

UNCOMMON CACAO

TRANSPARENT TRADE

Transparency Report 2022

Certified



Corporation

This company meets the highest standards of social and environmental impact

TABLE OF CONTENTS

Who we are	1	Lachuá	23
Our pillars	2	Arhuacos	25
People	3	Sierra Nevada	27
Uncommon people in uncommon times	5	Tumaco	29
Planet	6	Chuncho	31
Product	7	PISA	33
Uncommon pricing	9	Semuliki Forest	35
Maya Mountain	11	Marou	37
ABOCFA	13	Cacao Miskito	39
Öko Caribe	15	CECAO	41
Cacao Verapaz Acopio	17	Glossary of Conversions	43
Ademayach	19	Contact us	44
Adioesmac	21		

WHO WE ARE

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

We created the first ever cacao trader Transparency Report in 2012 and became a certified B Corporation in 2017. In 2022, our U.S. and EU offices distributed cacao sourced from over 9,300 smallholder producers across 14 countries to more than 300 craft and premium chocolate makers globally.

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

First, to drive producer success through transparent trade. Our industry depends on the expertise and hard work of cacao producers. We think their earnings should reflect that. We pay our partners between 41% and 162% more than commodity prices, and our partners pay an average of 29% over the local farmgate price. Today, we're still the only international cacao trader that publishes what producers are actually paid when they sell their cacao into our network for all to see. We stand behind farmgate price disclosure as a critical foundation for enabling global conversations and analysis around a more equitable and producer-focused value chain. We also publish verifiable data for the full set of transactions along the supply chain, from when it's purchased at the farmgate to when it leaves our warehouse en route to a chocolate factory, so that our partners can also see the price at which chocolate companies purchase their product.

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

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

Uncommon Cacao. Radically transparent.

OUR PILLARS

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

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

WHY TRANSPARENT TRADE?

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

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

CONTENT OF THIS TRANSPARENCY REPORT

This Transparency Report covers metrics and highlights from January 1 to December 31, 2022, organized in the following sections:

- People
- Planet
- Product
- Pricing
- Partners



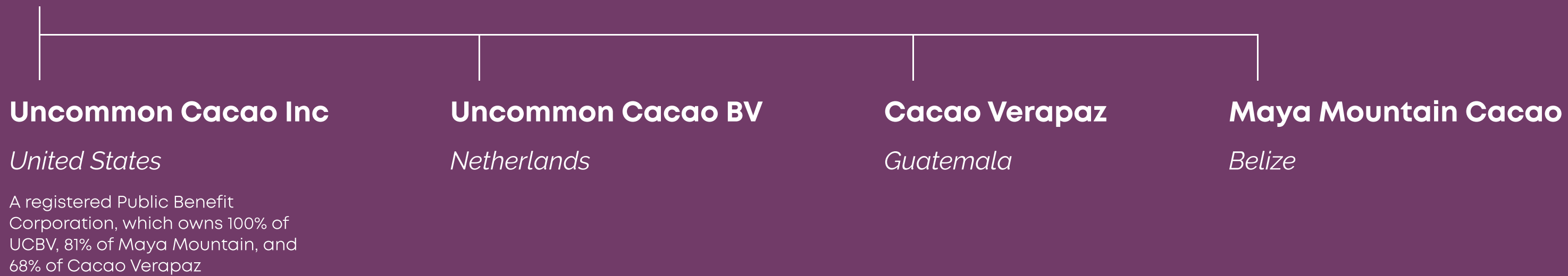
This report was created by a team of Uncommon Cacao staff and scholars at the Fine Cacao and Chocolate Institute (FCCI) with data collaboratively provided by our partners and traceability documentation reviewed by FCCI. We welcome questions, suggestions, or comments about this report by email at hello@uncommoncacao.com.

PEOPLE

Uncommon Cacao Group

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

Overall



CERTIFIED B CORP: BUSINESS AS A FORCE FOR GOOD



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



Anjuli (US), Paola (Colombia), Emily (US), Diane (Belize), Quinn (US), Mike (US), and Teddy (Guatemala) together in our Colorado office for our annual strategic planning meeting.



The Maya Mountain Team: Stephen Teul, Serapio Chun, Manuel Cucul Sergio Pineda, Fidencio Coc, Omar Chee, Diane Coy, Brandon Pop, Eduardo Cho, Anna Chun, Arnold Coc, Augustine Ack, Ramon Coc.



Benjamin Figarede and Emily Stone at the Amsterdam warehouse.



Olga, Amalia, Silvia, Sharon, Víctor, Tristan, Teddy, Roy, Keila, Nikte, Esteban, Marta from Cacao Verapaz team.



Mike Albertini, Petrona Diane Coy, and Benjamin Figarede at the Maya Mountain Cacao warehouse in Belize.

PEOPLE

Uncommon Cacao Partners & Network of Producers

PARTNER DEMOGRAPHICS

We have been focusing more intentionally on the labor practices and job creation of our partners. We are grateful to our partners for their transparent and thoughtful reporting on employment status, gender, and age range of their staff and producer partners whenever possible. Additional data is summarized on the individual partner pages later in this report.

TEAMS AT OUR PARTNERS

Across all our partners, 530 full-time and 273 part-time individuals are employed, of which 229 and 85 respectively are women.





 FT employees	530	 PT employees	273
 FT female employees	229	 PT female employees	85

PRODUCER DEMOGRAPHICS

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

UNCOMMON CACAO PRODUCER NETWORK

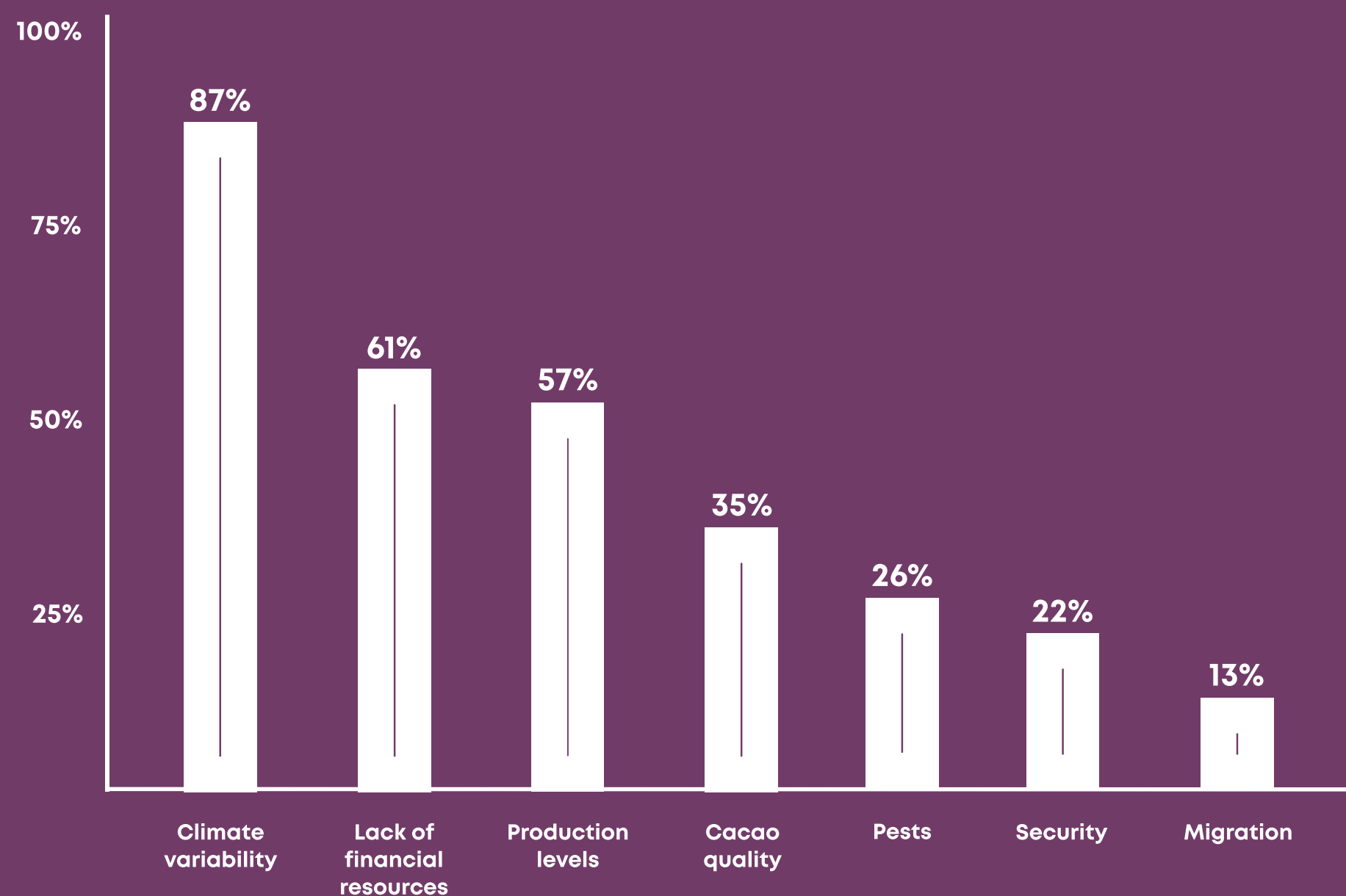
Women represented 31% of the producers purchased from in 2022, with 15 out of 16 origins reporting, or a 25% increase in number over 2021. Producers under the age of 35 represented 39% of the producers purchased from in 2022, with 10 out of 16 origins reporting, or a total 75% increase in number over 2021.

