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</table>
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 de-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**

<table>
<thead>
<tr>
<th>Uncommon Cacao Inc</th>
<th>Uncommon Cacao BV</th>
<th>Cacao Verapaz</th>
<th>Maya Mountain Cacao</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Netherlands</td>
<td>Guatemala</td>
<td>Belize</td>
</tr>
</tbody>
</table>

A registered Public Benefit Corporation, which owns 100% of UCBV, 81% of Maya Mountain, and 68% of Cacao Verapaz.

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.


Benjamin Figaredo and Emily Stone at the Amsterdam warehouse.

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

Mike Albertini, Petrona Diane Coy, and Benjamin Figaredo 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.

<table>
<thead>
<tr>
<th>FT employees</th>
<th>530</th>
</tr>
</thead>
<tbody>
<tr>
<td>PT employees</td>
<td>273</td>
</tr>
<tr>
<td>FT female employees</td>
<td>229</td>
</tr>
<tr>
<td>PT female employees</td>
<td>85</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Producers purchased from 2022</th>
<th>9,358</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female producers purchased from 2022</td>
<td>2,862</td>
</tr>
<tr>
<td>Producers under 35y/o purchased from 2022</td>
<td>3,655</td>
</tr>
<tr>
<td>Total organic producers purchased from 2022</td>
<td>6,599</td>
</tr>
</tbody>
</table>
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**

- 87% Climate variability
- 61% Lack of financial resources
- 57% Production levels
- 35% Cacao quality
- 26% Pests
- 22% Security
- 13% Migration

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

**Year-To-Year Comparison of Key Indicators**

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

*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
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.
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**

![Cacao suppliers and Uncommon Cacao offices](image)

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:

<table>
<thead>
<tr>
<th>JAN</th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEP</th>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
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<tr>
<td>ABOCFA, Ghana</td>
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<td>ADEMAYACH, Guatemala</td>
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<td>ADIOESMAC, Guatemala</td>
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<tr>
<td>ARHUACOS, Colombia</td>
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<tr>
<td>CACAO MISKITO, Honduras</td>
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<td>CACAO VERAPAZ ACOPIO, Guatemala</td>
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<td>CECAO, Educaor</td>
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<td>CHUNCHO, Peru</td>
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<tr>
<td>LACHUÁ, Guatemala</td>
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<td>MARQU, Vietnam</td>
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<tr>
<td>MAYA MOUNTAIN, Belize</td>
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<tr>
<td>ÖKO CARIBE, Dominican Republic</td>
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<td>PISA, Haiti</td>
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<tr>
<td>SEMULIKI FOREST, Uganda</td>
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<tr>
<td>SIERRA NEVADA, Colombia</td>
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<tr>
<td>TUMACO, Colombia</td>
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</tr>
</tbody>
</table>
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.

---

**Graph**: Line graph showing the price trends from 2014 to 2022. The graph indicates a decrease in price, with specific points noted:
- 2014: $5.00
- 2015: $5.00
- 2016: $4.90
- 2017: $4.50
- 2018: $4.30
- 2019: $4.10
- 2020: $4.00
- 2021: $3.90
- 2022: $4.48

**Key Points**:
- **2022 Weighted Average Price Point**: $4.48
## UNCOMMON PRICING 2022

All prices are converted to USD / kg of dry cacao

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

*Uncommon Cacao Subsidiary  **Organic
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+
BELIZE
CENTRALIZED FERMENTATION

PEOPLE

Producers purchased from
Female producers
Producers under 35 y/o
Organic producers
Total # of producers trained
# of female producers trained

368
38
80
368
385
38

# producers under 35 y/o trained
FT employees
FT female employees
PT employees
PT female employees

80
9
2
10
1

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 teams, grocery baskets offered to spouses of farmers who passed away

