

LWR VIRTUAL UNIVERSITY

CLASS NOTES AND TRANSCRIPT

CHOCOLATE IS BOTH HUMAN AND DIVINE

LWR: Your Passport to Global Citizenship

Presenter:

Kattie Somerfeld, Fair Trade Projects Coordinator

LWR Virtual University

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TRANSCRIPT:

Terri: Good evening everybody, this is Terri Speirs and I'm with Lutheran World Relief and welcome to the Lutheran World Relief Virtual University. I hope that you all received your welcome packets that included the Divine chocolate bar and that is our topic for tonight, before I launch you all into the class tonight and our presenter tonight I just wanted to say a few notes about the Virtual U because we've made a few changes and ramped up the technology a little bit, so if you're having problems with your audio – actually let me change the slide – if you're having problems with your audio I am recommending that you use your telephone if you can – and call into to the phone number that was given to you on your yellow postcard and enter the participant code and if you don't have that number I'll give it to you now, this if you are having problems with your computer audio, so you can see on your computer and your other option would be to call online and that number is 888.346.3950 and the participant code is 5496397 # and we will be showing that number again on the slides of you are on the computer and need audio.

So tonight the other changes that we've made because of our large student body which we are just thrilled with we've decided that it's no longer feasible to do the informal chat before and after class and even during class. So we have muted everybody except for the presenters and the way we will be doing the questions and answers is they by the phone will be managed by Christina who is our professional operator who will at the time cue us up and give us instructions so one student at a time will be cued for questions our presenter Kattie Somerfeld will answer them live – if you are on the computer then of course you have another option and that would be the thought bubble to the right side of the screen and you can type in your question and we have a another LWR staff person Britta who is dedicated to answering those questions online. So if you have your computer up it's kinda like a CNN thing going, there's a couple things going up at one

time if you're only on the telephone it will work quite nicely just to hear the audio. Thank you so much for calling.

Ok well what I'd like to do is center us a little bit on topic and remind us all of the reason that we are here tonight and why we have gathered together in this virtual community all across the nation and perhaps all across the world as well and I would like to center out thoughts around two truths. And the first truth being that every single day 30,000 children die from preventable causes relating to poverty and hunger and diseases that come from that. 30,000 children everyday. The second truth that I would like to remind us about is the mission of Lutheran World Relief: Lutheran World Relief works with partners in 35 countries to help people grow food, improve health, strengthen communities, end conflict, build livelihoods and recover from disasters and so every month in the Virtual University we take just a little piece of that mission and we talk about and we learn about it and we try to understand what our part of that is so when we think about or go back to the first truth and that is that 30,000 kids die everyday when they really don't need to. We can be assured that there's something we can do about it and we can participate and that's really what the Virtual University is all about is to help us realize that we can break this down the complexities of the world and make a difference and we really can change the world.

And tonight we are going to change it with chocolate. And so I just want to transition from our last month's class where heard Lutheran World Relief President John Nunes talk about what it means to see people as made in the image of God and tonight were going to see cocoa farmers as one group of people who are made in the image of God and with whom LWR seeks to live in partnership. I'm so please to introduce to you our presenter tonight Miss Kattie Somerfeld who is the LWR Fair Trade Project Coordinator and part of what she does in that role is manage all aspects of LWR's fair trade projects which include coffee, handcrafts and chocolate, which we are focusing on tonight and what she does is she maintains close communication with LWR's fair trade partners. She assists with the production of promotional materials and educational resources for print and also for the website; she identifies and develops proposals for new fair trade and economic justice program components and she represents LWR in and around coalition work around fair trade issues with other faith based and secular partners in the fair trade world. Kattie graduated from Concordia College in Moorhead, Minnesota with a B.A. in psychology she has worked with LWR previous to her fair trade work she worked with constituency outreach and support through a position in Lutheran Volunteer Corps she also worked on the staff of Metgoshi Ministries in Botno North Dakota and also the classroom assistant with Head Start in Moorhead – we are glad to have her with us tonight, she has put together an excellent presentation and Kattie, actually Marisa if you don't mind passing the baton over to Kattie – I'm going to hand it over to you and welcome you with open arms.

Kattie: Great! Thank you Terri, it's a pleasure to be here, I'm so happy to be able to talk with all of you about fair trade and specifically fair trade chocolate. Tonight were going to, we only have an hour and that might seem like a long time – but I could talk about fair trade for hours and hours and hours if you let me so I encourage you, if you have

questions to ask them. We will do our best to answer them but because our time is limited we have chosen to focus on chocolate tonight and I won't be able to tell you everything there is to know about chocolate but I'll do my best so... We'll start out by just talking generally about why fair trade is important and why fair trade is important to cocoa farmers. We'll take a break and answer some questions and then we'll come back and talk about the cooperative the farmers' cooperative that we work with Kuapa Cocoa in Ghana and we'll actually get to hear from two of the farmers Cecilia A and Cecilia D who were here in the United States and they'll be able to tell you themselves what it means to be a part of Kuapa Cocoa what it means to benefit from fair trade and to be owners of Divine Chocolate. We'll have another break to pause for questions then we'll finish up the class by talking about how YOU can get involved with the LWR chocolate project and Divine Chocolate.