 Total producers purchased from in 2022	9,358
 Total female producers purchased from in 2022	2,862
 Total producers under 35 y/o purchased from in 2022	3,655
 Total organic producers purchased from in 2022	6,599

UNCOMMON PEOPLE IN UNCOMMON TIMES

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

Biggest challenges of 2022



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

Year-To-Year Comparison of Key Indicators

INDICATORS			
Metric	2020	2021	2022
Products	20	20	33
Countries	11	12	14
Staff	15	19	20
Annual Farmer Revenue from Cacao sold into UC network	\$1,312*	\$1,552**	\$1,733**
Certified Organic (ha)	4,790	6,459	12,077
Total Cacao Purchased (MT)	178	314	457

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

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

PLANET

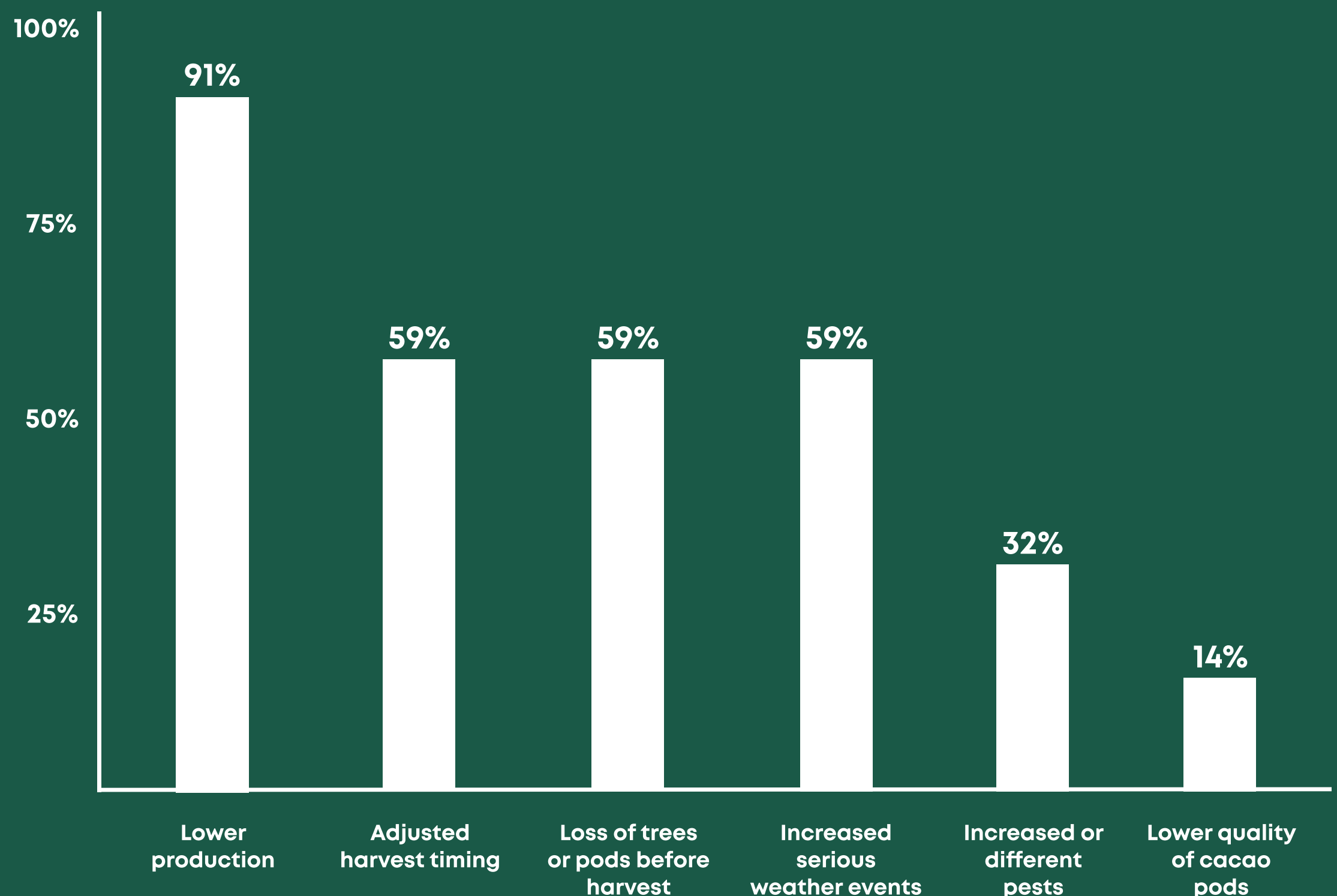
Uncommon Cacao Group operates through a hybrid working environment in the U.S. and Europe. Since 2020, we have participated as company members with the [Climate Collaborative](#), an organization that seeks to leverage the power of the natural products industry to address climate change. We are including data on average distance between producers' farms and fermentation facilities, and from those facilities to port, for most of our partners.

In this year's report, we have also included data measuring ocean freight CO2 kgs per MT to the U.S. (Philadelphia) and EU (Amsterdam). Chocolate makers who would like to calculate carbon footprint for their supply chains can use this data to do so.

The Uncommon Cacao network purchased from 9,358 producers in 2022, of these 6,599 were certified organic. This is a 12% increase over 2021, and a total of 12,077 hectares were included in organic certification across all our partners. On average among our partners, 60% of all cacao purchased is grown on organic hectares, additionally 60% of the cacao producing land is self-reported as intercropped, and there is an average of 44% self-reported shade cover on cacao farms. Our partners also report on the environmental initiatives and practices that they prioritize in their work. This data is summarized on the individual partner pages later in this report.

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

Impacts of climate change



PRODUCT

Uncommon Cacao sources exceptional cacao, implementing quality control and sensory evaluation at multiple points across the value chain. We seek out both unique and popular flavor profiles that offer chocolate makers differentiation, versatility, and deliciousness. Our partners trust us to distribute their products to hundreds of chocolate makers around the world. Bean-to-bar chocolate makers working with cacao sourced by Uncommon Cacao won more than 84 international awards in 2022, and have won a total of over 500 awards since 2013.

Uncommon Cacao's global network



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

PRODUCT

PRODUCT QUALITY

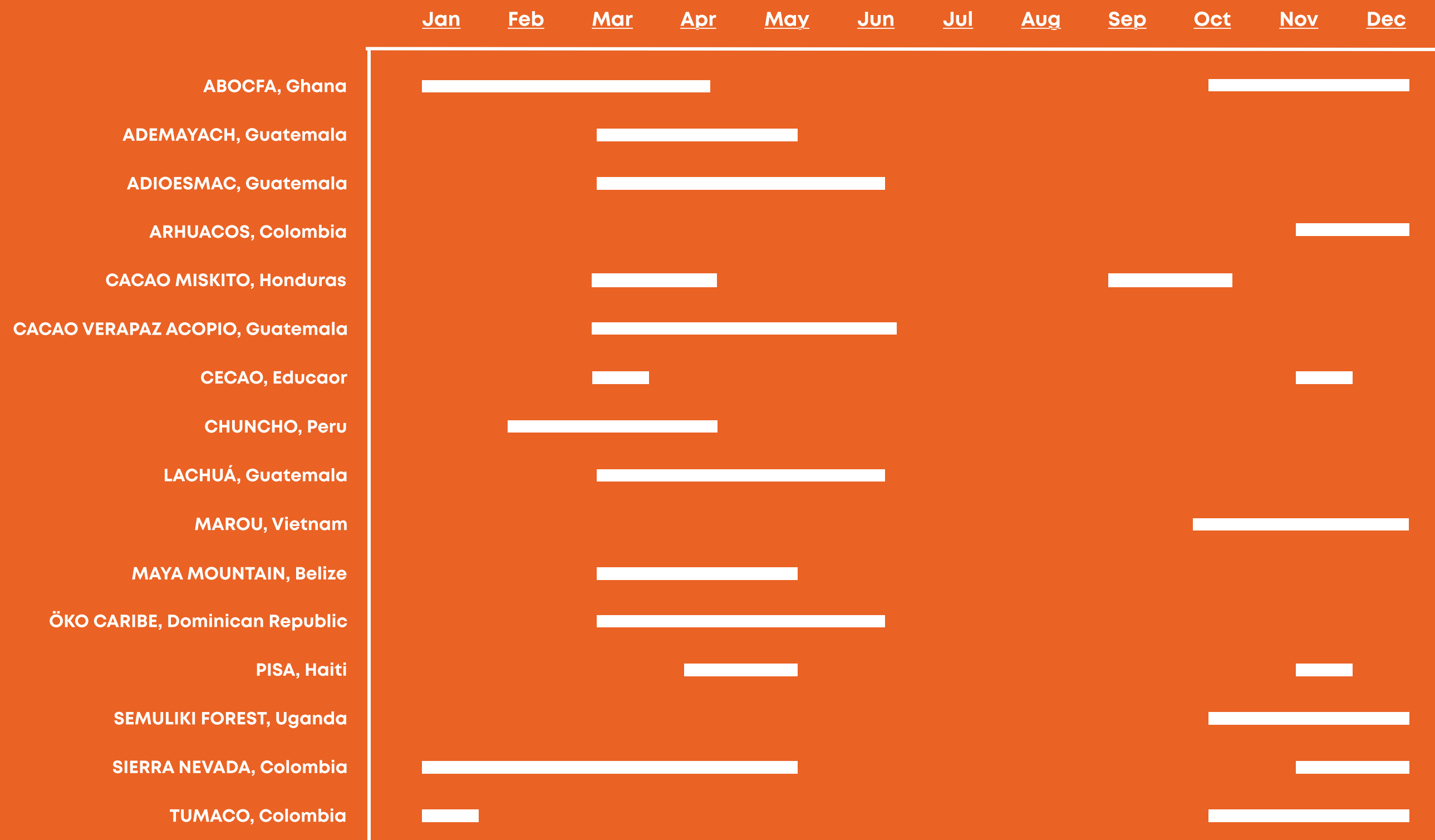
Uncommon Cacao sources two general qualities of cacao: Premium and Ultra Premium