Trainings conducted
Farm productivity, ecological practices & cacao quality

PLANET

Organic hectares cultivated
Average percent of shade on cacao farms
Distance of producer to facility (km)
Distance to port (km)
Ocean Freight CO2 kgs per MT (US)
Ocean Freight CO2 kgs per MT (EU)
Crops that are used for intercropping
Banana, plantain, coconut, avocado, cashew & coffee

440
30%
23
239
48
135

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

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
Yes

Number of awards in 2022
18

TRANSPARENT TRANSACTIONS

Prices are per dry kg equivalent

Farmgate price
Association price
FOB price
Average sales price

$1.99
$2.11
$5.49
$8.23

Local market price for cacao (dry kg)
$1.65

Verified with traceability documentation
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.
ABOCFA 2022

GHANA COOPERATIVE

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

1.4
- Average farm size (ha)

779
- Average sales per producer (dry kg)

$1,512
- 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

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
- Crops that are used for intercropping
  - Banana, plantain, citrus, timber & avocado
- Environmental practices
  - Training on dynamic agroforestry, provision of shade trees

PRODUCT
- Quality
  - Premium
- Flavor
  - Milk chocolate, cherry & macadamia nut
- Fermentation style
  - Heap (285)
- 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

TRANSPARENT TRANSACTIONS
Prices are per dry kg equivalent

- Farmgate price $1.74*
- CIF price $3.51
- Average sales price $5.64

Local market price for cacao (dry kg)
$1.60

+ Verified with traceability documentation
* Price reflects premium payment paid out once a year

14
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.
**ÖKO CARIBE 2022**

**DOMINICAN REPUBLIC**

**CENTRALIZED FERMENTATION**

**TRANSPARENT TRADE**

### PEOPLE

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
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</thead>
<tbody>
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<tr>
<td>Female producers</td>
<td>10</td>
</tr>
<tr>
<td>Producers under 35 y/o</td>
<td>8</td>
</tr>
<tr>
<td>Organic producers</td>
<td>74</td>
</tr>
<tr>
<td># of producers trained</td>
<td>53</td>
</tr>
<tr>
<td># of female producers trained</td>
<td>5</td>
</tr>
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</table>

### PLANET

<table>
<thead>
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<th>Topic</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Organic hectares cultivated</td>
<td>934</td>
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<tr>
<td>Average percent of shade on cacao farms</td>
<td>55%</td>
</tr>
<tr>
<td>Distance of producer to facility (km)</td>
<td>35</td>
</tr>
<tr>
<td>Distance to port (km)</td>
<td>180</td>
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<tr>
<td>Percentage of power from solar</td>
<td>95%</td>
</tr>
<tr>
<td>Ocean Freight CO2kgs per MT (US)</td>
<td>44</td>
</tr>
</tbody>
</table>

### 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

### Transparent Transactions

<table>
<thead>
<tr>
<th>Category</th>
<th>Price</th>
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<tbody>
<tr>
<td>Farmgate price</td>
<td>$2.52</td>
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<tr>
<td>FOB price</td>
<td>$3.54</td>
</tr>
<tr>
<td>Average sales price</td>
<td>$6.26</td>
</tr>
</tbody>
</table>

Local market price for cacao (dry kg)
- $2.19

Verified with traceability documentation
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.
## People

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Producers purchased from</td>
<td>150</td>
</tr>
<tr>
<td>Female producers</td>
<td>28</td>
</tr>
<tr>
<td>Producers under 35 y/o</td>
<td>50</td>
</tr>
<tr>
<td>Organic producers</td>
<td>150</td>
</tr>
<tr>
<td># of producers trained</td>
<td>293</td>
</tr>
<tr>
<td># of female producers trained</td>
<td>20</td>
</tr>
<tr>
<td># of producers under 35 y/o trained</td>
<td>55</td>
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<tr>
<td>FT employees</td>
<td>2</td>
</tr>
<tr>
<td>PT employees</td>
<td>6</td>
</tr>
<tr>
<td>PT female employees</td>
<td>3</td>
</tr>
</tbody>
</table>

