Grande's cacao farm was certified organic. This portion of the farm acts as a buffer zone between the rest of the farm and the Rio Naranjo. Because cacao performs well in an intercropped agroforestry system, this buffer closely mimics the natural environment for the river and the wildlife it supports.

# MONTE GRANDE

2019

# UNCOMMON CACAO

TRANSPARENT TRADE

GUATEMALA

Region: Costa Sur



## THE BEANS



farmer fermented in wooden boxes



harvest season: August - December

1) indirect sun in solar dryer on wooden tables

drying protocol



hand sorted

2) direct sun in wooden boxes on cement patio



organic certified

77 %

well fermented (FCCI protocol)



grain pro bags



BZ BIO 169

## FARMER IMPACT



150

farm employees

origin structure

family owned estate

## ENVIRONMENT



### Biodiversity

Cacao is intercropped with plantain, banana, rubber, oil palm and cattle.

1,600 ft avg. altitude

161 in annual rainfall

9 organic hectares cultivated

14 hectares cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

3.00 MT



FARMGATE PRICE

\$3.15

EXPORT PRICE

\$5.60

LANDED PRICE

\$6.13

SALES PRICE RANGE

\$8.70-11.00

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 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.





## THE BEANS



centrally  
fermented  
in wooden  
boxes



harvest season:  
March - June

1) solar dryer  
on mesh tables

drying  
protocol



hand sorted

2) solar dryer  
on cement patio  
drying patio

95 %

well  
fermented  
(FCCI protocol)



organic  
certified

## FARMER IMPACT



106  
registered  
farmers

7.4

avg. farm size in hectares

9,296

avg. sales per farmer in wet kgs

\$10,783

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

\$1.16

price paid per wet kg

## ENVIRONMENT



### Biodiversity

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

361 ft

avg. altitude

61 in

annual rainfall

782

organic hectares  
cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME  
PURCHASED  
BY UNCOMMON

50.40 MT



FARMGATE PRICE

\$2.90

EXPORT PRICE

\$4.20

LANDED PRICE

\$4.53

SALES PRICE RANGE

\$5.30-8.50

prices are per dry  
kg equivalent

# PISA

PISA launched their centralized processing facility in 2014 which was a revolutionary change for the way the cacao industry worked in Haiti, offering the first high quality Haitian cacao to the US market. Through private sector innovation, PISA partnered with farmers to give them what they really needed: pricing transparency, a consistent market, and an elimination of risk. Today, PISA still provides smallholder farmers access to the specialty cacao market by purchasing wet cacao, centrally fermenting it, and selling it at a higher price for its higher quality. PISA is poised to bring affordable organic beans to the craft chocolate market with an approachable flavor profile of classic chocolate, blueberries, caramel, and vanilla. We partner with PISA to support systems change and reduce structural inequities in Haiti, while acknowledging that the end goal for economic justice has yet to be met and will require long-term partnership across the chocolate value chain.



## THE BEANS



centrally  
fermented  
in wooden  
boxes



harvest season:  
March - June

1) direct sun on  
cement patio

drying  
protocol



hand sorted

2) indirect sun  
in covered drying  
tables

91 %

well  
fermented  
(FCCI protocol)



organic  
certified

## FARMER IMPACT



1104  
registered  
farmers



492  
female  
farmers

0.76

avg. farm size in hectares

161

avg. sales per farmer in wet kgs

\$117\*

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

\$0.73\*

price paid per wet 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

849

organic hectares  
cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME  
PURCHASED  
BY UNCOMMON

50.22 MT



FARMGATE PRICE

\$1.83

EXPORT PRICE

\$3.63

LANDED PRICE

\$4.19

SALES PRICE RANGE

\$4.80-8.75

prices are per dry  
kg equivalent



# SEMULIKI FOREST

Located in Bundibugyo, Western Uganda, Semuliki Forest cacao is grown by 1,002 organic smallholder farmers in the region, 52% of whom are women. Latitude Trade Co. (LTC), the company that processes and exports this cacao, has organized 6 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 is located in the village of Bumate, at the base of the hills leading into the mountains. The site is designed to take 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. Beans are sun-dried on portable raised racks for 6-7 days and blended to create consistent lots before export.