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

Premium beans have passed through our rigorous approval process, but may not meet one or more of our defined parameters around fermentation, humidity, mold, drying, sorting, and flavor consistency.

PEAK HARVEST PERIODS ACROSS UNCOMMON CACAO'S PARTNERS

Given the diversity of regions from which Uncommon Cacao partners source cacao, our partners different times of the year depending on where they are based. Due to climate change, we are also sharing this information since it's variable to change. The following table summarizes the peak harvest periods for our 2022 partners:



UNCOMMON PRICING

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

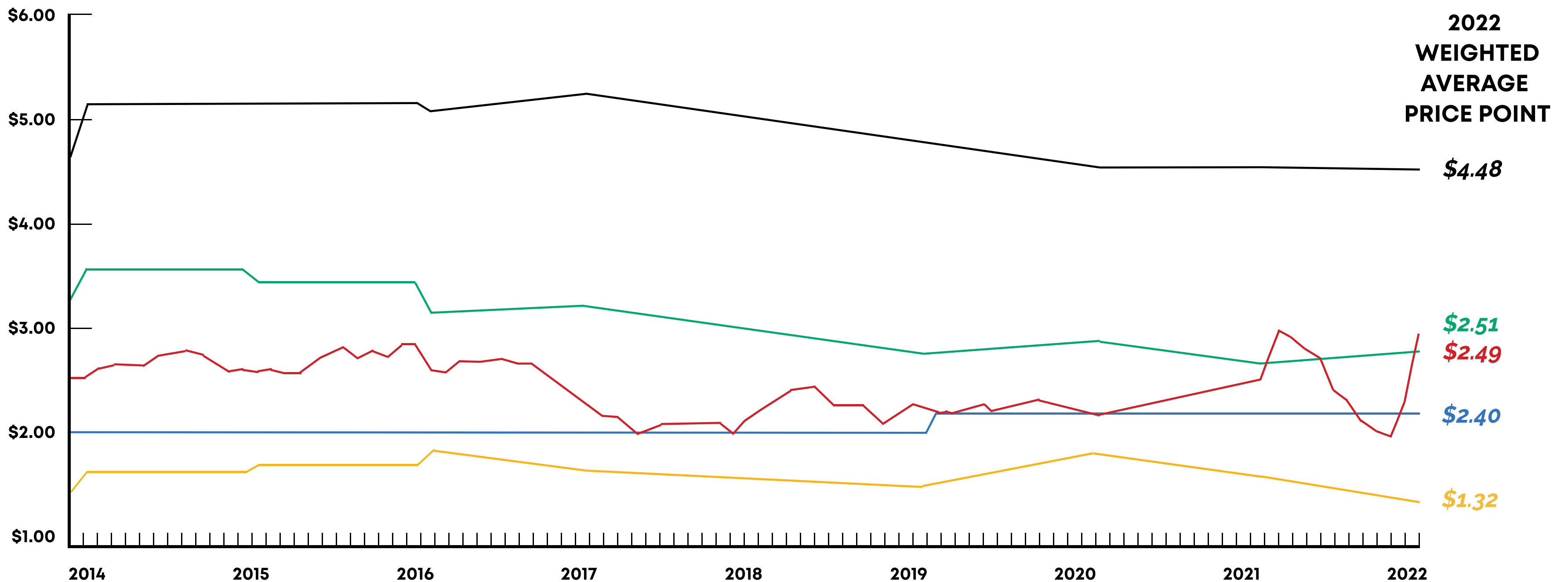
Terminology

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



Transparent Trade Cacao

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



UNCOMMON PRICING 2022

All prices are converted to USD / kg of dry cacao

SUPPLY PARTNER	ORIGIN	FARMGATE PRICE (AVG)	ASSOCIATION PRICE (AVG)	FOB PRICE (AVG)	AVERAGE SALES PRICE (AVG)
ABOCFA	ABOCFA, Ghana**	\$1.74	N/A	\$3.51 (CIF)	\$5.64
Alto Urubamba	Chuncho, Peru**	\$3.53	N/A	\$5.00	\$8.61
Cacao Hunters	Arhuacos, Colombia**	\$2.56	\$3.65	\$6.00	\$8.05
Cacao Hunters	Sierra Nevada, Colombia	\$2.31	\$2.52	\$5.75	\$9.45
Cacao Hunters	Tumaco, Colombia	\$2.57	\$2.60	\$4.22	\$7.39
Cacao Miskito	Cacao Miskito, Honduras	\$2.67	N/A	\$4.00	\$7.45
Cacao Verapaz*	Ademayach, Guatemala**	\$3.09	\$3.82	\$5.75	\$8.00
Cacao Verapaz*	Adioesmac, Guatemala**	\$2.70	\$3.75	\$5.58	\$8.18
Cacao Verapaz*	Cacao Verapaz Acopio, Guatemala**	\$2.89	N/A	\$4.60	\$8.25
Cacao Verapaz*	Lachuá, Guatemala**	\$2.28	\$3.95	\$5.75	\$8.31
CECAO	CECAO, Ecuador**	\$2.51	\$2.73	\$4.04	\$7.50
Latitude Trade Co.	Semuliki Forest, Uganda**	\$2.38	N/A	\$4.50	\$6.78
Marou	Marou, Vietnam	\$4.00	\$4.26	\$6.50	\$13.17
Maya Mountain*	Maya Mountain, Belize**	\$3.21	N/A	\$5.49	\$8.23
Öko Caribe	Öko Caribe, Dominican Republic**	\$2.52	N/A	\$3.54	\$6.26
PISA	PISA, Haiti**	\$1.99	\$2.11	\$4.14	\$6.69

*Uncommon Cacao Subsidiary **Organic

MAYA MOUNTAIN 2022

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. market. Currently managed by Petrona Diane Coy, MMC works with 450 certified organic smallholder cacao producers in the Toledo and South Stann Creek districts. The majority identify as indigenous Q'eqchi' and Mopan Maya whose families have been producing cacao for generations. MMC's 100% Belizean Maya-led team processes all cacao at a post-harvest facility where three unique stages of sun drying create optimal flavor. The beans carefully produced by the producers in Maya Mountain Cacao's network and fermented by our team offer consistent, well-balanced flavor notes of honey, pineapple, and raisin. MMC also produces certain microlots, including cacao from the Trio agroforestry project and infused ferments. In 2019, Maya Mountain Cacao was awarded a Cocoa of Excellence Award, which placed it within the Top 20 cocoas globally. Maya Mountain was also awarded an Heirloom Cacao Preservation (HCP) designation in 2014, and is a certified B Corporation as part of the Uncommon Cacao group.

Manuel Cucul from the MMC team carries fresh cacao to the truck after purchasing.