## 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

## Community-focused Initiatives

- Training programs in partnership with MOCCA and Rikolt
- Trainings conducted
  - Farm productivity, ecological practices & cacao quality

## Transparent Transactions

- Local market price for cacao (dry kg): $2.32
- Verified with traceability documentation
- Farmgate price: $2.89
- FOB price: $4.60
- Average sales price: $8.25
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, Víctor Xuc, Juana Tellez, and Efrain Sanchez take a break on a producer’s farm during a field training at Ademayach.
# ADEMYACH 2022 +
**Guatemala Association**

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

## 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

## Crops that are used for intercropping
- Plantain, palm & timber

## Environmental practices
- Soil conservation practices

## 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: USDA, EU
- Number of awards in 2022: 8

## Transparent Transactions
- Prices are per dry kg equivalent

<table>
<thead>
<tr>
<th>Transaction</th>
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<tbody>
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<td>FOB price</td>
<td>$5.75</td>
</tr>
<tr>
<td>Average sales price</td>
<td>$8.00</td>
</tr>
</tbody>
</table>

Local market price for cacao (dry kg): $2.31

Verified with traceability documentation

## Trainings conducted
- Farm productivity, ecological practices & cacao quality

## Statistics
- Average farm size (ha): 0.8
- Average sales per producer (dry kg): 153
- Average annual cacao revenue per producer: $472
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 Lanquin. 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.
### PEOPLE

<table>
<thead>
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<th>Category</th>
<th>Count</th>
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<tr>
<td>Organic producers</td>
<td>24</td>
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<tr>
<td># of producers trained</td>
<td>25</td>
</tr>
<tr>
<td># of female producers trained</td>
<td>8</td>
</tr>
<tr>
<td># of producers under 35 years old trained</td>
<td>12</td>
</tr>
<tr>
<td>FT employees</td>
<td>1</td>
</tr>
<tr>
<td>PT employees</td>
<td>3</td>
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<tr>
<td>PT female employees</td>
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### PLANET

<table>
<thead>
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<td>Organic hectares cultivated</td>
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<tr>
<td>Average percent of shade on cacao farms</td>
<td>38%</td>
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<tr>
<td>Distance of producer to facility (km)</td>
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<tr>
<td>Distance to port (km)</td>
<td>488</td>
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<tr>
<td>Ocean Freight CO2kgs per MT (US)</td>
<td>49</td>
</tr>
<tr>
<td>Ocean Freight CO2kgs per MT (EU)</td>
<td>137</td>
</tr>
</tbody>
</table>

### Crops that are used for intercropping
- Plantain
- Palm
- Citrus
- Timber
- Cinnamon
- Pepper

### Environmental practices
- Water and forest conservation

### TRANSPARENT TRANSACTIONS

<table>
<thead>
<tr>
<th>Transaction</th>
<th>Price (dry kg)</th>
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<tbody>
<tr>
<td>Farmgate price</td>
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<tr>
<td>FOB price</td>
<td>$5.58</td>
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<tr>
<td>Average sales price</td>
<td>$8.18</td>
</tr>
</tbody>
</table>

### LOCAL MARKET
- Price for cacao (dry kg): $2.43

### 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**: [ISO], [Fair Trade]
The Región de Lachúa 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 Lachúa 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 Lachúa flavor notes of lemon drop, strawberry jam, and walnut.

Anselmo Luc, President of ASODIRP and a long standing leader in Lachúa cacao production, demonstrates proper selection of budwood for grafting.
# LACHUÁ 2022 +
## GUATEMALA ASSOCIATION

## PEOPLE

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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<tbody>
<tr>
<td>Producers purchased from</td>
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<tr>
<td>Female producers</td>
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<tr>
<td>Organic producers</td>
<td>98</td>
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<tr>
<td># of producers trained</td>
<td>77</td>
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<td># of female producers trained</td>
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<td># of producers under 35 y/o trained</td>
<td>22</td>
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<td>FT employees</td>
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<tr>
<td>PT employees</td>
<td>7</td>
</tr>
<tr>
<td>PT female employees</td>
<td>5</td>
</tr>
</tbody>
</table>