Pictured: Kabugho Provia

# SEMULIKI FOREST

2019

# UNCOMMON CACAO

TRANSPARENT TRADE

UGANDA

Region: Bundibugyo District



## THE BEANS



Centrally fermented in wooden boxes



Harvest Season: Aug - June

1) indirect sun in solar dryer on mesh tables

drying protocol



hand sorted

82 %

well fermented (FCCI protocol)



organic certified



grain pro bags

## FARMER IMPACT



1002 registered farmers



504 female farmers

0.72

avg. farm size in hectares

155

avg. sales per farmer in wet kgs

\$114

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

\$0.74

price paid per wet kg

## ENVIRONMENT



### Biodiversity

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

361 ft

avg. altitude

61 in

annual rainfall

726

organic hectares cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

12.44 MT



FARMGATE PRICE

\$2.37

EXPORT PRICE

\*N/A PURCHASED EXW

LANDED PRICE

\$5.33

SALES PRICE RANGE

\$5.50-9.75

# ARHUACOS

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 practicing respect for all beings. Central to their belief is understanding that the earth and their territory, the Sierra Nevada, is the core of the universe. In 2018 the Colombian government stated that the Arhuacos territory has rights and is considered a living being. Now, the Arhuacos derive their livelihoods mainly from sustainable agriculture including harvesting of native cacao deep in the jungle close to the Venezuelan border. As of a living income study from Acumen conducted in 2017, the Arhuacos farmers make 58% more income by selling wet cacao to their own processing center than they would by selling dry cacao to outside buyers. The result of their harmonious production process is a comforting and earthy cacao with notes of alfalfa and fudge.



# ARHUACOS

2019

# UNCOMMON CACAO

TRANSPARENT TRADE

COLOMBIA

Region: Sierra Nevada



## THE BEANS



centrally fermented in wooden boxes

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

drying protocol

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



harvest season: May - October



hand sorted

90 %

well fermented (FCCI protocol)

## FARMER IMPACT



73 registered farmers



8 Female Farmers

1.8

avg. farm size in hectares

734

avg. sales per farmer in wet kgs

\$638

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

\$0.87

price paid per wet 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

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

3.0 MT

FARMGATE PRICE

\$2.87

ASSOCIATION PRICE

\$3.30

EXPORT PRICE

\$6.00

LANDED PRICE

\$6.57

SALES PRICE RANGE

\$7.85-10.00

prices are per dry kg equivalent



# 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 has worked closely with 13 farming families to develop biodiverse cacao agroforestry, and a prosperous way of life alternative to the degenerative monocropping of bananas that is prevalent in this part of the country. Farmers' degree of technical expertise really stands out as exceptional: farmers are even running their own pollination trials to improve quality and yields, which are currently around 700 Kg/hectare in the region. In addition to excellent growing and processing practices, the cacao from Sierra Nevada tastes delicious. This cacao has consistently won over judges worldwide and over the years has aggregated 15 awards including the coveted Golden Bean Award in 2019.



# SIERRA NEVADA

2019

# UNCOMMON CACAO

TRANSPARENT TRADE

COLOMBIA

Region: Sierra Nevada



## THE BEANS



centrally fermented in wooden boxes

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

drying protocol

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



harvest season: May - November



hand sorted

86 %

well fermented (FCCI protocol)

## FARMER IMPACT



45 registered farmers



22 Female Farmers

2.2

avg. farm size in hectares

1,453

avg. sales per farmer in wet kgs

\$1,220

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

\$0.84

price paid per wet kg

## ENVIRONMENT



### Biodiversity

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

3 ft

avg. altitude

31 in

annual rainfall

99

hectares cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

3.00 MT



FARMGATE PRICE

\$2.86

EXPORT PRICE

\$6.00

LANDED PRICE

\$6.58

SALES PRICE RANGE

\$8.10-10.80

prices are per dry kg equivalent

# TUMACO

The region of Tumaco, located on the western coast in the southernmost part of Colombia is considered to be the “Pearl of the Pacific.” This region is on the border with Ecuador and has a longstanding history of cacao cultivation by former slaves that traveled downriver after being freed from mining work in the 1800s looking for new opportunities. 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 are environmental and political stewards promoting peace and economic development through organized legal business. Many have focused 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. Today, Cacao Hunters, works with 6 associations and craft a consistent flavor blend for each export, as well as for their own chocolate production in Colombia. We’re proud to offer this award-winning bean.



Pictured: Gustavo Mindineros



### THE BEANS



centrally fermented in wooden boxes

- 1) indirect sun on covered bamboo tables
- 2) indirect sun on mesh drying tables

drying protocol



harvest season: October - December



hand sorted

**91 %**

well fermented (FCCI protocol)

### FARMER IMPACT



**763**  
registered farmers



**279**  
Female Farmers

**2.5**

avg. farm size in hectares

**378**

avg. sales per farmer in wet kgs

**\$229**

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

**\$0.61**

price paid per wet kg

### ENVIRONMENT



#### Biodiversity

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

**20 ft**

avg. altitude

**91 in**

annual rainfall

**2,394**

hectares cultivated

## 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

VOLUME PURCHASED BY UNCOMMON

**49.50 MT**

FARMGATE PRICE

**\$1.97**

ASSOCIATION PRICE

**\$2.55**

EXPORT PRICE

**\$4.31**

LANDED PRICE

**\$4.88**

SALES PRICE RANGE

**\$5.80-9.50**

prices are per dry kg equivalent