



*Ethereal*  
CRAFT CHOCOLATE

**Transparency Report**  
**2021**

**UNCOMMON CACAO**  
TRANSPARENT TRADE



# UNCOMMON PRICING

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

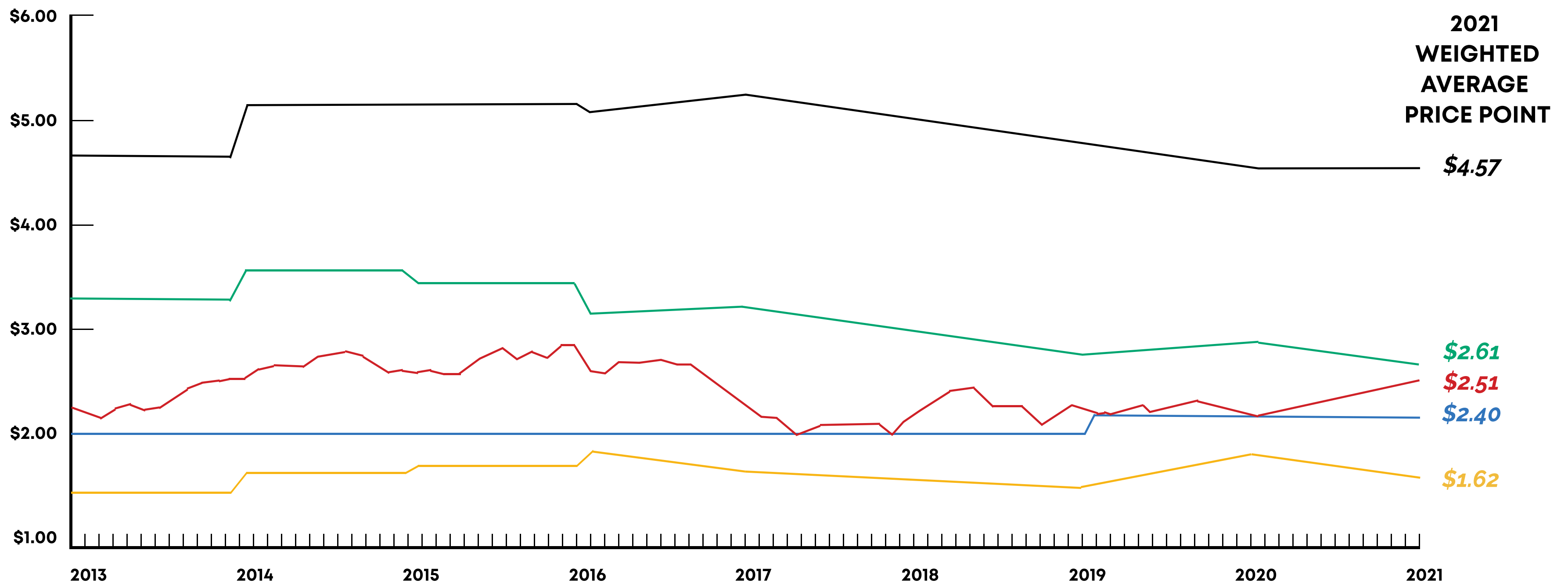
## Terminology

-  *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.







# ABOCFA 2021

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 while producers ferment their cacao in heaps and dry it on farm, as the Ghana Cocoa Board, a government agency, does not permit the sale or purchase of wet cacao. ABOCFA has invested deeply in their community through training - especially on best practices for cacao quality - but also on farm productivity, ecological practices, business and finance, and labor rights. All producer members of ABOCFA have also agreed to avoid deforestation or expansion into forested areas for cacao production. ABOCFA's network contains 13 hamlets (communities of producers). Each hamlet has three representatives reporting directly to the ABOCFA cooperative leadership, conducting annual general meetings. The cooperative democratically decides where any quality and Fair Trade premiums go every year. In 2021, producers opted to support local schools, water access programs, health services, and financial services. ABOCFA's producer community is renowned globally for their high quality traceable cacao exhibiting a classic rich and fudgy flavor.

ABOCFA cacao producer William Nyarko extracts fresh cocoa from a pod on one of the cooperative's demonstration farms.