MAYA MOUNTAIN 2022⁺



UNCOMMON CACAO

BELIZE 

CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	368	# producers under 35 y/o trained	80
 Female producers	38	FT employees	9
Producers under 35 y/o	80	FT female employees	2
Organic producers	368	PT employees	10
Total # of producers trained	385	PT female employees	1
# of female producers trained	38		

PLANET

Organic hectares cultivated	440
Average percent of shade on cacao farms	30%
Distance of producer to facility (km)	23
Distance to port (km)	239
Ocean Freight CO2kgs per MT (US)	48
Ocean Freight CO2kgs per MT (EU)	135

PRODUCT

Quality

Ultra Premium

Flavor

Honey, caramel, pineapple, nutmeg & raisin

Fermentation style

Box 

Drying style

Raised beds with a roof, patio & solar dryers

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Hand sorting

Yes

Certifications



Number of awards in 2022

18

1.2	277	\$337
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Small monetary and in kind donations to local schools, assistance with transportation for local football team, grocery baskets offered to spouses of farmers who passed away

Trainings conducted

Farm productivity, ecological practices & cacao quality

Crops that are used for intercropping

Banana, plantain, coconut, avocado, cashew & coffee

Environmental practices

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

Local market price for cacao (dry kg)

\$1.65

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$3.21

FOB price

\$5.49

Average sales price

\$8.23



⁺ Verified with traceability documentation

ABOCFA 2022

Based in the eastern region of Ghana, ABOCFA is the only organic and Fairtrade certified cocoa cooperative in the country. Manager Stephen Ashia oversees the operations of the organization. Within the ABOCFA network, producers ferment their cocoa in heaps on the farm and dry it on raised beds close to their homes, as the Ghana Cocoa Board (COCOBOD) does not permit the sale or purchase of wet cocoa. ABOCFA has invested deeply in the producing communities through trainings on topics including farm productivity, ecological practices, harvest and post-harvest quality, business and finance, and labor rights. ABOCFA recently constructed a new training facility and a nursery for cocoa and other tree crops to improve biodiversity on farms. All producer members of ABOCFA have also agreed to avoid deforestation or expansion into forested areas for cacao production. The cooperative democratically decides where any quality and Fair Trade premiums go every year. In 2022, the cooperative opted to dedicate 53% of the ABOCFA budget to producer premiums, as well as supporting the construction of canteens at local schools, equipment to sterilize medical equipment at local health clinics, and producer trainings. ABOCFA's producer community is renowned globally for their high quality traceable organic cocoa exhibiting a classic rich and fudgy flavor.

Stephen Ashia, General Manager of ABOCFA Cooperative, stands in front of ABOCFA cocoa sacks at the LBC warehouse in Suhum.

PEOPLE

 Producers purchased from	1,063	# of female producers trained	274
 Female producers	274	# of producers under 35 y/o trained	59
Producers under 35 y/o	59	FT employees	31
Organic producers	1,063	FT female employees	6
# of producers trained	1,063		

PLANET

Organic hectares cultivated	1,515
Average percent of shade on cocoa farms	40%
Distance of producer to facility (km)	6
Distance to port (km)	92
Ocean Freight CO2kgs per MT (US)	133

PRODUCT

Quality

Premium

Flavor

Milk chocolate, cherry & macadamia nut

Fermentation style

Heap 

Drying style

Raised beds without a roof

Quality practices

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

Hand sorting

Sometimes

Certifications



Number of awards in 2022 **6**

1.4	779	\$1,512
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused initiatives

Schools, water access programs, health services, financial services, training programs & community clinic

Trainings conducted

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

Crops that are used for intercropping

Banana, plantain, citrus, timber & avocado

Environmental practices

Training on dynamic agroforestry, provision of shade trees

Local market price for cacao (dry kg)

\$1.60

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$1.74*

CIF price

\$3.51

Average sales price

\$5.64

+ Verified with traceability documentation

* Price reflects premium payment paid out once a year

Öko Caribe 2022



ÖKO CARIBE
HIGH QUALITY ORIGIN COCOA BEANS
Dominican Republic



Nestled in the heart of the cacao-rich Duarte province of the Dominican Republic, Öko-Caribe (or “eco-Caribe,” in German) is a gem amongst cacao suppliers. With more than 50 years of combined experience in cacao, owners Adriano de Jesus Rodriguez and Gualberto Acebey Torrejon have fine-tuned their systems to ensure consistent, superior quality in their 500+ tons of annual production. Öko Caribe maintains close relationships with its 127 producers through technical training in agronomic practices and organic certification. In addition, owners Adriano and Gualberto have personal relationships with all producers, offering microfinance loans for cacao-related expenses, as well as personal loans for family emergencies or other community needs. Öko Caribe offers Uncommon Cacao a unique hand-sorted quality, which makes the ease of workability of these beans exceptional. The Dominican Republic is a globally important producer and pioneer of organic cacao, and Öko Caribe is well recognized as a leader in the country for its consistency in quality and excellent flavor. In 2020, Öko invested in more fermentation boxes and solar drying decks to increase their volume potential and better serve a growing craft chocolate market with high quality cacao with flavor notes of vanilla, marzipan, and coconut cream.

The Öko Caribe facility outside of San Francisco de Macorís.

ÖKO CARIBE 2022 +



UNCOMMON CACAO

DOMINICAN REPUBLIC 

CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	90	# of producers under 35 y/o trained	4
 Female producers	10	FT employees	16
Producers under 35 y/o	8	FT female employees	8
Organic producers	74	PT employees	8
# of producers trained	53	PT female employees	5
# of female producers trained	5		

10.3

Average farm size (ha)

2387

Average sales per producer (dry kg)

\$6,014

Average annual cacao revenue per producer

Community-focused Initiatives

Monetary support for repair of local roads

Trainings conducted

Farm productivity, ecological practices & cacao quality

PLANET

Organic hectares cultivated	934
Average percent of shade on cacao farms	55%
Distance of producer to facility (km)	35
Distance to port (km)	180
Percentage of power from solar	95%
Ocean Freight CO2kgs per MT (US)	44

Crops that are used for intercropping

Avocado, banana, plantain, orange & yam

Environmental practices

Plastic collection, soil and bank conservation

PRODUCT

Quality

Ultra Premium

Flavor

Cashew butter, nougat & strawberry

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

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

Hand sorting

Yes

Certifications



Number of awards in 2022 **15**

Local market price for cacao (dry kg)

\$2.19

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.52

FOB price

\$3.54

Average sales price

\$6.26

+ Verified with traceability documentation

Cacao Verapaz Acopio 2022

Cacao Verapaz, part of the Uncommon Cacao group of companies and a certified B Corp, was the first exporter of specialty cacao from independent Guatemala at scale. Cacao Verapaz has been working with small community associations in Cahabón since 2015, but for years the team at Cacao Verapaz has been working to build a model to reach and include the hundreds of additional families producing cacao who do not live in close proximity to the associations. Most of these families have had extremely limited market options for selling their cacao, primarily washing their cacao and selling it to intermediaries called “coyotes” who occasionally visit their remote villages to buy cacao, cardamom, beans, corn, spices, or other crops they grow. In 2022, Cacao Verapaz launched a brand-new centralized fermentation and drying facility known as the “Acopio” (or “gathering” in Spanish). The Acopio is based in and purchases cacao from the municipality of Cahabón, which is known as the largest and most historically important cacao producing region in Guatemala. Cacao Verapaz’s Acopio currently sources wet cacao from 309 producers who are certified organic under the European and the USDA NOP Standard. The flavor profile of the Acopio cacao is richly chocolatey, due to the combination of genetics produced on farms and post-harvest practices implemented by the team at Cacao Verapaz. We find notes of chocolate ganache, black pepper, and passionfruit in the lot that has already landed from the 2022 harvest. Every fermentation batch is evaluated in the quality lab at Cacao Verapaz’s warehouse in Cobán, Guatemala and the expert team is already hard at work closely managing post-harvest practices for consistency in flavor.



Lorenzo Caal on his farm in Cahabón, sporting a traditionally woven Q'eqchi' "cuxtal" bag.

CACAO VERAPAZ ACOPIO 2022 + UNCOMMON CACAO

GUATEMALA  **CENTRALIZED FERMENTATION**

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	150	# of female producers trained	20
 Female producers	28	# of producers under 35 y/o trained	55
Producers under 35 y/o	50	FT employees	2
Organic producers	150	PT employees	6
# of producers trained	293	PT female employees	3

1.4	67	\$194
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Training programs in partnership with MOCCA and Rikolto

Trainings conducted

Farm productivity, ecological practices & cacao quality

PLANET

Organic hectares cultivated	205
Average percent of shade on cacao farms	35%
Distance of producer to facility (km)	12
Distance to port (km)	475
Percentage of power from solar	50%
Ocean Freight CO2kgs per MT (US)	49
Ocean Freight CO2kgs per MT (EU)	137

Crops that are used for intercropping

Plantains, banana & chile

Environmental practices

Organic certification requires environmentally responsible practices

PRODUCT

Quality

Ultra Premium

Flavor

Chocolate ganache, passionfruit & black pepper

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

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

Hand sorting

Yes

Certifications



Local market price for cacao (dry kg)

\$2.32

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



+ Verified with traceability documentation

ADEMAYACH 2022

Follow the rushing jungle-lined Cahabón River to reach the community of San Juan Chivite from the town of Lanquín. For miles, only the occasional rope bridge crosses the river. One of these bridges leads to San Juan Chivite, home to a Q'eqchi' Maya community that forms the Ademayach association. This association was started by community members including Carlos Caal and Santiago Sotz Cholom that used to work on a 180-hectare German-owned farm that was eventually abandoned. The farm workers sought support from a foundation that bought the land and the producer community took out a 30-year loan to pay off the land over time. Recently, the loan was fully paid off and the land is now owned directly by the producers. There, they continue to grow cacao, and use box fermentation, solar dryers, and hand sorting to manage quality. They are also working on soil conservation measures and investing in solar power. The organic certified Chivite cacao we offer is produced by 36 Ademayach association members, with flavor notes of mango, banana, and sweet tart candies. The association has limited production capacity and tends to sell out quickly!

