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## Making Cocoa Farmers Chocolate Producers



In this newsletter, we introduce Servando, president of SCAP, a cooperative located in the village of Pézoan. My [recent podcast](#) gives a history of the relationship between Project Hope and Fairness and Servando in Pezoan.

About a year ago, I shared written instructions showing Servando how to temper chocolate and to candy locally grown fruits. Servando and his team create and sell the popular African ChocoFudgeBar.

**DONATIONS NEEDED** Unlike the other two Chocolate Villages that PHF assists, Pezoan has no chocolate making machinery and needs to purchase chocolate to make these popular bars. Experience has shown that we need to raise \$50,000 to erect a building and get the right chocolate-making machinery.

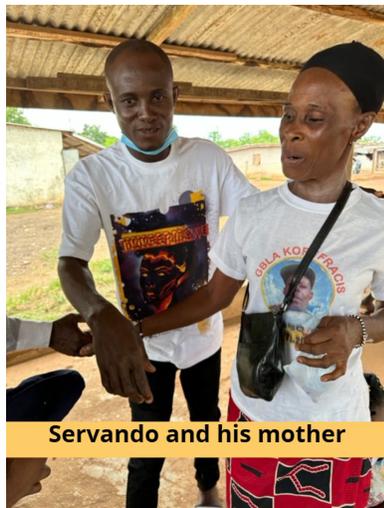
SCAP could then purchase cocoa beans from its own co-op members, and make their own chocolate for these best-selling bars. Co-op members in Pezoan would then earn 40% of the retail dollar—a far cry from the measly 4% they earn selling beans.

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## Tom Neuhaus

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Servando and his mother

### Helping Servando, Pézoan Chocolatier

**Servando** Adama Yamba is the **resourceful entrepreneur** and President of the Pézoan Cooperative SCAP who designed and produces the successful African ChocoFudgeBars with fillings like candied ginger and peanut butter.

Servando is the driver of the Pézoan chocolate business, from building the chocolate chilling room to learning from Tom via videos and written instructions, with the goal of making the village a center of chocolate production. He founded the cooperative SCAP, developed the working team, and created the unique ChocoFudgeBars.

Getting the chocolate to markets in the heat is always an issue and a cargo motorcycle can carry a cooler box. Servando told us a cargo motorcycle is needed to do “all the Cooperative’s shopping, including purchasing beans in small villages and camps.”

Servando’s goal for the future is to transform Pézoan’s own village beans into chocolate, making this a true “Bean-to-Bar” endeavor. **PH&F needs your [donations](#) now** to help this Co-op become self sufficient.

*To learn more about Servando and how he came to be a chocolate entrepreneur listen to Tom’s [Podcast #48](#)*

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### SAVE THE DATE!

December 15 at House of Bread Fundraiser in San Luis Obispo, 4 to 6 PM.

Come and visit with Tom and the Board, grab a beverage, enjoy some of Tom’s chocolate treats!

### Major Accomplishments

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bars. A Swiss chocolatier who tried the bars commented on the exceptional flavor and quality.

- ONG ASCAF (in N'Douci), our newest chocolate teaching and production facility, reports that in its first four months they have coordinated with five local cacao village cooperatives to buy beans for chocolate production, which supports 3000 cacao farmers and increases the participating members profits by 10%.
- Our own Tom Neuhaus was a featured presenter at a webinar series hosted by CocoaTown. In this webinar, "Moving Up the Value Chain," Tom shared his experience of how villages and farmers can seize the opportunity to create and sell their own chocolates, both locally and internationally.



## Your Donations At Work

Investigating new Village Chocolate market opportunities, in Africa and internationally

Training and implementation on production and management videos and manuals

Developing the Village Production Training Center

Expanding in-country collaborations

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## How You Can Help:

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## Our Vision

Our vision at Project Hope and Fairness is to serve as a center of excellence for cocoa cooperative members to learn quality production techniques and business and marketing skills to boost their incomes and improve their lives.

## Our Mission

Helping African cocoa farmers boost incomes and improve their quality of life.

## Our Values

**Respect** - *for village cultures and capabilities*

**Integrity** - *true to our word*

**Accountability** - *accountable for the use of resources and the results achieved*

**Inclusivity** - *encouraging opportunities for all*



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