- **1.2** Average farm size (ha)
- **268** Average sales per producer (dry kg)
- **$715** 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

## PLANET

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
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<tbody>
<tr>
<td>Organic hectares cultivated</td>
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<tr>
<td>Average percent of shade on cacao farms</td>
<td>45%</td>
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<tr>
<td>Distance to port (km)</td>
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<td>Ocean Freight CO2kgs per MT (US)</td>
<td>49</td>
</tr>
<tr>
<td>Ocean Freight CO2kgs per MT (EU)</td>
<td>137</td>
</tr>
</tbody>
</table>

### Crops that are used for intercropping
- Banana, plantain, palm, citrus & timber

### Environmental practices
- Soil and river bank conservation

## 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

## TRANSPARENT TRANSACTIONS

- Prices are per dry kg equivalent

<table>
<thead>
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<th>Transaction</th>
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<tbody>
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<td>FOB price</td>
<td>$5.75</td>
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<tr>
<td>Average sales price</td>
<td>$8.31</td>
</tr>
</tbody>
</table>

*Local market price for cacao (dry kg) $2.60

+ Verified with traceability documentation
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

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

<table>
<thead>
<tr>
<th>2.6</th>
<th>112</th>
<th>$262</th>
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</thead>
<tbody>
<tr>
<td>Average farm size (ha)</td>
<td>Average sales per producer (dry kg)</td>
<td>Average annual cacao revenue per producer</td>
</tr>
</tbody>
</table>

### Community-focused initiatives
- Training and technical assistance in cocoa production, plot management, and diversification
- Trainings conducted
  - Farm productivity, ecological practices & cacao quality

---

### 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
- Crops that are used for intercropping: Plantain, avocado, mango & timber
- Environmental practices: Adaptation of traditional practices & organic farming practices

### 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: 

## Local market price for cacao (dry kg)
- $1.65

---

### Transparent Transactions
- Prices are per dry kg equivalent

<table>
<thead>
<tr>
<th>Farmgate price</th>
<th>Association price</th>
<th>FOB price</th>
<th>Average sales price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2.56</td>
<td>$3.65</td>
<td>$6.00</td>
<td>$8.05</td>
</tr>
</tbody>
</table>
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

## Colombia

### People
- Producers purchased from: 110
- Female producers: 26
- Producers under 35 y/o: 7
- # of producers trained: 56
- # of female producers trained: 7

### 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

### Crops that are used for intercropping
- Plantain, banana, avocado, wood & citrus

### Environmental practices
- Agroforestry & adaptation of traditional practices

### Transparent Transactions

<table>
<thead>
<tr>
<th>Transaction</th>
<th>Price (dry kg equivalent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmgate price</td>
<td>$2.31</td>
</tr>
<tr>
<td>Association price</td>
<td>$2.52</td>
</tr>
<tr>
<td>FOB price</td>
<td>$5.75</td>
</tr>
<tr>
<td>Average sales price</td>
<td>$9.45</td>
</tr>
</tbody>
</table>

**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

**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
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.
### PEOPLE

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

#### 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

#### 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

#### Community-focused initiatives

- Financial services, capacity development, infrastructure improvement

#### Trainings conducted

- Farm productivity, ecological practices & cacao quality

### TRANSPARENT TRANSACTIONS

<table>
<thead>
<tr>
<th>Description</th>
<th>Price per dry kg equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmgate price</td>
<td>$2.57</td>
</tr>
<tr>
<td>Association price</td>
<td>$2.60</td>
</tr>
<tr>
<td>FOB price</td>
<td>$4.22</td>
</tr>
<tr>
<td>Average sales price</td>
<td>$7.39</td>
</tr>
</tbody>
</table>

### Local market price for cacao (dry kg)

- $1.25
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.