Gerber Caal, Gerardo Sotz, Heidy Caal Taller, Manuel Choc, Herlinda Ba, Victor Xuc, Juana Tellez, and Efrain Sanchez take a break on a producer's farm during a field training at Ademayach.



ADEMAYACH 2022 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	36	# producers under 35 y/o trained	8
 Female producers	16	FT employees	1
Organic producers	36	PT employees	3
# of producers trained	30	PT female employees	1
# of female producers trained	12		

PLANET

Organic hectares cultivated	27
Average percent of shade on cacao farms	40%
Distance of producer to facility (km)	6
Distance to port (km)	450
Percentage of power from solar	50%
Ocean Freight CO2kgs per MT (US)	49
Ocean Freight CO2kgs per MT (EU)	137

PRODUCT

Quality

Ultra Premium

Flavor

Jasmine, lemon curd & mango

Fermentation Style

Box 

Drying Style

Solar dryers

Quality Practices

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

Hand Sorting

Yes

Certifications



Number of awards in 2022 **8**

0.8

Average farm size (ha)

153

Average sales per producer (dry kg)

\$472

Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices & cacao quality

Crops that are used for intercropping

Plantain, palm & timber

Environmental practices

Soil conservation practices

Local market price for cacao (dry kg)

\$2.31

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$3.09

Association price

\$3.82

FOB price

\$5.75

Average sales price

\$8.00

+ Verified with traceability documentation

ADIOESMAC 2022

Perched on a mountaintop overlooking the extensive jungled hills of the Cahabón River region, the ADIOESMAC association, made up of 37 members, heavily invests in making cacao production a driver of success for their community and future generations. With this in mind, the association leadership, including Sebastian Tiul and Alberto Sotz Tec, invested in their relationship with Cacao Verapaz and a local NGO to create a clonal garden. The association also produces cinnamon and chili peppers for income, and focuses on protection of local water sources. In addition, a women's group, called Chocolate ADIOESMAC, built an artisanal chocolate factory to sell bars of bean to bar chocolate in the nearby tourist town of Lanquín. The Cacao Verapaz team has supported the association in implementation of the USDA-funded MOCCA project, which allowed members access to online and on-land workshops that focused on better fertilization practices, quality control, and sensory evaluation, supporting their production of cacao with flavor notes of orange zest, toasted almond, and chocolate cookies. The cacao produced by ADIOESMAC was awarded a Top 50 qualification in the Cocoa of Excellence awards in 2019.

The newly constructed drying decks at Adioesmac glisten in the sun.


ADIOESMAC 2022 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	24	FT employees	1
Organic producers	24	PT employees	3
# of producers trained	25	PT female employees	1
# of female producers trained	8		
# of producers under 35 y/o trained	12		

PLANET

Organic hectares cultivated	38
Average percent of shade on cacao farms	38%
Distance of producer to facility (km)	5
Distance to port (km)	488
Ocean Freight CO2kgs per MT (US)	49
Ocean Freight CO2kgs per MT (EU)	137

PRODUCT

Quality

Ultra Premium

Flavor

Chocolate cookie, dried banana & walnut

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

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

Hand sorting

Sometimes

Certifications



1.6	271	\$731
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

Farm productivity, ecological practices & cacao quality

Crops that are used for intercropping

Plantain, palm, citrus, timber, cinnamon & pepper

Environmental practices

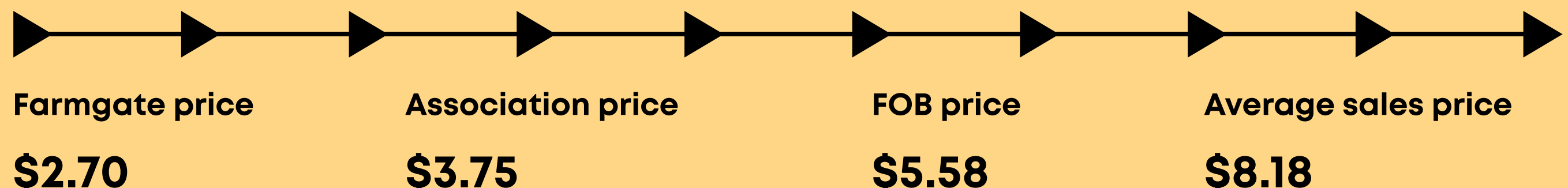
Water and forest conservation

Local market price for cacao (dry kg)

\$2.43

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



+ Verified with traceability documentation

LACHUÁ 2022

The Región de Lachuá in Guatemala is home to a pristine cenote lake and to indigenous Q'eqchi' Maya families. Cacao Verapaz works in partnership with two smallholder associations, ASODIRP and KATBALPOM, located around the lake. Together with several additional associations of other products, they are leaders in creating an agroforestry buffer zone around the lake. This helps in protecting the area from industrial palm oil development and other forms of extractive agriculture pervasive in that region of the country. With initial support from the Guatemalan government, the communities took on larger environmental preservation projects including agroforestry within cardamom and cacao plots to promote forest cover, soil and riverbank conservation. Cacao Verapaz worked closely with the Lachuá associations in 2022 on the implementation of the MOCCA project funded by the USDA, providing technical support to growers on pruning, soil fertility, artisanal irrigation systems and organic pest management. Uncommon Cacao conducted a cost of production study in this region in 2019 alongside and discovered that producers in this region earn a 50%+ profit margin, while factoring in both monetary and in-kind costs. The associations ferment in boxes and dry on patios and solar dryers, all in support of producing the classic Lachuá flavor notes of lemon drop, strawberry jam, and walnut.

Anselmo Luc, President of ASODIRP and a long standing leader in Lachuá cacao production, demonstrates proper selection of budwood for grafting.



LACHUÁ 2022 +

GUATEMALA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	98	# of producers under 35 y/o trained	22
 Female producers	26	FT employees	3
Organic producers	98	PT employees	7
# of producers trained	77	PT female employees	5
# of female producers trained	25		

PLANET

Organic hectares cultivated	107
Average percent of shade on cacao farms	45%
Distance of producer to facility (km)	4
Distance to port (km)	463
Ocean Freight CO2kgs per MT (US)	49
Ocean Freight CO2kgs per MT (EU)	137

PRODUCT

Quality

Ultra Premium

Flavor

Strawberry, mocha, lemon zest & peanut

Fermentation style

Box 

Drying style

Patios & solar dryers

Quality practices

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

Hand sorting

Yes

Certifications



Number of awards in 2022 **10**

1.2	268	\$715
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Training and technical assistance in cocoa production, plot management & diversification

Trainings conducted

Farm productivity, ecological practices & cacao quality

Crops that are used for intercropping

Banana, plantain, palm, citrus & timber

Environmental practices

Soil and river bank conservation

Local market price for cacao (dry kg)

\$2.60

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.83

Association price

\$3.95

FOB price

\$5.75

Average sales price

\$8.31

+ Verified with traceability documentation

ARHUACOS 2022

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 Arhuacos community took a break from cacao cultivation in 2020, to pray for the health of the world during the pandemic. In 2021, they returned to more active production, but faced significant challenges with the fungus monilia on their farms. Cacao de Colombia is working closely with the Arhuacos communities to address the monilia and improve productivity, including extending their sourcing network to additional Arhuacos communities in the Sierra Nevada.

Hernán Villafaña and his father Manuel Villafaña demonstrate pruning techniques on their farm outside of Don Diego.





ARHUACOS 2022

COLOMBIA  ASSOCIATION

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	127	# of female producers trained	4
 Female producers	15	FT employees	2
Producers under 35 y/o	92	FT female employees	1
Organic producers	127	PT employees	1
# of producers trained	50	PT female employees	1

PLANET

Organic hectares cultivated	335
Average percent of shade on cacao farms	70%
Distance of producer to facility (km)	20
Distance to port (km)	66
Ocean Freight CO2kgs per MT (US)	66

PRODUCT

Quality

Ultra Premium

Flavor

Fudge brownie, walnut & tahini

Fermentation style

Box 

Drying style

Solar dryers

Quality practices

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

Hand sorting

Yes

Certifications



2.6	112	\$262
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused initiatives

Training and technical assistance in cocoa production, plot management, and diversification

