UNCOMMON CACAO
TRANSPARENT TRADE
Transparency Report 2019
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.

<table>
<thead>
<tr>
<th>Metric</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Products</td>
<td>13</td>
<td>13</td>
<td>17</td>
</tr>
<tr>
<td>Countries</td>
<td>6</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>Staff</td>
<td>16</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Annual Farmer Revenue*</td>
<td>$1195</td>
<td>$1,540</td>
<td>$1,298</td>
</tr>
<tr>
<td>Certified Organic (ha)</td>
<td>4040</td>
<td>4642</td>
<td>5971</td>
</tr>
<tr>
<td>Total Cacao Purchased (MT)</td>
<td>228</td>
<td>193</td>
<td>288</td>
</tr>
</tbody>
</table>

*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 Ghanian 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
- **Drying Protocol**: drying protocol
- **Harvest Season**: September - April
- **Fermentation**: well fermented (FCCI protocol)
- **Certification**: organic certified

## Farmer Impact

- **924 Registered Farmers**
- **215 Female Farmers**
- ** Avg. Farm Size**: 2.3 hectares
- ** Avg. Sales per Farmer**: 1,170 dry kgs
- **Avg. Annual Revenue per Farmer**: $2,005*
- **Avg. Price paid per Wet Kg**: $1.71*

*prices include premium payments paid out once per year

## Environment

- **Biodiversity**: Cacao is intercropped with plantain, banana, yam and forest trees.
- **Avg. Altitude**: 610 ft
- **Annual Rainfall**: 43 in
- **Organic Hectares Cultivated**: 2,128

## 2019 Uncommon Numbers: Transparent Transactions USD/KG

<table>
<thead>
<tr>
<th>Volume Purchased by Uncommon</th>
<th>Farmgate Price</th>
<th>Export Price</th>
<th>Landed Price</th>
<th>Sales Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.3 MT</td>
<td>$1.71</td>
<td>$3.71</td>
<td>$4.20</td>
<td>$4.00-6.15</td>
</tr>
</tbody>
</table>

Prices are per dry kg equivalent.
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.
### The Beans

- **Centrally Fermented in Wooden Boxes**
- **Harvest Season:** May - August
- **Drying Protocol:** Hand Sorted
- **Well Fermented (FCCI Protocol):** Organic Certified
- **Grain Pro Bags:** BZ BIO 169

### Environment

- **Biodiversity:** Cacao is intercropped with timber, madrecacao and fruit trees.
- **Avg. Altitude:** 2,100 ft
- **Avg. Annual Rainfall:** 114 in
- **Organic Hectares Cultivated:** 24
- **Avg. Hectares Cultivated:** 50

### Farmer Impact - Organic

- **23 Registered Farmers**
- **1 Female Farmer**
- **Avg. Farm Size:** 1.01 hectares
- **Avg. Sales per Farmer:** 663 wet kgs
- **Avg. Annual Revenue:** $615
- **Price Paid per Wet Kg:** $0.93

### Farmer Impact - Uncertified

- **49 Registered Farmers**
- **Avg. Farm Size:** 1.03 hectares
- **Avg. Sales per Farmer:** 254 wet kgs
- **Avg. Annual Revenue:** $236
- **Price Paid per Wet Kg:** $0.93

### 2019 Uncommon Numbers: Transparent Transactions USD/Kg

<table>
<thead>
<tr>
<th>Volume Purchased by Uncommon</th>
<th>Farmgate Price</th>
<th>Association Price</th>
<th>Export Price</th>
<th>Landed Price</th>
<th>Sales Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>6.75 MT</strong></td>
<td>$2.60</td>
<td>$3.29</td>
<td>$5.60</td>
<td>$6.12</td>
<td>$9.40</td>
</tr>
<tr>
<td><strong>6.07 MT</strong></td>
<td>$2.61</td>
<td>$2.93</td>
<td>$4.00</td>
<td>$4.57</td>
<td>$6.80-8.30</td>
</tr>
</tbody>
</table>