Maria Elena Avilez Rojas sits in a Chuncho cacao tree that has been producing for over 50 years.
CHUNCHO 2022 +

PEOPLE

- Producers purchased from: 90
- Female producers: 20
- Producers under 35 y/o: 4
- Total # of producers trained: 140
- # of female producers trained: 30
- # producers under 35 y/o trained: 3

2.6
Average farm size (ha)

1,476
Average sales per producer (dry kg)

$5,212
Average annual cacao revenue per producer

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

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

Crops that are used for intercropping
Citrus, plantain, avocado & coffee

Environmental practices
Training on composting and clean water management

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

Local market price for cacao (dry kg)
$1.97

TRANSPIRANT TRANSACTIONS
Prices are per dry kg equivalent

- Farmgate price: $2.28
- Association price: $3.95
- FOB price: $5.00
- Average sales price: $8.61

+ 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 Acui du Nord living in Mouskady.
## PISA 2022+

### HAITI

#### CENTRALIZED FERMENTATION

### PEOPLE

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Producers purchased from</td>
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<tr>
<td>Female producers</td>
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<tr>
<td>Organic producers</td>
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<tr>
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<tr>
<td>PT employees</td>
<td>60</td>
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<tr>
<td>PT female employees</td>
<td>25</td>
</tr>
</tbody>
</table>

#### 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

#### TRANSPARENT TRANSACTIONS

- **Farmer price**: $1.99
- **Association price**: $2.11
- **FOB price**: $4.14
- **Average sales price**: $6.69

### 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

### Community-focused Initiatives

Training of trainers for organic and Fair for Life certification

### Trainings conducted

- Sustainability standards training

### LOCAL MARKET PRICE FOR CACAO (DRY KG)

- **$1.50**

+ Verified with traceability documentation
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+

## People
- Producers purchased from: 1,886
- Female producers: 1,456
- Producers under 35 y/o: 1,710
- # of producers trained: 4,139
- # of female producers trained: 2,120

## 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

## Transparent Transactions
- Farmgate price: $2.38
- FOB price: $4.50
- Average sales price: $6.78

## Local market price for cacao (dry kg)
- $1.88

## Trainings conducted
- Farm productivity, environmental management, finance management & banking, sustainability standards training & book/record keeping

## Key Facts
- 0.6 Average farm size (ha)
- 87 Average sales per producer (dry kg)
- $205 Average annual cacao revenue per producer

+ Verified with traceability documentation
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.

### MAROU 2022+

#### VIETNAM

**Producer Data**
- Total Producers: 512
- Female Producers: 102
- Total # of producers trained: 23
- # of female producers trained: 5
- FT employees: 282
- FT female employees: 169
- PT employees: 15

#### 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

#### Crops that are used for intercropping
- Cashew, coconut & avocado

#### Environmental practices
- Use of cacao by-products for other purposes

### 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

### Community-focused Initiatives
- Fermentation and agrochemical trainings

### Trainings conducted
- Farm productivity, Ecological practices & cacao quality

#### TRANSPARENT TRANSACTIONS

<table>
<thead>
<tr>
<th>Transaction Type</th>
<th>Price ($/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmgate price</td>
<td>$2.56</td>
</tr>
<tr>
<td>Association price</td>
<td>$4.26</td>
</tr>
<tr>
<td>FOB price</td>
<td>$6.50</td>
</tr>
<tr>
<td>Average sales price</td>
<td>$13.17</td>
</tr>
</tbody>
</table>

#### Local market price for cacao (dry kg)
- $3.41

*Verified with traceability documentation*
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 Moskitia 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+

## Honduras

### Centralized Fermentation

### People

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Producers purchased from</td>
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<tr>
<td>Female producers</td>
<td>55</td>
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<tr>
<td>Producers under 35 y/o</td>
<td>8</td>
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<tr>
<td>Total # of producers trained</td>
<td>30</td>
</tr>
<tr>
<td># of female producers trained</td>
<td>12</td>
</tr>
</tbody>
</table>