## PEOPLE

 Producers purchased from	<b>1063</b>	FT employees	<b>31</b>
 Female producers	<b>274</b>	FT female employees	<b>6</b>
Organic producers	<b>1063</b>	PT employees	<b>1</b>
Producers under 35 y/o	<b>59</b>	PT female employees	<b>1</b>
# of producers trained	<b>1063</b>		
# of female producers trained	<b>274</b>		
# of producers under 35 y/o trained	<b>59</b>		

## PLANET

Organic hectares cultivated	<b>1515</b>
Average percent of shade on cacao farms	<b>91%</b>
Distance of producer to facility (km)	<b>6</b>
Distance to port (km)	<b>92</b>

### Crops that are used for intercropping

Banana, plantain, citrus, timber & avocado

### Environmental practices

Shade tree nursery & training on dynamic agroforestry

## PRODUCT

### Flavor

Milk chocolate, caramel & 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 & drying

### Hand sorting

Sometimes

### Certifications



Number of awards in 2021 **4**

<b>1.4</b>	<b>959*</b>	<b>\$1,843*</b>
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

\*Prices include premium payments paid out once per year

### Trainings conducted

Farm productivity, ecological practices & cacao quality

Local market price for cacao (dry kg)

**\$1.76**

## TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

**\$1.92**

CIF price

**\$3.52**

Average sales price

**\$5.76**





# CACAOLIFE 2021

Amazon Specialities, our partner in Peru for certified organic CacaoLife cocoa butter and powder, was founded by Peruvians Aurelio Loret De Mola and Marco Fernandez-Concha to develop high quality cacao products working alongside cooperatives and producer groups around Peru. They work with 20 different cooperatives in cacao, working closely with them on box fermentation and drying protocols for their specific beans, as well as other Amazonian superfoods and specialty crops. The team promotes crop diversification for producers, and Amazon Specialities purchases a variety of those crops, to ensure year-round income for producers and support their financial risk management. Amazon Specialities has launched innovative reforestation initiatives, including recently purchasing 25 acres of degraded land and reforesting it with natural diverse rainforest. The company established their own manufacturing plant in Lima to control quality across the whole cocoa butter and powder process.

Team members of COPALGSA drying cacao.



## PEOPLE

 Producers purchased from	<b>94</b>	FT employees	<b>12</b>
 Female producers	<b>26</b>	FT female employees	<b>5</b>
Organic producers	<b>94</b>	PT employees	<b>40</b>
		PT female employees	<b>25</b>

## PLANET

Organic hectares cultivated	<b>424</b>
Average percent of shade on cacao farms	<b>30%</b>
Distance of producer to facility km	<b>60</b>
Distance to port (km)	<b>1200</b>

## PRODUCT

### Flavor

**Butter:** cocoa aroma, mild banana flavor, creamy and fresh

**Powder:** fresh, cocoa-forward, robust

### Fermentation style

Box 

### Drying style

Tarps on the ground, raised beds with a roof & solar dryers

### Quality practices

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

### Hand sorting

Yes, always

### Certifications



### Environmental practices

Reforestation project, replanting with natural forest 16 ha (out of 25 ha) of land previously used for animal herd.

<b>4.5</b>	<b>309</b>	<b>\$666</b>
Average farm size (ha)	Average sales per producer (dry kg)	Average annual cacao revenue per producer

### Trainings conducted

Quality trainings

Local market price for cacao (dry kg)

**\$1.96**

+ Verified with traceability documentation

## TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price	Association price	FOB price	Average sales price
<b>\$2.16</b>	<b>\$2.33</b>	<b>\$9.15</b> butter <b>\$5.97</b> powder	<b>\$15.47</b> butter <b>\$12.00</b> powder



# KABLON FARMS 2021

Kablon Farms is a 70-hectare biodiversified farm owned and operated by multiple generations of the Pantua family in Tupi, South Cotabato. The family recognizes their work as part of a long cultural tradition: the Philippines first grew cacao in the 18th century with seedlings that traveled via the Spanish Galleons from Acapulco, Mexico, to Manila. Filipinos also adapted many Mesoamerican chocolate drink traditions to their local context and these remain popular today. Today, the cacao production is managed by the eldest son, Ernesto "Jun" Pantua Jr., whose degree in agricultural engineering guides his work. The farm's verdant location in South Cotabato provides excellent growing conditions for cacao and other tropical fruits, and Jun's focus has been on producing high quality specialty cacao, growing a mix of "criollo" trees descending from the original stock from Mexico and hybrid, disease-resistant varieties imported from Malaysia in the 1980s. Organized into nine zones, the farm conducts box fermentation trials with cacao from each zone and from blending zones, generating different products with specific flavor profiles ideal for singular microlots.