So we'll start out by talking about cocoa farmers and why fair trade is important to them. Cocoa farmers, like many other farmers both around the world and here in the US face a lot of challenges. One of those challenges is low prices. Typically farmers are at the mercy of markets that are dictated by things that are unpredictable: weather patterns, buying habits of big companies and a lot of times farmers who live in very remote areas in very poor areas don't have access to information that are going to tell them what the market is going to do which would help them make decisions about when is a good time to sell, when would be a good time to hold on to their crop and so they're left with very few options. They end up having to sell to middlemen who come out to their villages and give them a very poor price for their cocoa leaves them with a little bit of cash in their pockets but not nearly enough to support their families. So these cocoa farmers end up going in to debt they end up having to sell their farms, they aren't able to send their children to school. Their communities lack basic services like clean water, toilets, schools health clinics and all because their the last link in a very long chain of middlemen and people who are profiting off of the cocoa that they're producing. One of the problems that's particularly prominent in cocoa is that when farmers go sell their cocoa they have to find someone who is licensed, by the government to buy their cocoa and these people own the scales that the farmers end up weighing their beans on and these people aren't always very honest – they rig the scales and the farmers are not only getting a poor price, they're not even getting paid that price for all of the beans they have because the scales tell them their cocoa weighs less than it actually does. And that's a big problem and it's not just in cocoa it's in other crops too – but particularly in West Africa where the farmers just don't have access to the market – this is their only option. They know they're being cheated but there is nothing they can do about it.

Another problem with cocoa in particular is that the profit isn't being made by the farmers who sell the raw product the profit, as you can probably imagine, is being made by the large corporations who sell the end product. Those are the people who have ten million dollar a year salaries who have very nice homes who want for nothing while the farmers who put hard labor into that product really see very little of that money. And it's a sad face that most cocoa farmers in Africa have never even tasted a chocolate bar. Their whole lives are dedicated to growing this cocoa and making sure that it is the very best quality and it's fermented to the right amount so that it has that sweet chocolaty flavor

that we know and we recognize as cocoa. But because that cocoa just gets shipped away, they don't even know what it tastes like.

So, enter Kuapa Cocoa a cooperative of 45,000 farmers in Ghana. The cooperative was set up because the government of Ghana allowed the farmers to be their own purchasers to have that license the government issues so not only can they buy their own chocolate using scales that are not tipped for prices that are set ahead of time that are fair and that return profits to their communities. But they also have a voice, they are a democratically run cooperative so all of the money that they receive is spent on the farmers and the people of the community. They have a vote. Every year two farmers from each of the 1,200 villages, one man and one woman come to the annual general meeting and they decide who is going to lead their cooperative, what is going to be done with the money, how it is going to be spent, what kind of a price the cocoa farmers are going to get and what kind of money is going to spent on projects in their communities. In addition to that, something that's very unique to Divine Chocolate and Kuapa Cocoa these 45,000 farmers own part of Divine Chocolate they are part owners in this international company that sells the chocolate bars that their cocoa goes into. There two chocolate companies there is one in the United Kingdom which was started in 1999 and there is one in the United States that was started in 2006 which Lutheran World Relief decided to buy into as a part of our commitment to development and our commitment to the farmers. So not only do these farmers benefit from having a democratically run cooperative, these fair prices, they also receive a share of the profits when the year is over and this year that translated into \$95,000 that went back to the farmers that they got to decide how to spend. That is real empowerment that is what is really making the difference for these farmers.

So what Divine hope to do is to really put a human face on a product, and what fair trade in general tries to do. You know you buy a shirt, you drink a cup of coffee, you eat your chocolate bar and it's easy just to think that the product stops at that what you are acquiring. But if you think about it, if you think closely and you trace the steps back to who sold you that shirt, how was that shirt made, how were the material used was made – who are the people behind these things that we consume everyday. Fair trade lets us see, here this is Philip, he is a 12 year old boy, who because his family is apart of Kuapa Cocoa, he gets to go to school. He's going to go to the university, he's going to get a degree and he's going to come back to the community and he is going to pour those resources back into making life better. So that's Kuapa. We'll hear more about Kuapa when the farmers have a chance to tell you about it.

But I want to tell you a little bit about fair trade in general. Fair trade recognizes that producers should be able to capture a greater share of the profits that are made on the products that they produce. That it shouldn't just be about the large multinational corporations. That producers should be enabled to develop their communities and become competitive in the global market. That they should be a face and that they should be a voice and they should have a say on how their product is sold and branded and messaged.

