Gh&Cdi Avg FG $$	$ 1.36	**# Farmers**	3771	**# Females** 1308
2018 Avg Comm $$	$ 2.29	**# Org Farmers**	2922	

Supply Partner		Origin	avg Farm Gate $$	avg Assoc $$	avg Export $$	avg Landed $$	range Sale $$ Low	range Sale $$ High	2018 Amt (MT)
1 ÖKO CARIBE	DR	ÖKO CARIBE	$ 2.87	–	$ 4.20	$ 4.51	$ 4.90	$ 7.30	37.80
2 MAYA MOUNTAIN	Belize	MAYA MOUNTAIN	$ 3.07	–	$ 5.66	$ 6.03	$ 7.20	$ 8.80	31.17
3 PISA	Haiti	PISA	$ 1.85	–	$ 4.30	$ 4.70	$ 5.65	$ 7.70	28.91
4 CACAO VERAPAZ	Guatemala	CHIMELB	$ 3.10	–	$ 2.60	$ 2.96	$ 6.10	$ 7.30	14.76
5 CACAO VERAPAZ	Guatemala	CAHABÓN	$ 2.40	$ 2.99	$ 3.71	$ 4.14	$ 7.00	$ 7.80	14.34
6 AGROARRIBA	Ecuador	ECOCACAO	$ 2.61	$ 4.50	$ 5.38	$ 5.84	$ 6.60	–	12.60
7 CACAO VERAPAZ	Guatemala	LACHUÁ (Org)	$ 2.60	$ 3.45	$ 5.40	$ 5.94	$ 7.00	$ 7.80	10.02
8 CACAO DE COLOMBIA	Colombia	ARHUACOS	$ 2.94	$ 3.50	$ 5.90	$ 6.48	$ 7.50	$ 9.00	8.20
9 ABOCFA	Ghana	ABOCFA	$ 1.49	–	$ 2.80	$ 3.63	$ 4.50	$ 5.00	6.50
10 CACAO VERAPAZ	Guatemala	CHIVITE (Org)	$ 2.70	$ 3.45	$ 5.40	$ 5.95	$ 7.20	$ 8.80	5.64
11 CACAO VERAPAZ	Guatemala	MONTE GRANDE	$ 2.86	–	$ 4.50	$ 4.97	$ 5.90	$ 11.00	4.62
12 CACAO DE COLOMBIA	Colombia	TUMACO	$ 1.94	–	$ 4.50	$ 5.07	$ 6.90	$ 8.80	4.00
13 CACAO VERAPAZ	Guatemala	CHIVITE (Conv)	$ 2.31	$ 2.99	$ 3.97	$ 4.38	$ 6.10	$ 7.30	3.48
14 CACAO DE COLOMBIA	Colombia	SIERRA NEVADA	$ 2.70	–	$ 6.00	$ 6.55	$ 8.10	$ 8.80	3.00
15 CACAO VERAPAZ	Guatemala	LACHUÁ (Conv)	$ 2.23	$ 2.99	$ 4.80	$ 5.27	$ 6.90	$ 8.15	1.92
		total							186.96
		average/ (mean)	$ 2.51	$ 3.41	$ 4.61	$ 5.09	$ 6.50	$ 8.11	12.46
		min	$ 1.49	$ 2.99	$ 2.60	$ 2.96	$ 4.50	$ 5.00	1.92
		max	$ 3.10	$ 4.50	$ 6.00	$ 6.55	$ 8.10	$ 11.00	37.80
		median	$ 2.61	$ 3.45	$ 4.50	$ 5.07	$ 6.90	$ 7.98	