### Planet

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hectares cultivated/managed</td>
<td>78</td>
</tr>
<tr>
<td>Average percent of shade on cacao farms</td>
<td>20%</td>
</tr>
<tr>
<td>Distance of producer to facility (km)</td>
<td>5</td>
</tr>
<tr>
<td>Distance to port (km)</td>
<td>721</td>
</tr>
<tr>
<td>Percentage of power from solar</td>
<td>10%</td>
</tr>
<tr>
<td>Ocean Freight</td>
<td>100</td>
</tr>
<tr>
<td>Crops that are used for intercropping</td>
<td></td>
</tr>
<tr>
<td>Beans, corn, plantain, avocado, guava, orange, lemon &amp; rambutan</td>
<td></td>
</tr>
<tr>
<td>Environmental practices</td>
<td></td>
</tr>
<tr>
<td>Intercropping of fruit and shade trees, organic production practices / zero use of agrochemicals</td>
<td></td>
</tr>
</tbody>
</table>

### Product

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality</td>
<td>Ultra Premium</td>
</tr>
<tr>
<td>Flavor</td>
<td>Fudge, butter cookie &amp; peanut</td>
</tr>
<tr>
<td>Fermentation style</td>
<td>Box</td>
</tr>
<tr>
<td>Drying style</td>
<td>Raised beds with a roof</td>
</tr>
<tr>
<td>Quality practices</td>
<td>Temperature monitoring during fermentation &amp; cut tests during fermentation</td>
</tr>
<tr>
<td>Hand sorting</td>
<td>Yes</td>
</tr>
</tbody>
</table>

### 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

- **Farmgate price**: $2.31
- **Association price**: $2.52
- **FOB price**: $4.00
- **Average sales price**: $7.45

Prices are per dry kg equivalent.
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

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Producers purchased from</td>
<td>1,423</td>
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<tr>
<td>Female producers registered</td>
<td>287</td>
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<tr>
<td>Organic producers</td>
<td>1,423</td>
</tr>
<tr>
<td>Total # of producers trained</td>
<td>900</td>
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<tr>
<td>FT employees</td>
<td>101</td>
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<tr>
<td>FT female employees</td>
<td>13</td>
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<td>PT employees</td>
<td>66</td>
</tr>
<tr>
<td>PT female employees</td>
<td>1</td>
</tr>
</tbody>
</table>

### 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, cocoa quality & finance management.

## PLANET

<table>
<thead>
<tr>
<th>Category</th>
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<tr>
<td>Organic hectares cultivated</td>
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<tr>
<td>Average percent of shade on cacao farms</td>
<td>55%</td>
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<tr>
<td>Distance of producer to factory (km)</td>
<td>200</td>
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<tr>
<td>Distance to port (km)</td>
<td>96</td>
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<td>Ocean Freight CO2kgs per MT (US)</td>
<td>80</td>
</tr>
<tr>
<td>Ocean Freight CO2kgs per MT (EU)</td>
<td>159</td>
</tr>
</tbody>
</table>

### Crops that are used for intercropping

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

### Environmental practices

Organic certification requires environmentally responsible practices.

## 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

[Type of certification logos]

## TRANSPARENT TRANSACTIONS

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
<th>Prices are per dry kg equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmgate price</td>
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<td>Association price</td>
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<td>Average sales price</td>
<td>$7.50</td>
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</table>

*Verified with traceability documentation*
# GLOSSARY OF CONVERSIONS

<table>
<thead>
<tr>
<th>COUNTRY &amp; CURRENCY</th>
<th>EXCHANGE RATE TO USD 2021 (AVG)</th>
<th>SOURCE</th>
<th>EXCHANGE RATE TO USD 2022 (AVG)</th>
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<td>centralbank.org.bz*</td>
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<td>oanda.com*</td>
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<td>N/A</td>
<td>xe.com</td>
<td>0.4000</td>
<td>oanda.com*</td>
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<td>Mexico peso</td>
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<td>0.2589</td>
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</tr>
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*Source changed to align with internal Uncommon Cacao use