Trainings conducted

Farm productivity, ecological practices & cacao quality

Crops that are used for intercropping

Plantain, avocado, mangos & timber

Environmental practices

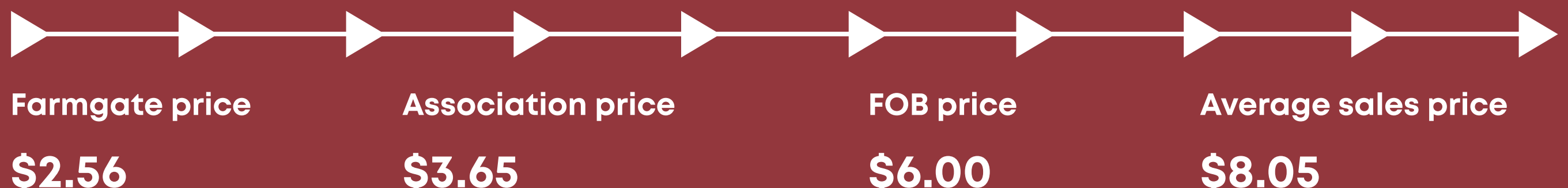
Adaptation of traditional practices & organic farming practices

Local market price for cacao (dry kg)

\$1.65

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



SIERRA NEVADA 2022

From the land sometimes described as the birthplace of magical realism, Sierra Nevada cacao is produced close to the Caribbean coast of Colombia. Cacao de Colombia works closely with two associations and a centralized fermentation operation to support biodiverse cacao agroforestry in the area. This diversification supports food security, environmental conservation, and income diversity, as opposed to the degenerative monocropping of bananas prevalent in this part of the country. Producers in these associations display an exceptional degree of technical expertise. They run pollination trials to improve quality and yields. In addition to excellent growing and processing practices involving box fermentation and raised beds with roofs and solar drying, this cacao has consistently won over judges worldwide, and has received dozens of awards globally, including the coveted Golden Bean Award in 2019. Complex flavor notes of blackberry, lemon, walnut, and dandelion greens characterize the 2022 harvest.

Janeth Vargas from the Guardabosques group on her farm in the foothills of the Sierra Nevada range.

SIERRA NEVADA 2022



UNCOMMON CACAO

COLOMBIA 

ASSOCIATION, CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	110	# producers under 35 y/o trained	6
 Female producers	26	FT employees	4
Producers under 35 y/o	7	FT female employees	1
# of producers trained	56	PT employees	2
# of female producers trained	7	PT female employees	6

PLANET

Hectares managed / cultivated	339
Average percent of shade on cacao farms	45%
Distance of producer to facility (km)	23
Distance to port (km)	51
Ocean Freight CO2kgs per MT (US)	66
Ocean Freight CO2kgs per MT (EU)	145

PRODUCT

Quality

Ultra Premium

Flavor

Guava, almond butter & green apple

Fermentation style

Box 

Drying style

Raised beds with a roof, solar dryers & mechanical dryer

Quality practices

Sugar analysis of wet cacao at purchase point, Temperature monitoring during fermentation, Cut tests during fermentation

Hand sorting

Sometimes

Number of awards in 2022 **4**

2.2	453	\$1,072
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Crops that are used for intercropping

Plantain, banana, avocado, wood & citrus

Environmental practices

Agroforestry & adaptation of traditional practices

Community-focused initiatives

Financial services, capacity development, infrastructure improvement

Trainings conducted

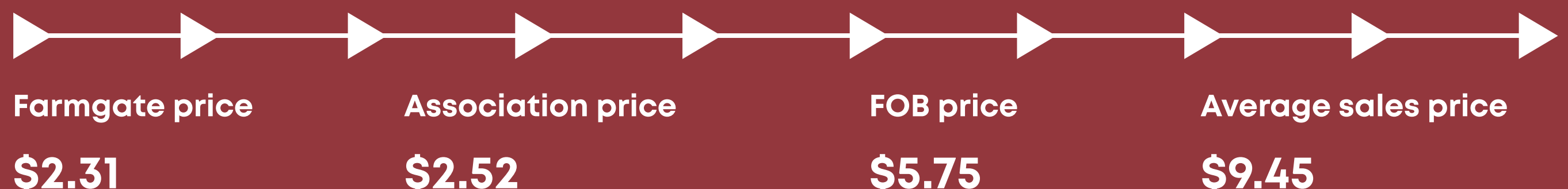
Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

\$1.96

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



TUMACO 2022

The region of Tumaco, often referred to as the “Pearl of the Pacific,” sits on the western coast of the southernmost part of Colombia, bordering Ecuador. Historically, this is a region where commodity production was carried out by enslaved Africans. Beginning in the mid-1800’s, liberated Afro-descendant farmers began cultivating cacao on their own land. Tumaqueños, as they call themselves, work in geographically defined “consejos comunitarios” - organized groups with democratically elected leadership. Tumaqueños identify themselves as environmental and political stewards by 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, offering families and communities an alternative livelihood from dangerous narco-related activities. The Tumaco region is home to an interesting mix of local genetics, and producer associations have developed clonal gardens focused on better understanding and propagating the unique genetics found throughout the forests around their communities. The beans we offer from the 2022 harvest in Tumaco were produced by four associations: Afromuvaras, Asprocat, CORTEPAZ, and CORPOTEVA. This selection of beans was blended for consistency and flavor by Cacao de Colombia (Cacao Hunters), who presently works with a total of seven associations to source excellent quality cacao for export as well as for their own chocolate production in Colombia, with flavor notes of chocolate ganache, almond butter, and green apple.



Gustavo Adolfo Mindineros Belalcazar stands amidst the full drying decks at the CORTEPAZ association.

TUMACO 2022

COLOMBIA  ASSOCIATION



producers under 35 y/o trained

6

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	1,139	# producers under 35 y/o trained	146
 Female producers	301	FT employees	22
Producers under 35 y/o	119	FT female employees	9
# of producers trained	765	PT employees	14
# of female producers trained	248	PT female employees	8

3.3

Average farm size (ha)

240

Average sales per producer (dry kg)

\$583

Average annual cacao revenue per producer

Community-focused initiatives

Financial services, capacity development, infrastructure improvement

Trainings conducted

Farm productivity, ecological practices & cacao quality

PLANET

Hectares managed / cultivated	3,071
Average percent of shade on cacao farms	43%
Distance of producer to facility (km)	6
Distance to port (km)	827
Percentage of power from solar	50%
Ocean Freight CO2kgs per MT (US)	66
Ocean Freight CO2kgs per MT (EU)	145

Crops that are used for intercropping

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

Environmental practices

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

PRODUCT

Quality

Ultra Premium

Flavor

Chocolate ganache, apricot & whiskey

Fermentation style

Box 

Drying style

Raised beds with a roof, solar dryers

Quality practices

Sugar analysis of wet cacao at purchase point, temperature monitoring during fermentation, pH or sugar monitoring during fermentation, specific protocols for flavor, cut tests during fermentation

Hand sorting

Sometimes

Number of awards in 2022 **12**

Local market price for cacao (dry kg)

\$1.25

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.57

Association price

\$2.60

FOB price

\$4.22

Average sales price

\$7.39

CHUNCHO 2022

These rare beans are sourced and processed by the Alto Urubamba cooperative, located in Quillabamba, Peru, at the foothills of the Andes. “Chuncho” refers to a unique collection of heirloom genetics endemic to this region that tend to have small beans with big flavor. The Chuncho cacao trees grow at a high altitude, between 800-1000 meters above sea level. 217 families in the Alto Urubamba network cultivate this cacao across 181 organic certified hectares of farms. The Alto Urubamba cooperative is deeply connected to the livelihoods of its members, with complete transparency on the coop’s sales and operations presented regularly to producers for review. The cooperative offers a wide range of ongoing trainings related to agronomy, income diversification, and health and hygiene. They are certified Organic and Fair Trade, and express delicious flavor notes of brownie, cashew butter and orange blossom.

María Elena Avilez Rojas sits in a Chuncho cacao tree that has been producing for over 50 years.



CHUNCHO 2022 +

PERU  COOPERATIVE

UNCOMMON CACAO

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	90	FT employees	10
 Female producers	20	FT female employees	4
Producers under 35 y/o	4	PT employees	6
Total # of producers trained	140	PT female employees	3
# of female producers trained	30		
# producers under 35 y/o trained	3		

PLANET

Organic hectares cultivated	181
Average percent of shade on cacao farms	20%
Distance of producer to facility (km)	127
Distance to port (km)	1,238
Ocean Freight CO2kgs per MT (US)	94

PRODUCT

Quality

Ultra Premium

Flavor

Brownie, cashew butter & orange blossom

Fermentation style

Box 

Drying style

Patios, solar dryers

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Hand sorting

Yes

Certifications



Crops that are used for intercropping

Citrus, plantain, avocado & coffee

Environmental practices

Training on composting and clean water management

2.6	1,476	\$5,212
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Trainings conducted

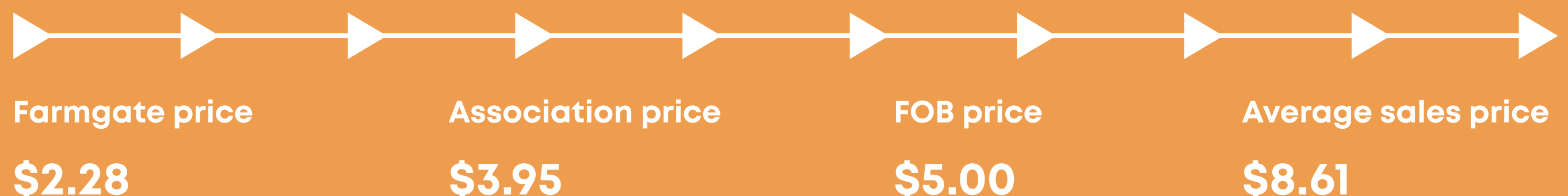
Farm productivity, environmental management, sustainability standards training, finance management and banking, and book/record keeping

