

# Equal Partner Direct Buying Program



Global Organics has partnered with Agostoni in Italy since the mid-1990's and is proud to represent their cocoa and chocolate products exclusively in North America. Agostoni's Equal Partner Direct Buying Program is a sustainable, ethical business model that is the foundation of their cocoa bean sourcing strategy. It is not a third-party fair trade certification. It's Agostoni's system of direct trade that generates social, economic and environmental benefits for cocoa growers without any price premiums to you.

45 years ago, Dr. Angelo Agostoni began traveling the world in search of the perfect cocoa beans. He found that while it is easy to find average quality cocoa, it takes collaboration between farmers and industry to produce high quality cocoa products. Dr. Agostoni has spent decades in the field supporting farmers and cultivating long-term, mutually beneficial partnerships for sourcing high quality cocoa. This collaboration forms the basis of the Equal Partner Direct Buying Program, first implemented in the Dominican Republic, then in Peru and now in Uganda.



## Benefits to Cocoa Farmers:

- Guaranteed market, fair prices and long-term contracts for economic security
- Better standard of living for farming communities
- Financial support for effective business development
- Training to improve crop yields through sustainable means
- Centralized collection centers and training on proper fermentation and processing techniques to improve quality, which boosts profits
- Equipment for farmers to improve efficiency
- Future farmer programs inspiring younger generations to take up cocoa farming

*"Only when we work together and acknowledge each other's contributions is it possible for us to truly exist. This is our strength."*

*- Dr. Angelo Agostoni*

## Benefits for you:

- No price premiums for ethical sourcing
- Assurance that all Agostoni products are sourced sustainably and ethically, without child/slave labor
- A stable, reliable supply of high quality organic and non-GMO chocolate and cocoa with consistent, superior flavor
- Co-op to chocolate traceability
- Transparent, verified sourcing program that can be shared with your consumers
- Confidence that you're supporting a sustainable supply chain, healthy environment and fair labor practices





## Direct Buying Impact in the Dominican Republic

In 1988, Dr. Agostoni saw the potential of Dominican cocoa and began working with the CONOCADO cooperative. Because of their success with quality and yield, other cooperatives quickly began imitating CONOCADO. The Dominican Republic has since been recognized by the International Cocoa Organization (ICCO) for "Fine or Flavor" cocoa. CONOCADO now involves 10,000 farmers growing cocoa across 28,000 hectares of land.

### *Benefits to Farmers:*

- Agostoni taught tree care, propagation techniques, and proper fermentation and drying processes to improve bean quality and ensure higher payments to farmers.
- Farmers received support to help to set up and manage cocoa collection centers.
- Guaranteed business and premium price allows co-op communities to have money to build schools, health clinics and expand social programs.
- Agostoni's request for organic cocoa drove the conversion of farms to organic methods and farmers received support to achieve certification. Now, they have 15,000 acres of certified organic land and farmers are able to collect price premiums for organic beans.

## Direct Buying Impact in Peru

Dr. Angelo Agostoni has a working relationship with a cacao farming community of over 2,000 families in the Huallaga Valley in the San Martín region of Central Peru. In Peru, growing cocoa has become a safe, legal alternative source of income to the drug trade.

### *Benefits to Farmers:*

- Botanical expertise is provided to farmers to support and improve the quality of Peru's unique cocoa varieties. They now have about 15,000 acres of organically farmed land dedicated to their needs.
- The promotion of shade grown cocoa, which requires fewer chemical inputs, protects soil fertility, preserves wildlife and allows for intercropping to provide additional income to farmers.
- Farmers have access to a full-time quality and fermentation expert as well as training and consultancy support.
- Four drying centers have been established to improve cocoa bean quality and consistency and secure higher payments for farmers.
- Long-term supply contracts have improved economic conditions, for example, enabling the organic cocoa farmers' cooperative in Alto Huallaga to secure bank credit.



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Chocolate & Cocoa Ingredients

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