Cocoa smallholders organization that collects and sells the production of 10,000 small Dominican farmers in the international markets.
CONACACADO EN EL TIEMPO

1985- German Government-GTZ and Dominican Government – Agriculture Ministry US$150,000

Project Improvement of Dominican cocoa quality GTZ-SEA.

Producers Learning and sensitization process

1985- 1993 Foundation of Bloques (Branches)

- Producers Learning.
- Construction and expansion of post-harvest management infrastructure
- Processing
- Commercialization
Our Vision

Create a technically developed cocoa sector, with a high quality product which is well-known and positioned in international markets and to help producers improve their living standards.
Our Mission

To improve the income and living conditions of cocoa producers and their families by supporting them in the sustainable management of the farm, quality improvement of products, efficiently marketing the harvest, strengthening their organizations in agricultural and business practices, and developing communities.
AREAS OF INFLUENCE
CONACADO Services to producers, family and the community

Support on in harvest collection, Transportation, Post-harvest management and Commercialization of cocoa.

Technical and Social Assistance

Redistribution of profits.

Financial Services
CONACADO IMPACT IN THE DOMINICAN ECONOMY

<table>
<thead>
<tr>
<th>COCOA EXPORTS MT3 2012-2013</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>NATIONAL</td>
<td>CONACADO</td>
</tr>
<tr>
<td>63,585</td>
<td>15,045</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>GENERATION OF US$ 2012-2013</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>NATIONAL</td>
<td>CONACADO</td>
</tr>
<tr>
<td>161,560,616.12</td>
<td>41,306,697.</td>
</tr>
</tbody>
</table>
CONACADO IMPACT IN THE DOMINICAN ECONOMY

<table>
<thead>
<tr>
<th>NO. OF PRODUCERS MEMBERS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>NATIONAL</td>
<td>38,000</td>
<td></td>
</tr>
<tr>
<td>CONACADO</td>
<td>10,300</td>
<td></td>
</tr>
<tr>
<td>SHARE</td>
<td>28%</td>
<td></td>
</tr>
</tbody>
</table>

70% Less than 5 Has

5% more than 10 Has.

EMPLOYMENT GENERATION

580 Direct Employees

Over 15,000 Indirect Employment

98% in Rural Areas
<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year of Foundation</td>
<td>1989</td>
</tr>
<tr>
<td>Number of Active Producers</td>
<td>10,000</td>
</tr>
<tr>
<td>Total Revenue 2013 (USD $ USA)</td>
<td>41,306,697</td>
</tr>
<tr>
<td>Total Cultivated (Hectars) 2013</td>
<td>30,000</td>
</tr>
<tr>
<td>Volume Of Traded Cocoa (2013)</td>
<td>15,045 TM3</td>
</tr>
<tr>
<td>Formal Branches 2013</td>
<td>7</td>
</tr>
<tr>
<td>% Of Certified Farms 2013</td>
<td>96%</td>
</tr>
<tr>
<td>Capital Invested (Dólares $USA)</td>
<td>17 MM</td>
</tr>
<tr>
<td>Credit To Producers (Dólares $USA)</td>
<td>5 MM</td>
</tr>
<tr>
<td>Total Employees 2013</td>
<td>580</td>
</tr>
<tr>
<td>Total Market Share R.D.</td>
<td>26%</td>
</tr>
<tr>
<td>Associations</td>
<td>172</td>
</tr>
<tr>
<td>Profits To Producers (Dólares $USA)</td>
<td>1.6 MM</td>
</tr>
</tbody>
</table>
INTERNATIONAL ORGANISM AND LOCAL ENTITIES SUPPORTING COCOA SUSTAINABILITY THROUGH CONACADO
- Support to organizational process and Improvement of cocoa quality (1985)  
US$150,000.00

- Support in the improvement of infrastructure for post-harvest management (Fermentation, and Drying capacity).
- Support to women groups in the production of cocoa derivatives and use of harvest residuals.
- Increase of productivity in cocoa farms  
US$750,000

- Support in organizational strengthening process as well as in health care programs.
- Support to Organizational and Administrative strengthening process.
- Increase of Productivity in cocoa farms.
- Installation of cocoa Lab for Quality Control but also to determine heavy metals and chemical residuals in cocoa.
- Ejecución of Project: Improvement of cocoa productivity, Protection to the Environment and building Capacities to producers and family.
- Improvement of productivity and control of post-harvest management process.  

US$150,000.00

- Technical assistance.
- PLANTING MATERIAL

-Support in many social processes as well in front of international organism.
SOCIAL INVESTMENT PROGRAM
## SOME FIGURES