Prices are per dry kg equivalent.
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.
### The Beans

1. Indirect sun in solar dryer on wooden tables
2. Direct sun on patio

- Centrally fermented in wooden boxes
- Harvest season: April - June
- Drying protocol
- Hand sorted
- Well fermented (FCCI protocol)
- Grain pro bags
- BZ BIO
- USDA Organic

### Environment

- **Biodiversity:** Cacao is intercropped with timber, madrecacao, and fruit trees.
- **Avg. Altitude:** 600 ft
- **Avg. Rainfall:** 114 in
- **Organic Hectares Cultivated:** 19

### Farmer Impact - Organic

- **16** registered farmers
- **1.17** average farm size in hectares
- **1,179** average sales per farmer in wet kgs
- **$1,130** average 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 farmer
- **0.34** average farm size in hectares
- **118** average sales per farmer in wet kgs
- **$107** average annual revenue per farmer from cacao sold into UC network
- **$0.91** price paid per wet kg

### 2019 Uncommon Numbers: Transparent Transactions USD/KG

<table>
<thead>
<tr>
<th>Volume Purchased by Uncommon</th>
<th>Farmgate Price</th>
<th>Association Price</th>
<th>Export Price</th>
<th>Landed Price</th>
<th>Sales Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>7.74 MT Organic</strong></td>
<td>$2.59 Organic</td>
<td>$3.43 Organic</td>
<td>$5.60 Organic</td>
<td>$6.11 Organic</td>
<td>$7.15 - 12.10</td>
</tr>
<tr>
<td><strong>4.61 MT Uncertified</strong></td>
<td>$2.45 Uncertified</td>
<td>$2.93 Uncertified</td>
<td>$4.17 Uncertified</td>
<td>$4.74 Uncertified</td>
<td>$7.00 - 8.70</td>
</tr>
</tbody>
</table>

Prices are per dry kg equivalent.
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.
<table>
<thead>
<tr>
<th><strong>THE BEANS</strong></th>
<th><strong>FARMER IMPACT</strong></th>
<th><strong>ENVIRONMENT</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>centrally fermented in wood boxes</td>
<td>112 registered farmers</td>
<td><strong>Biodiversity</strong></td>
</tr>
<tr>
<td>harvest season: March - June</td>
<td>31 female farmers</td>
<td>Cacao is intercropped with madrecacao, timber and fruit trees.</td>
</tr>
<tr>
<td>76% well fermented (FCC protocol)</td>
<td>1.01 avg. farm size in hectares</td>
<td>900 ft avg. altitude</td>
</tr>
<tr>
<td>hand sorted</td>
<td>592 avg. sales per farmer in wet kgs</td>
<td>114 in annual rainfall</td>
</tr>
<tr>
<td>1) indirect sun in solar dryer on mesh or wooden tables</td>
<td>$540 avg. annual revenue per farmer from cacao sold into UC network</td>
<td>122 organic hectares cultivated</td>
</tr>
<tr>
<td>grains pro bags</td>
<td>$0.91 price paid per wet kg</td>
<td></td>
</tr>
<tr>
<td>BZ BIO 169</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>VOLUME PURCHASED BY UNCOMMON</strong></td>
</tr>
<tr>
<td>----------------------------------</td>
</tr>
<tr>
<td>24.42 MT</td>
</tr>
</tbody>
</table>

prices are per dry kg equivalent
Founded in 2010, Maya Mountain Cacao (MMC) put Belize on the craft chocolate map as a pioneer in the centralized fermentery 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.
Cacao is intercropped with hardwood and fruit trees, banana, coconut and mango.