Calculations

Supply Partner	Diff: Farn Gate Export $	Diff: Farn Gate Assoc $	Diff: Assoc Export $	Diff: Farm Gate Landed $	Diff: Farm Gate Landed %	Diff: Export Landed $	Diff: Low Sale High Sale $	Gross Income range Sale Low	Gross Income range Sale High	Expenses Landed Quantity	Gross Margin range Sale Low	Gross Margin range Sale High
1 ÖKO CARIBE	$ 1.33	–	–	$ 1.64	157%	$ 0.31	$ 2.40	$ 185,220.00	$ 275,940.00	$ 170,478.00	$ 14,742.00	$ 105,462.00
2 MAYA MOUNTAIN	$ 2.59	–	–	$ 2.96	196%	$ 0.37	$ 1.60	$ 224,424.00	$ 274,296.00	$ 187,955.10	$ 36,468.90	$ 86,340.90
3 PISA	$ 2.45	–	–	$ 2.85	254%	$ 0.40	$ 2.05	$ 163,341.50	$ 222,607.00	$ 135,877.00	$ 27,464.50	$ 86,730.00
4 CACAO VERAPAZ	$ (0.50)	–	–	$ (0.14)	**95%**	$ 0.36	$ 1.20	$ 90,036.00	$ 107,748.00	$ 43,689.60	$ 46,346.40	$ 64,058.40
5 CACAO VERAPAZ	$ 1.31	$ 0.59	$ 0.72	$ 1.74	173%	$ 0.43	$ 0.80	$ 100,380.00	$ 111,852.00	$ 59,367.60	$ 41,012.40	$ 52,484.40
6 AGROARRIBA	$ 2.77	$ 1.89	$ 0.88	$ 3.23	224%	$ 0.46	–	$ 83,160.00	–	$ 73,584.00	$ 9,576.00	–
7 CACAO VERAPAZ	$ 2.80	$ 0.85	$ 1.95	$ 3.34	228%	$ 0.54	$ 0.80	$ 70,140.00	$ 78,156.00	$ 59,518.80	$ 10,621.20	$ 18,637.20
8 CACAO DE COLOMBIA	$ 2.96	$ 0.56	$ 2.40	$ 3.54	220%	$ 0.58	$ 1.50	$ 61,500.00	$ 73,800.00	$ 53,136.00	$ 8,364.00	$ 20,664.00
9 ABOCFA	$ 1.31	–	–	$ 2.14	244%	$ 0.83	$ 0.50	$ 29,250.00	$ 32,500.00	$ 23,595.00	$ 5,655.00	$ 8,905.00
10 CACAO VERAPAZ	$ 2.70	$ 0.75	$ 1.95	$ 3.25	220%	$ 0.55	$ 1.60	$ 40,608.00	$ 49,632.00	$ 33,558.00	$ 7,050.00	$ 16,074.00
11 CACAO VERAPAZ	$ 1.64	–	–	$ 2.11	174%	$ 0.47	$ 5.10	$ 27,258.00	$ 50,820.00	$ 22,961.40	$ 4,296.60	$ 27,858.60
12 CACAO DE COLOMBIA	$ 2.56	–	–	$ 3.13	**261%**	$ 0.57	$ 1.90	$ 27,600.00	$ 35,200.00	$ 20,280.00	$ 7,320.00	$ 14,920.00
13 CACAO VERAPAZ	$ 1.66	$ 0.68	$ 0.98	$ 2.07	190%	$ 0.41	$ 1.20	$ 21,228.00	$ 25,404.00	$ 15,242.40	$ 5,985.60	$ 10,161.60
14 CACAO DE COLOMBIA	$ 3.30	–	–	$ 3.85	243%	$ 0.55	$ 0.70	$ 24,300.00	$ 26,400.00	$ 19,650.00	$ 4,650.00	$ 6,750.00
15 CACAO VERAPAZ	$ 2.57	$ 0.76	$ 1.81	$ 3.04	236%	$ 0.47	$ 1.25	$ 13,248.00	$ 15,648.00	$ 10,118.40	$ 3,129.60	$ 5,529.60
total								$ 1,161,693.50	$ 1,380,003.00	$ 929,011.30	$ 232,682.20	$ 450,991.70
average/ (mean)	$ 2.10	$ 0.87	$ 1.53	$ 2.58	208%	$ 0.49	$ 1.61	$ 77,446.23	$ 98,571.64	$ 61,934.09	$ 15,512.15	$ 37,469.69
min	$ (0.50)	$ 0.56	$ 0.72	$ (0.14)	95%	$ 0.31	$ 0.50	$ 13,248.00	$ 15,648.00	$ 10,118.40	$ 3,129.60	$ 5,529.60
max	$ 3.30	$ 1.89	$ 2.40	$ 3.85	261%	$ 0.83	$ 5.10	$ 224,424.00	$ 275,940.00	$ 187,955.10	$ 46,346.40	$ 105,462.00
median	$ 2.56	$ 0.75	$ 1.81	$ 2.96	220%	$ 0.47	$ 1.38					

avg fg$ * qty / # $ 124.51