

La Siembra A Cooperative Eco-System

2022



La Siembra (workers co-op)

sowing or planting seeds of change

Camino (the brand)


“The swirl represents the route and connection between all actors of the supply chain.... It is the symbol of *the path* that connects us all, from farmers to consumers and consumers to farmers in a social solidarity economy

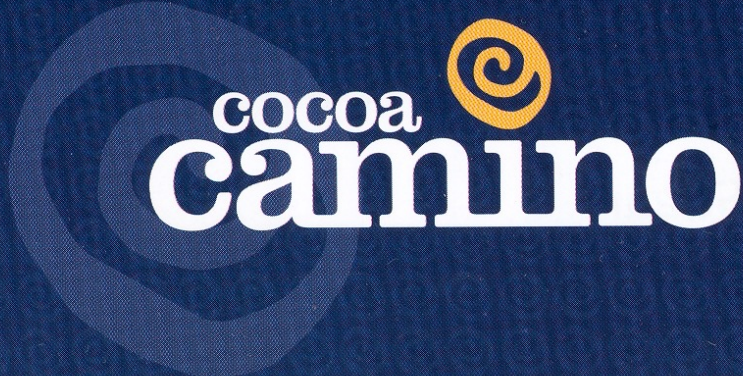
Chocolate Bars Hot Chocolate Cocoa Powder Sugar


2008

Certified Fair Trade and Organic Products

When you purchase Cocoa Camino products, you directly help the cocoa and sugar farmers with whom we work in the Caribbean and Latin America. They receive a fair price for their products, allowing them to stay on their land, put food on their tables, and keep their children in school. The farmers are also careful stewards of the land using certified organic farming techniques. The result is a sustainable production chain, a family of premium quality products and a world of good.







Incorporated in 1999

Workers Cooperative - 8 worker owners and another 4 employees

La Siembra

Was the first importer of fair trade cocoa and sugar into the North American Market and helped pioneer the fair trade movement in Canada along with other

Along with our sister organization Equal Exchange US, we have been building a worker owned cooperative eco-system of alternative trade organizations, fair trade aligned partners and consumers who care about small farmer relationships and mutually beneficial and democratic value chains.

Cooperative Business

Board of Directors
(4 members and 1 EE
director)

Executive Director

Sales and
Marketing

Operations and
Purchasing

Finance and
HR

Warehouse
and Fulfilment



Worker Owners

Welcome Kirk to
radical democracy



Products and Commodities

Camino trades almost exclusively in cocoa and sugar

2021 Purchases

- 450 MT of FT / Organic Cocoa
- 490 MT of FT / Organic Sugar

Categories

Cocoa

- Chocolate Bars
- Baking (Bars and Chips)
- Powders

Hot Beverage

- Hot Chocolate
- Coffee
- Tea

Sweeteners

- Cane sugar
- Muscovado

Nuts & Fruit

- Coconut
- Bulk cashews, almonds & mango



Markets and Channels

Camino Products are found in:

- Independent Natural Health Retailers
- Cafes and Restaurants
- Grocery chains and markets
- Schools and Campuses
- Bakeries
- Other organic and fair trade manufacturers



Producer Cooperatives



|| Also workers in their coops



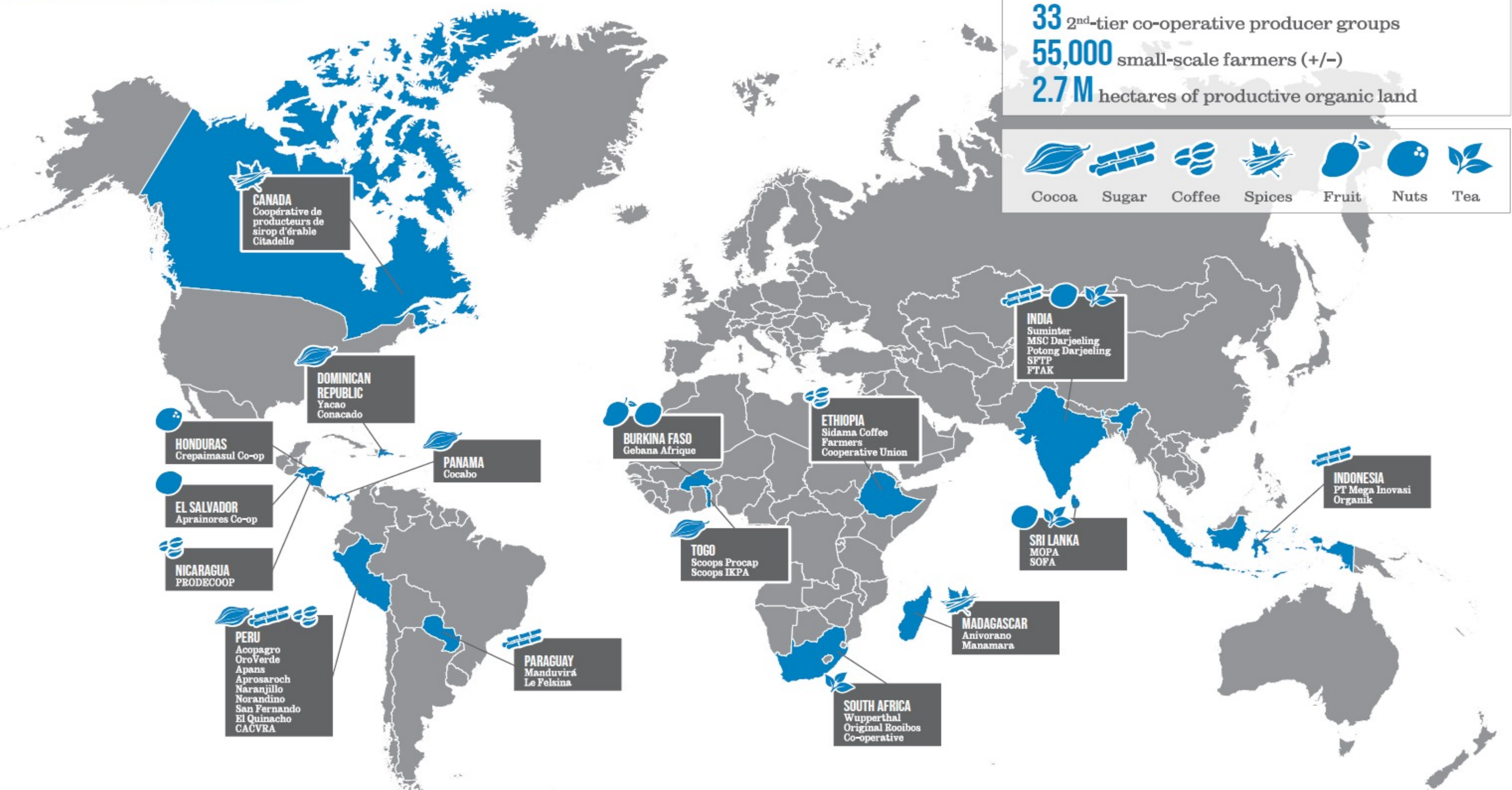
2020 FAIR TRADE PARTNERS

16 countries

33 2nd-tier co-operative producer groups

55,000 small-scale farmers (+/-)

2.7 M hectares of productive organic land





[Camino: more than just chocolate! - YouTube](#)

You can choose the world you want to live in ...