



YACAO – Cocoa processing and exporting

YACAO was founded by PRONATEC with local partners in 1999. It supplies us with high-quality organic and Fairtrade single-origin cocoa from the Dominican Republic. Through its work with the smallholder organisation Fundación Dominicana de Productores Orgánicos (FUNDOPO), our subsidiary has brought over 3,000 smallholders directly into the PRONATEC supply chain.

The Dominican Republic is currently the world's biggest exporter of organic cocoa.¹ This is thanks to the dedication and commitment of numerous organic pioneers. In the past, the smallholders were barely able to survive on the sale of their conventional cocoa beans. Today, they are paid a fair price for their organic beans.

By helping to set up FUNDOPO in 2002, YACAO laid the foundations for one of the most successful smallholder organisations in the Dominican Republic. Having started with just 84 families, FUNDOPO has grown to have over 3,000 members. The smallholder families receive a regular income plus organic and Fairtrade premiums.

YACAO still serves as a loyal partner for FUNDOPO to this day. YACAO pays a fair price locally so that the smallholders receive their money immediately and do not have to concern themselves with the exporting of the beans.



FAIRTRADE PROJECTS 2022

- **Improving quality** – Warehouses, collection points, education centres
- **Supporting members in need** – Construction of 6 private houses, renovation work, paying for doctors/medicines for 250 members
- **5 minutes instead of 1 hour** – Improving the road for delivering the cocoa

Here's how YACAO supports local smallholder families

- **A more secure future** thanks to YACAO pre-financing and purchasing the entire harvest from FUNDOPO
- **Higher incomes** thanks to the organic/fairtrade premium and minimum prices – on average 35% above the global market price
- **Higher yields** because cocoa plantations are refreshed with new cocoa seedlings bought at cost price
- **Upskilling** by providing advice and training on organic farming
- **The whole region** benefits from valuable community projects

¹Willer, H., & Lernoud, J. (2021). The world of organic agriculture. Statistics and emerging trends 2019

Here's what YACAO stands for



- **Bean-to-bar** full traceability
- **Biodiversity** – cultivation is based on a woodland-like agroforestry system, including different fruit trees and shade trees, with 7% of the land remaining uncultivated (in accordance with Bio Suisse certification requirements)
- **No deforestation** – existing farmland is used, trees are planted on former meadows, monitoring via Global Forest Watch
- **High soil fertility** by producing humus in the agroforestry system
- **Pesticide-free** thanks to organic farming, with the beans inspected on site
- **Long-term** relationships with the smallholders
- **Project reports**, portraits and pictures bring the source of the cocoa to life



"My aim is to promote organic cocoa farming in the Dominican Republic. That is what motivates me in my day-to-day work."

Kilian Moser, YACAO

"The story of FUNDOPO is inextricably linked with YACAO. It's a symbiosis of enormous benefit to everyone."

Wilder Nahui, FUNDOPO

Flavour-packed single-origin cocoa

The cocoa purchased by YACAO is grown in mixed cultivation in what is called an agroforestry system, thereby making an important contribution to biodiversity. In the Dominican Republic we produce the Hispaniola cocoa variety which is fermented and then dried at our four processing centres. The controlled fermentation ensures the best possible flavour from the beans.

Our cocoa is the main ingredient in many fine speciality chocolate products and, thanks to its mild, balanced flavour profile, is also suitable for making products with a high cocoa content.

A traceability system based on barcodes that was introduced in 2019 ensures that the processed batches of beans can always be traced back to the cocoa producers.

YACAO at a glance



- Founded in 1999
- Management: Kilian Moser, Werner Schafroth
- Approx. 92 employees (+ 80 seasonal)
- 4 processing centres (Navarrete, El Seibo, Medina and Yamasá) for buying, fermenting and drying, quality control and export

www.pronatec.com/yacao