Local market price for cacao (dry kg)

\$1.97

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent





+ Verified with traceability documentation

PISA 2022

PISA is committed to improving 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. Historically, Haiti has been focused on producing bulk, unfermented cacao as an export commodity. The team at PISA, overseen by Aline Etlicher and Fenise Pierre Antoine, shares a dream of Haiti growing as a producer of good quality cacao and envisions Haitian people living a better quality of life from growing it. PISA currently provides more than 1,200 organic certified smallholder producers access to the specialty cacao market by purchasing wet cacao directly from them at a premium price, centrally fermenting it, and selling it as a higher quality product. PISA supported the formation of the producer association APROCANO, which manages technical assistance and certification programs at PISA. Working through the many challenges in Haiti, including significant political and social turmoil in 2022 as well as severely limited infrastructure, PISA continues their incredible efforts to bring high quality organic Haitian beans to the craft chocolate market with an approachable flavor profile of classic chocolate, almond butter, blackberries, and vanilla cream.

Jacques Desir, APROCANO member and cacao producer from Acul du Nord living in Mouskady.

PEOPLE

 Producers purchased from	1,153	FT employees	10
 Female producers	495	FT female employees	3
Organic producers	1,153	PT employees	60
# of producers trained	976	PT female employees	25
# of female producers trained	428		

PLANET

Organic hectares cultivated	1,493
Average percent of shade on cacao farms	80%
Distance of producer to facility (km)	30
Distance to port (km)	16
Percentage of power from solar	95%
Ocean Freight CO2kgs per MT (US)	35
Ocean Freight CO2kgs per MT (EU)	113

PRODUCT

Quality	Ultra Premium
Flavor	Almond butter, blackberry & creamy
Fermentation style	Box 
Drying style	Patios, Raised beds with a roof, Tarps on the ground
Quality practices	Temperature monitoring during fermentation, cut tests during fermentation
Hand sorting	Yes
Certifications	  
Number of awards in 2022	6

1.3	169	\$1,356
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Training of trainers for organic and Fair for Life certification

Trainings conducted

Sustainability standards training

Crops that are used for intercropping

Banana, plantain, palm, citrus & timber

Environmental practices

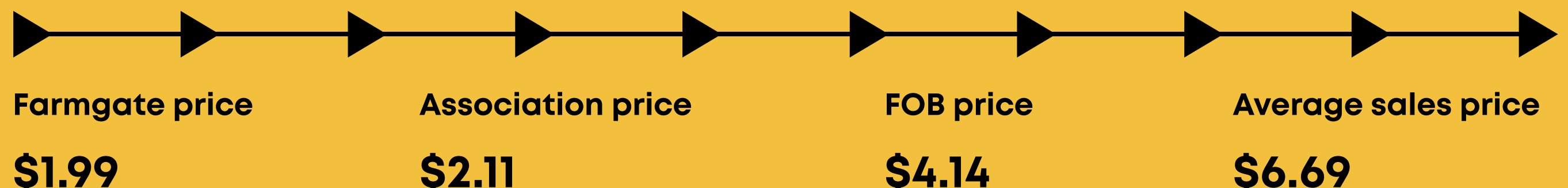
Organic certification requires environmentally responsible practices

Local market price for cacao (dry kg)

\$1.50

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



⁺ Verified with traceability documentation

SEMULIKI FOREST 2022

Latitude Trade Co. (LTC), founded in 2016, is a vertically integrated certified B Corp in Uganda sourcing from more than 4,664 certified organic smallholder producers, 2,266 (49%) of whom are women and 3,228 (69%) of whom are individuals under 35 years of age. LTC produces both award-winning specialty cacao and bean to bar chocolate in Uganda, employing more than 50 organized rural collection points for producers to sell fresh cacao weekly into the network. The producers receive a premium cash price at the point-of-sale. Semuliki Forest cacao is sourced from the region around Bundibugyo in Western Uganda. LTC offers producers training on farm productivity, ecological practices, cacao quality, and finance, as well as support in opening bank accounts and in building credit. LTC's centralized fermentation facility and warehouse sits in the village of Kasese, where beans dry in the sun on raised racks for six to seven days and are blended before export to create consistent lots with luscious flavor notes of cinnamon, dark chocolate, and fig.

Kabugho Levinna walks amidst fermentation boxes at Latitude Trade Co's central fermentation facility in Kasese, Uganda.



SEMULIKI FOREST 2022⁺

UNCOMMON CACAO

UGANDA  **CENTRALIZED FERMENTATION**

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	1,886	# of producers under 35 y/o trained	3,228
 Female producers	1,456	FT employees	33
Producers under 35 y/o	1,710	FT female employees	12
# of producers trained	4,139	PT employees	70
# of female producers trained	2,120	PT female employees	25

0.6

Average farm size (ha)

87

Average sales per producer (dry kg)

\$205

Average annual cacao revenue per producer

Trainings conducted

Farm productivity, environmental management, finance management & banking, sustainability standards training & book/record keeping

PLANET

Organic hectares cultivated	1,856
Average percent of shade on cacao farms	50%
Distance of producer to facility (km)	160
Distance to port (km)	1,507
Percentage of power from solar	80%
Ocean Freight CO2kgs per MT (US)	228

Crops that are used for intercropping

Yam, banana, cassava & vanilla

Environmental practices

Organic certification requires environmentally responsible practices

PRODUCT

Quality

Ultra Premium

Flavor

Dark chocolate, fig, clove, nutmeg, cinnamon

Fermentation style

Box 

Drying style

Patios, Raised beds with a roof, Tarps on the ground

Quality practices

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

Hand sorting

Yes

Certifications



Number of awards in 2022

5

Local market price for cacao (dry kg)

\$1.88

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$2.38

FOB price

\$4.50

Average sales price

\$6.78

⁺ Verified with traceability documentation

MAROU 2022

A decade ago, two friends with a love of old cars and muddy adventures gave their names to a crazy idea: Marou, Faiseurs de Chocolat. Since then that seed has grown into a company that spans continents and touches the lives of thousands of people. Marou's sourcing philosophy is centered around long-term relationships with producers. Together they have learned to implement standardized fermentation techniques in each province to achieve the consistent bold flavors, and Marou has established a model of higher prices and transparent recognition for producers who have agreed to more labor-intensive methods to produce cacao meeting the highest quality standards. Uncommon Cacao began sourcing cacao from three regions in 2022 for sale in the European market: Tien Giang, Ba Ria, and Lam Dong.

Tien Giang is the gateway to the Mekong Delta. It seems like everything grows in the rich alluvial soil - dragon fruit, longan, star apples, mango, guava and of course cacao. Marou works directly with 5 cacao fermenters in this region.

Ba Ria Province is located on the East of Ho Chi Minh City, this coastal land is sunny and drier than the Mekong Delta. Cacao here grows in the shade of jackfruit, pomelo, water apples and black pepper. Marou works here with 6 cacao fermenters who source from local producers.

Lam Dong province is located within the Central Mountain region. Marou's team travels dusty dirt roads and narrow suspension bridges to reach the cacao farmers. The hard work of the smallholder producers, many of whom are indigenous K'Ho peoples, has paid off, and their production of quality cacao has steadily increased.

Hồ Văn Lâu, winner of the 2019 Producers of Excellence award in Vietnam, at his farm in Tiền Giang.