Cacao being harvested at Kablon Farms.



# KABLON FARMS 2021 +



PHILIPPINES 

FAMILY-OWNED ESTATE

# UNCOMMON CACAO

TRANSPARENT TRADE

## PEOPLE

 FT employees	<b>98</b>
 FT female employees	<b>25</b>
PT employees	<b>5</b>
PT female employees	<b>5</b>

## PLANET

Average percent of shade on cacao farms	<b>34%</b>
Distance to port (km)	<b>50</b>
Farm size (ha)	<b>49</b>

### Crops that are used for intercropping

Banana, plantain, coconut, avocado, durian, mangosteen, soursop, papaya, guava, & jackfruit

### Environmental practices

Vermicomposting for fertilization & only grass cutting for weed control

## PRODUCT

### Flavor

**Malah Nah Bulong:** Hot cocoa, marshmallow & red grapes

**Kablon Original:** Barley malt, yogurt covered raisin & spice rum

**Bon Bulak:** Sage, lilac, petit verdot & porcini

### Fermentation style

Box 

### Drying style

Raised beds with a roof

### Quality practices

Sugar analysis of wet cacao at purchase point, temperature monitoring during fermentation & specific protocols for flavor

### Hand sorting

Yes, always

### Certifications



## TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



FOB Price

**\$5.75**

Average sales price

**\$10.83**

+ Verified with traceability documentation



# Öko Caribe 2021



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. The loyalty between Öko Caribe and their producer partners manifests in daily interactions between staff, management, and in their best-in-class award winning final product. The COVID-19 pandemic brought higher prices for cacao to the Dominican Republic market and Öko offered more pre-harvest financing to producers in an effort to support them while essential products were expensive and people were in quarantine. 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.

Oko Caribe team members sort cacao on the drying bed.





## PEOPLE

Producers purchased from	<b>127</b>	FT employees	<b>16</b>
Female producers	<b>13</b>	FT female employees	<b>6</b>
Organic producers	<b>127</b>	PT employees	<b>10</b>
Producers under 35 y/o	<b>8</b>	PT female employees	<b>5</b>
# of producers trained	<b>25</b>		
# of female producers trained	<b>5</b>		
# of producers under 35 y/o trained	<b>2</b>		

**4.8**

Average farm size (ha)

**1490**

Average sales per producer (dry kg)

**\$3,799**

Average annual cacao revenue per producer

### Trainings conducted

Farm productivity, ecological practices & cacao quality

## PLANET

Organic hectares cultivated	<b>607</b>
Average percent of shade on cacao farms	<b>60%</b>
Distance of producer to facility (km)	<b>25</b>
Distance to port (km)	<b>180</b>

### Crops that are used for intercropping

Banana, plantain, palm, coconut, citrus, timber & avocado

### Environmental practices

Plastic collection

## PRODUCT

### Flavor

Vanilla, marzipan & coconut cream

### 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 2021 **10**

Local market price for cacao (dry kg)

**\$2.32**

## TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

**\$2.55**

FOB price

**\$3.73**

Average sales price

**\$6.29**





# PISA 2021

PISA is committed to changing cacao processing and exportation from Haiti. In 2013, PISA launched a revolutionary change in Haiti's cacao production system by building the first centralized processing facility in the country. Haiti was historically unfocused on quality and rather produced a bulk unfermented commodity. Haiti shares an island with the Dominican Republic (DR), one of the world's largest producers of high quality organic cacao. The team at PISA, overseen by Aline Etlicher and Fenise Pierre Antoine, envisioned Haiti's cacao industry developing similarly to the DR. PISA currently provides more than 1,000 organic certified smallholder producers access to the specialty cacao market by purchasing wet cacao directly from them, centrally fermenting it, and selling it at a premium price for its higher quality. Market disruptions caused by the pandemic meant PISA had to stop buying cacao during 2020, which was very challenging for the producers and for PISA. Demand has increased since, but 2021 saw drought conditions in Haiti so it was difficult to fulfill the strong growth in demand. Working through these challenges, PISA continues their strong efforts to bring affordable organic beans to the craft chocolate market with an approachable flavor profile of classic chocolate, almond butter, blackberries, and vanilla cream.