**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 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.
THE BEANS

- Farmer fermented in wooden boxes
- Harvest season: August - December
- Drying protocol
- Hand sorted
- Well fermented (FCCI protocol)
- USDA Organic
- Organic certified
- Grain pro bags
- BZ Bio 169

1) Indirect sun in solar dryer on wooden tables
2) Direct sun in wooden boxes on cement patio

77% 77%

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

FARMER IMPACT

- 150 farm employees
- Origin structure
  - Family owned estate

2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

<table>
<thead>
<tr>
<th>Volume Purchased by Uncommon</th>
<th>Farmgate Price</th>
<th>Export Price</th>
<th>Landed Price</th>
<th>Sales Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.00 MT</td>
<td>$3.15</td>
<td>$5.60</td>
<td>$6.13</td>
<td>$8.70-11.00</td>
</tr>
</tbody>
</table>

Prices are per dry kg equivalent.
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
2) Solar dryer on cement patio drying patio

95% well fermented (FCCI protocol)

**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, zapole, corn, beans, yucca and casava.
- 361 ft avg. altitude
- 61 in annual rainfall
- 782 organic hectares cultivated

**2019 Uncommon Numbers: Transparent Transactions USD/KG**

<table>
<thead>
<tr>
<th>Volume Purchased by Uncommon</th>
<th>Farmgate Price</th>
<th>Export Price</th>
<th>Landed Price</th>
<th>Sales Price Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>50.40 MT</td>
<td>$2.90</td>
<td>$4.20</td>
<td>$4.53</td>
<td>$5.30-8.50</td>
</tr>
</tbody>
</table>

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
- Drying protocol
- Hand sorted
- 91% well fermented (FCCI protocol)
- Organic certified

1) Direct sun on cement patio
2) Indirect sun in covered drying tables

## Farmer Impact

- **1104** registered farmers
- **492** female farmers
- Avg. farm size in hectares: **0.76**
- Avg. sales per farmer in wet kgs: **161**
- Avg. annual revenue per farmer from cacao sold into UC network: **$117**
- Price paid per wet kg: **$0.73**

*Prices include premium payments paid out once per year*

## Environment

### Biodiversity

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

- Avg. altitude: **187 ft**
- Annual rainfall: **66 in**
- Organic hectares cultivated: **849**

## 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.
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
### The Beans
- Centrally fermented in wooden boxes
- Harvest Season: Aug - June
- 1) indirect sun in solar dryer on mesh tables
- Drying protocol
- Hand sorted
- 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**: $N/A
- **Landed Price**: $5.33
- **Sales Price Range**: $5.50 - 9.75
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

THE BEANS
- centrally fermented in wooden boxes
- harvest season: May - October
- 1) indirect sun on wooden drying deck, raked every 30 minutes
- 2) indirect sun on wooden drying deck, raked every hour
- hand sorted
- well fermented (FCCI protocol)

90%

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

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

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

COLOMBIA
Region: Sierra Nevada

UNCOMMON CACAO
TRANSPARENT TRADE

ASSOCIATION PRICE
$3.30
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.
### 2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

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<tr>
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</thead>
<tbody>
<tr>
<td>3.00 MT</td>
<td>$2.86</td>
<td>$6.00</td>
<td>$6.58</td>
<td>$8.10-10.80</td>
</tr>
</tbody>
</table>

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
COLOMBIA
Region: Tumaco

THE BEANS
- Centrally fermented in wooden boxes
- Harvest season: October - December
- Hand sorted
- 91% well fermented (FCCI protocol)

1) Indirect sun on covered bamboo tables
2) Indirect sun on mesh drying tables

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

VOLUME PURCHASED BY UNCOMMON
2019
- 49.50 MT

2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG
- Farmgate Price: $1.97
- Association Price: $2.55
- Export Price: $4.31
- Landed Price: $4.88
- Sales Price Range: $5.80-9.50

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

TUMACO
2019

THE BEANS

2019 UNCOMMON NUMBERS: TRANSPARENT TRANSACTIONS USD/KG

FARMGATE PRICE
EXPORT PRICE
LANDED PRICE
SALES PRICE RANGE

prices are per dry kg equivalent