PEOPLE

 Producers purchased from	512	FT employees	282
 Female producers	102	FT female employees	169
Total # of producers trained	23	PT employees	15
# of female producers trained	5		

PLANET

Hectares cultivated/managed	120
Average percent of shade on cacao farms	40%
Distance of producer to facility (km)	180
Distance to port (km)	20
Ocean Freight CO2kgs per MT (EU)	251

PRODUCT

Quality

Ultra Premium

Flavor

Tien Gang: Nutty, stonefruit jam, honey

Ba Ria: Fruity, red berries, light nuts

Lam Dong: Woody, spicy, dried figs

Fermentation style

Box 

Drying style

Raised beds with a roof

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Mechanical sorting

Yes

0.3

Average farm size (ha)

244

Average sales per producer (dry kg)

\$287

Average annual cacao revenue per producer

Crops that are used for intercropping

Cashew, coconut & avocado

Environmental practices

Use of cacao by-products for other purposes

Community-focused Initiatives

Fermentation and agrochemical trainings

Trainings conducted

Farm productivity, Ecological practices & cacao quality

Local market price for cacao (dry kg)

\$3.41

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

\$4.00

Association price

\$4.26

FOB price

\$6.50

Average sales price

\$13.17

CACAO MISKITO 2022

La Moskitia forest, stretching across more than 22,000 sq km of dense jungle in northeastern Honduras and adjacent Nicaragua, represents one of the last remaining conservation strongholds in Central America for threatened iconic species like the Jaguar, the Scarlet Macaw and Great Green Macaws, and the White-lipped Peccary. These forests are home to Indigenous Miskito and Tawahka communities who have called what is now La Mosquitia home for centuries. The Miskito and Tawahka are ethnically distinct from the Maya, and have primarily lived fishing in the Patuca River and cultivating crops like yuca and rice. Small numbers of cacao trees, originally brought into the region through trade with other Indigenous communities, have grown wild in these forests, harvested as needed by the Miskito and Tawahka over the years. Recently, cacao has begun to play a more prominent role as a source of both food and income. Over the last 15 years, government and private-sector programs have worked to expand cacao production in the north and east of Honduras, including in La Moskitia. Cacao agroforestry in La Moskitia offers an ecologically-friendly income generating model for local families and a clear alternative to environmentally damaging cattle farming or dangerous trafficking. This “cacao corridor” along the Patuca River, and near the legendary archaeological site Ciudad Blanca, is an area of immensely strategic conservation importance. The team at Cacao Miskito, led by Florentino Portales, is doing incredibly hard and important work building the cacao industry amidst so many serious challenges. Their unique post-harvest processing approach implemented by Florentino Portales has caused many chocolate makers who taste this cacao to fall in love with La Moskitia’s cacao. It is deeply, richly chocolatey, distinct from the fruitiness and acidity common to many other Latin American cacao profiles.

Mariana Sánchez Salinas, a cacao producer and part of the Board of Directors of Cacao Miskito, stands on her recently planted farm.



CACAO MISKITO 2022⁺

UNCOMMON CACAO

HONDURAS  CENTRALIZED FERMENTATION

TRANSPARENT TRADE

PEOPLE

 Producers purchased from	80	# of producers under 35 y/o trained	4
 Female producers	55	FT employees	3
Producers under 35 y/o	8	FT female employees	1
Total # of producers trained	30	PT employees	2
# of female producers trained	12		

PLANET

Hectares cultivated/managed	78
Average percent of shade on cacao farms	20%
Distance of producer to facility (km)	5
Distance to port (km)	721
Percentage of power from solar	10%
Ocean Freight CO2kgs per MT (US)	100

PRODUCT

Quality

Ultra Premium

Flavor

Fudge, butter cookie & peanut

Fermentation style

Box 

Drying style

Raised beds with a roof

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Hand sorting

Yes

Crops that are used for intercropping

Beans, corn, plantain, avocado, guava, orange, lemon & rambutan

Environmental practices

Intercropping of fruit and shade trees, organic production practices / zero use of agrichemicals

1.0	90	\$1,174
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Together with the municipality, support to provide egg-laying hens and delivery of bean and corn seeds to 50 producers

Trainings conducted

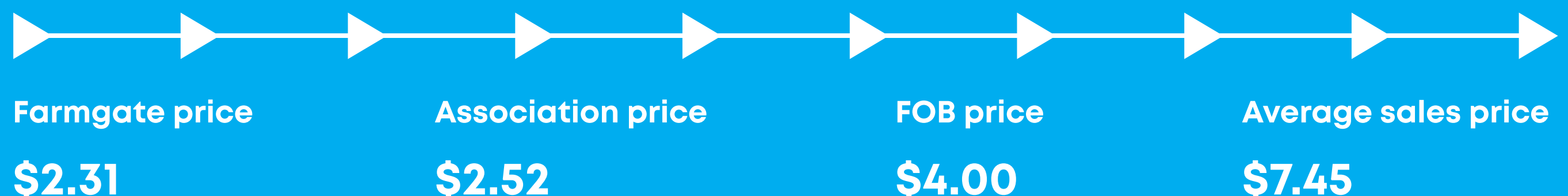
Farm productivity & ecological practices

Local market price for cacao (dry kg)

\$1.33

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



⁺ Verified with traceability documentation



CECAO 2022

Compañía Exportadora de Cacao de Aroma y Orgánico (CECAO) is an Organic, Fair For Life certified cacao operation in Ecuador. CECAO is based in Guayaquil, Ecuador, and works collaboratively with 10 community-based member associations across south central Ecuador. Nearly 20% of the 1,496 registered producers are women. Through the CECAO Foundation, all associations receive technical assistance and additional services, including subsidized high-quality planting material and a social fund to support producer families in the case of emergencies. CECAO works closely with its producer network to focus on productivity of farms, quality of post-harvest, and intercropping of other fruit species for ecological and economic diversity. CECAO is committed to paying farmers fair prices, improving cacao productivity, maintaining high quality and consistency, all at high volumes. Each association has their own manager(s) who are responsible for traceability, producer network and relations, buying, and post harvest. The associations all have their own centralized fermentation and drying facility that processes all of the producer network's cacao in that region. CECAO pre-finances 100% of the associations, which provides the necessary working capital for the associations to buy wet cacao from producers. In return, the associations sell exclusively to CECAO. The cacao produced by CECAO's associations is primarily of Nacional genetics, and expresses classic flavors of cocoa, peanut, honeysuckle and lavender.

Estella Dutan Barerra stands next to a successfully grafted cacao tree on her farm, where she also produces mandarin oranges and bananas.



PEOPLE

 Producers purchased from	1,423	FT employees	101
 Female producers registered	287	FT female employees	13
Organic producers	1,423	PT employees	66
Total # of producers trained	900	PT female employees	1

PLANET

Organic hectares cultivated	4,947
Average percent of shade on cacao farms	55%
Distance of producer to facility (km)	200
Distance to port (km)	96
Ocean Freight CO2kgs per MT (US)	80
Ocean Freight CO2kgs per MT (EU)	159

PRODUCT

Quality

Ultra Premium

Flavor

Bittersweet chocolate, peanut, honeysuckle & lavender

Fermentation style

Box 

Drying style

Raised beds with a roof, mechanical dryer if needed

Quality practices

Temperature monitoring during fermentation & cut tests during fermentation

Certifications



Crops that are used for intercropping

Banana, orange, coffee, maize, rice, durian & jackfruit

Environmental practices

Organic certification requires environmentally responsible practices

4.3	1,209	\$638
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

Community-focused Initiatives

Support to improve local schools, toy donations, placement of sewer pipes to prevent flooding

Trainings conducted

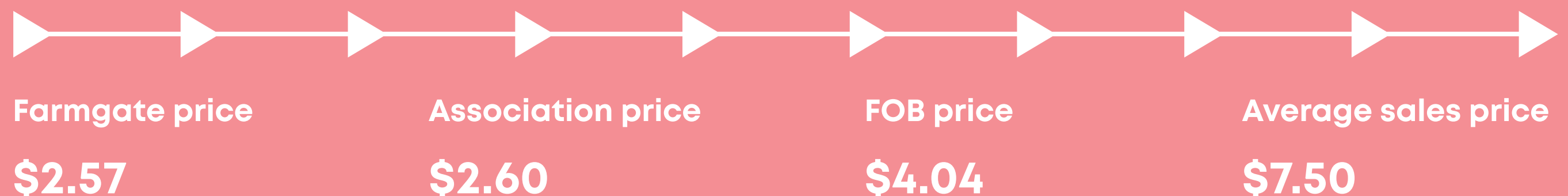
Sustainability standards training, farm productivity, ecological practices, cacao quality & finance management

Local market price for cacao (dry kg)

\$1.87

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



GLOSSARY OF CONVERSIONS

COUNTRY & CURRENCY	EXCHANGE RATE TO USD 2021 (AVG)	SOURCE	EXCHANGE RATE TO USD 2022 (AVG)	SOURCE
Belize dollar	0.4961	xe.com	0.5100	centralbank.org.bz*
Colombia peso	0.0003	xe.com	0.0003	oanda.com*
Dominican Republic peso	0.0175	xe.com	0.0181	oanda.com*
Ecuador US dollar	1.0000	xe.com	1.0000	oanda.com*
Ghana cedi	0.1695	xe.com	0.1535	oanda.com*
Guatemala quetzal	0.1292	xe.com	0.1260	oanda.com*
Haiti gourde	0.0111	xe.com	0.0094	brh.ht*
Honduras lempira	N/A	xe.com	0.4000	oanda.com*
Mexico peso	0.0493	xe.com	N/A	oanda.com*
Peru sol	0.2584	xe.com	0.2589	oanda.com*
Philippines peso	0.0203	xe.com	N/A	oanda.com*
Uganda shilling	0.0003	xe.com	0.0003	oanda.com*
Vietnam dong	N/A	xe.com	0.00004	oanda.com*

*Source changed to align with internal Uncommon Cacao use

UNCOMMON CACAO

TRANSPARENT TRADE

Contact us

uncommoncacao.com

hello@uncommoncacao.com



[/uncommoncacao](https://www.facebook.com/uncommoncacao)



[/uncommoncacao](https://www.instagram.com/uncommoncacao)



[/uncommoncacao](https://twitter.com/uncommoncacao)



[/uncommoncacao](https://mastodon.social/@uncommoncacao)