Mesidor Walex (also known as Tijo), a PISA team member since 2015, sorts drying beans. A colleague from CASELI/Root Capital looks on in the foreground.



## PEOPLE

 Producers purchased from	<b>1229</b>	FT employees	<b>10</b>
 Female producers	<b>538</b>	FT female employees	<b>3</b>
Organic producers	<b>1229</b>	PT employees	<b>60</b>
# of producers trained	<b>304</b>	PT female employees	<b>25</b>
# of female producers trained	<b>112</b>		

## PLANET

Organic hectares cultivated	<b>1303</b>
Average percent of shade on cacao farms	<b>80%</b>
Distance of producer to facility (km)	<b>31</b>
Distance to port (km)	<b>16</b>
Percentage of power from solar	<b>95%</b>

## PRODUCT

### Flavor

Almond butter, blackberry & creamy

### Fermentation style

Box 

### Drying style

Tarps on the ground, patios, raised beds with a roof

### Quality practices

Temperature monitoring during fermentation, cut tests during fermentation

### Hand sorting

Sometimes

### Certifications



Number of awards in 2021 **4**

**1.1\***

Average farm size (ha)

**156\*\***

Average sales per producer (dry kg)

**\$343\*\***

Average annual cacao revenue per producer

\*Average plot size is often spread across multiple farms

\*\*Prices include premium payments paid out once per year

### Trainings conducted

Ecological practices, business or finance

### 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



Farmgate price

**\$2.20**

Association price

**\$2.32**

FOB price

**\$4.03**

Average sales price

**\$6.72**



# SEMULIKI FOREST 2021

Located in Bundibugyo, Western Uganda, Semuliki Forest cacao is produced by more than 2,500 certified organic smallholder producers, more than half of whom are women. Latitude Trade Co. (LTC), founded and managed by Jeff Steinberg, is a vertically integrated certified B Corp in Uganda sourcing and producing award-winning specialty cacao and bean to bar chocolate at origin. LTC processes and exports this cacao, employing more than 40 organized rural collection points for producers to sell fresh cacao weekly into the network and receive a premium cash price at the point-of-sale. LTC offers producers training on farm productivity, ecological practices, cacao quality, and finance. LTC's centralized fermentation facility and warehouse sits in the town of Kasese, at the base of the hills leading into the mountains. The site's design takes advantage of all possible available sunshine while limiting runoff from heavy rainfall. Fermentation boxes have a 500kg capacity and total duration of fermentation varies from 5.5-6.5 days. Sun-dried beans lay on portable raised racks for six to seven days and are blended to create consistent lots with the best possible flavor notes of cinnamon, dark chocolate, and fig before export.

A LTC team member quality checks drying cacao.





# SEMULIKI FOREST 2021 +

# UNCOMMON CACAO

UGANDA  CENTRALIZED FERMENTATION

TRANSPARENT TRADE

## PEOPLE

 Producers purchased from	<b>2507</b>	FT employees	<b>35</b>
 Female producers	<b>1418</b>	FT female employees	<b>14</b>
Organic producers	<b>2507</b>	PT employees	<b>72</b>
Producers under 35 y/o	<b>409</b>	PT female employees	<b>27</b>
# of producers trained	<b>645</b>		
# of female producers trained	<b>309</b>		

## PLANET

Organic hectares cultivated	<b>1,492</b>
Average percent of shade on cacao farms	<b>70%</b>
Distance of producer to facility (km)	<b>160</b>
Distance to port (km)	<b>1,507</b>
Percentage of power from solar	<b>40%</b>

### Crops that are used for intercropping

Banana, plantain, palm & coffee

### Environmental practices

Organic certification requires environmentally responsible practices

## PRODUCT

### Flavor

Cinnamon, dark chocolate & fig

### Fermentation style

Box 

### Drying style

Tarps on the ground, patios & raised beds with a roof

### 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 2021 **1**

**0.7**

Average farm size (ha)

**222**

Average sales per producer (dry kg)

**\$514**

Average annual cacao revenue per producer

### Trainings conducted

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

Local market price for cacao (dry kg)

**\$1.95**

## TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent



Farmgate price

**\$2.32**

FOB price

**\$4.50**

Average sales price

**\$6.91**

+ Verified with traceability documentation