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume MT</th>
<th>Sales Overall</th>
<th>Average Price</th>
<th>FT Sales</th>
<th>% Fairtrade</th>
<th>FT Avg Price</th>
<th>Total Premium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>6,534.70</td>
<td>8,824,154.13</td>
<td>1,350.35</td>
<td>226.80</td>
<td>3.47%</td>
<td>1,860.04</td>
<td>34,020.00</td>
</tr>
<tr>
<td>2001</td>
<td>7,348.10</td>
<td>6,572,391.47</td>
<td>894.43</td>
<td>151.20</td>
<td>2.06%</td>
<td>1,783.33</td>
<td>22,680.00</td>
</tr>
<tr>
<td>2002</td>
<td>13,501.02</td>
<td>22,876,894.06</td>
<td>1,694.46</td>
<td>948.02</td>
<td>7.02%</td>
<td>2,019.22</td>
<td>142,203.00</td>
</tr>
<tr>
<td>2003</td>
<td>10,491.40</td>
<td>18,983,788.17</td>
<td>1,809.46</td>
<td>1,225.81</td>
<td>11.68%</td>
<td>2,343.23</td>
<td>183,871.50</td>
</tr>
<tr>
<td>2004</td>
<td>11,831.54</td>
<td>19,190,271.60</td>
<td>1,621.96</td>
<td>1,080.40</td>
<td>9.13%</td>
<td>32,089.49</td>
<td>162,060.00</td>
</tr>
<tr>
<td>2005</td>
<td>6,265.28</td>
<td>10,982,391.58</td>
<td>1,752.90</td>
<td>1,854.34</td>
<td>29.60%</td>
<td>2,071.63</td>
<td>278,151.00</td>
</tr>
<tr>
<td>2006</td>
<td>7,752.54</td>
<td>15,262,426.10</td>
<td>1,968.70</td>
<td>3,643.05</td>
<td>46.99%</td>
<td>2,189.73</td>
<td>546,457.50</td>
</tr>
<tr>
<td>2007</td>
<td>12,021.45</td>
<td>32,595,126.02</td>
<td>2,711.41</td>
<td>5,678.20</td>
<td>47.23%</td>
<td>3,347.48</td>
<td>851,730.00</td>
</tr>
<tr>
<td>2008</td>
<td>11,576.18</td>
<td>44,480,314.03</td>
<td>3,842.40</td>
<td>5,915.69</td>
<td>51.10%</td>
<td>4,127.01</td>
<td>887,353.50</td>
</tr>
<tr>
<td>2009</td>
<td>18,184.53</td>
<td>47,325,239.33</td>
<td>2,602.50</td>
<td>2,304.73</td>
<td>12.67%</td>
<td>2,937.43</td>
<td>345,709.50</td>
</tr>
<tr>
<td>2010</td>
<td>12,542.63</td>
<td>42,349,178.47</td>
<td>3,376.42</td>
<td>7,841.58</td>
<td>62.52%</td>
<td>3,519.00</td>
<td>1,176,237.00</td>
</tr>
<tr>
<td>2011</td>
<td>12,462.80</td>
<td>46,292,072.19</td>
<td>3,714.42</td>
<td>8,800.70</td>
<td>70.62%</td>
<td>3,842.42</td>
<td>1,663,860.34</td>
</tr>
<tr>
<td>2012</td>
<td>12,194.00</td>
<td>33,515,043.00</td>
<td>2,748.49</td>
<td>5,006.16</td>
<td>41.05%</td>
<td>3,038.97</td>
<td>946,464.61</td>
</tr>
<tr>
<td>2013</td>
<td>15,045.36</td>
<td>41,547,907.85</td>
<td>2,761.51</td>
<td>9,510.65</td>
<td>63.21%</td>
<td>2,899.35</td>
<td>1,902,130.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>9,142,927.5</td>
</tr>
</tbody>
</table>

**30% En Inversión Social**

**2,742,878.25**
Builds and repairs homes

Improvement of Access to potable water

Scholarships

Training to Producers on cocoa environmental Sustainability.

Improvement of Sanitary Services

Helps Communitary centers

Support maintenance of public infrastructure.

Over USD$ 600,000 Anually
PROJECTS IMPLEMENTED IN TEH LAST YEARS

IMPROVEMENT OR RECONSTRUCTION OF HOUSING

US$800,000
CONSTRUCTION OF AQUEDUCTS AND IMPROVEMENT OF SYSTEMS ALREADY EXISTING

US$500,000

Buscaban a pie y caballo de río contaminado 3 y 4 kilómetros de su casa

En su propia casa potable
CONSTRUCTION AND EXPANSION OF PRIMARY SCHOOLS, COMPUTER SCHOOLS, COMMUNITARY MEETING ROOMS

US$500,000
SUPPORT TO ENVIRONMENTALISTS AND CULTURAL YOUTH GROUPS

US$50,000
CONSTRUCTION OF CHURCHES

US$250,000

BEFORE

PRESENTLY
Renewal of Cocoa Farms

US$300,000
REPAIRING PUBLIC INFRASTRUCTURE

US$300,000
SUPPORT TO MICROENTERPRISE

US$50,000

JUNTA DE MUJERES
Nuevo Renacer
EJECUCION SUB-PROYECTO DE APOYO A
LAS MICROAGROINDUSTRIAS DE
MUJERES DE AREAS CACAOTERAS

05/07/2011

Productos de la Asociación Mujer & Desarrollo
La Negra, Puntarenas, Costa Rica

04/07/2011
Gender equality and women empowerment
Gender equality and women empowerment

Cacao Added Value Products
Chocolate de la Cuenca de Altamira (CHOCAL)
Gender equality and women empowerment

Cacao Added Value Products

Asociación Mujeres Esperanzas Unidas de Vicentillo, Grupo CONACADO
Environmental mgt systems/conservation of the environment
Training programs/ focus on Quality & productivity

Fundación Dominicana de Productores Orgánicos (FUNDOPPO)
Training programs/ focus on Quality & productivity

Post Harvest Training

Asociación de Productores de Cacao Orgánico del Norte (ASOPROCON)
Training programs/ focus on Quality & productivity

Mejoramiento de Centro de Procesamiento
Sucursal Núm. 6 Gaspar Hernández, Grupo CONACADO

Before

After
Multi-stakeholder collaboration on the ground

- USAID
- Mondelez
- Cuerpo de Paz
- CODESPA
Multi-stakeholder collaboration on the ground

• FUNDOPO
• CONACADO
• CHOCAL
• ASOPROCON
• RED GUACONEJO
GRACIAS