Fair trade has five general principles; the first principle is that farmers are guaranteed a price that is at or above market price. So there's a minimum price that's set so that

farmers know even if the market goes down, even if the market goes so far down that selling it at that price wouldn't even cover the cost of production. Fair trade says that's not ok, farmers need at least this much to be able to live. But when the market goes above that minimum price they're able to capture that, the fair trade price goes up with that. In addition to that minimum price the cooperatives receive a social premium, which they use for community projects. They use it for building wells, for building roads, for building bridges, sometimes cooperatives buy trucks so that farmers can get their beans from their fields from their homes to the place they need to sell them without having to haul 100lbs. bags of beans on their back for miles. But the most important part of that social premium is that it's dedicated to community development that the cooperatives decide how to use, and we'll hear exactly how that works when we hear from our Kuapa farmers. The third fair trade principle is farmers are guaranteed access to credit, which may not seem a lot to us when we have credit cards being sent to us in the mail faster than we can open them and we have people offering us loans, but for small scale farmers especially banks are not willing to lend them money when their family gets sick and they need to go to the hospital, when they need to treat their cocoa trees between crops so that they don't die, so that they don't get a fungus. When they need to take out a loan when their cocoa crop hasn't been sold yet. Fair trade makes sure that these people have access to credit and that its low interest credit that they'll actually be able to pay back. In the case of Kuapa Kokoo, Kuapa has actually been able to set up their own credit union where they not only extended credit to the farmers between harvests they also finance micro credit loans to women's groups so that they can have alternate forms of income so that they can soap making and batikung and tie-dying and all these projects that benefit the community and ultimately benefit the cooperative. The fourth principle of fair trade is that these companies who buy these fair trade products need to buy them from democratic cooperatives this ensures that it's not just one or two or five farmers who are benefiting from a higher price, it ensures that it's an entire group of people who are benefiting and that they're making democratic decisions on how those things are made. Nobodies dictating to them how many wells should be built in the communities or how many schools should be set up. Those communities decide themselves which is not only an essential part of how fair trade works but it's an especially essential part of hoe Lutheran World Relief works. And the last principle of fair trade is that there are environmental standards that the producers have to follow, and it is for the safety of people in the community, it's for the safety of people who may have to apply pesticides, it's so that when pesticides are sprayed – which they sometimes need to be – that those pesticides aren't going to get into the ground water and contaminate it and make the entire community sick. The environmental standards are not organic standards, they still allow for some pesticides or fertilizers to be used. But it bans what are called the “dirty dozen” the twelve most harmful chemicals that could really harm communities and so those are the fair trade principles.

Someone had asked me what the difference between fair trade and free trade is and without taking the rest of our time here to talk about that I can tell you that free trade is a market principle that does not have any kind of safe guards for small farmers in the market. They way that free trade agreements are typically set up between countries, they're set up in ways that benefit the large corporations, and larger producers, plantation

owners who have a lot of capital, who have a lot of land are able to take advantage of these new laws, but what usually happens unless specific provisions are put in there to protect the interest of small scale farmers is that the small scale farmers have absolutely no place to sell their crop. They do not know how to take advantage of these new rules and these new laws and their left poorer than before. So free trade and fair trade aren't necessarily opposites but fair trade is regulated by an independent certifying body it has provisions to protect small scale farmers which in the case of cocoa, 70% of chocolate is grown on farms of 5 acres or less. So in that case it's very important to protect those principles. That's a brief overview, like I said we can't cover everything – but I'd like to take the opportunity now to answer questions for this portion of presentation.

Terri reading a question: Is it true that if you link to A Greater Gift via the LWR website that LWR benefits from a portion of the sales, is that for all the items or just specific things?

Kattie: That is a great question; it is true that if you link to A Greater Gift, who is our partner in the handcraft project and A Greater Gift is a project of SERRV International, which is our partner in the LWR chocolate project. When you buy items, whether its handcrafts or chocolate from those projects Lutheran World Relief does get a portion of all those purchases. At the end of the year SERRV/ A Greater Gift donate 7.5% of all sales to through the LWR chocolate project, and through the LWR handcraft project to LWR. Then we use those proceeds in our general work, so in essence when you purchase fair trade projects through the LWR fair trade projects you are making a small donation to LWR at the same time that you are benefiting the artisans and farmers' products that you are buying.

Q (Laura Schneider over the phone): The cocoa farmers that are involved in slave labor, now I know that LWR has nothing to do with that, but do you ever have the opportunity to impact that situation by buying the cocoa or supporting the fair trade cocoa.

Kattie: That is an excellent question. It's definitely something that people are becoming aware of that there is a lot of child labor in the cocoa industry and to be fair in a lot of other industries, but it has been brought to the media's attention that it's happening in cocoa. And one of the benefits of having fair trade certification is that there are rules against child labor, when you become fair trade certified cooperative. So as a cooperative Kuapa Kokoo has to say, we are following these rules. Then every year someone from the certifying body, the fair trade labeling organization comes to the farms and checks, they do random checks to the farms to make sure they are doing what they say they're doing. That is how fair trade addresses the issue of child labor in the cocoa industry. So when you buy fair trade chocolate one of things you're saying with your purchase is that you believe all the things that fair trade says: you believe that people should be paid a fair price, they should be able to develop their communities and that people should know where their cocoa is coming from and that it should not be produced at the detriment of children and those children's' education. That one of the things that fair trade endorses and why LWR endorses fair trade and specifically Divine Chocolate.

Kattie: This next part were going to talk a little but more about Kuapa then were going to hear from our two farmers. As you will recall Kuapa Kokoo is a cooperative that is made up of 45,000 farmers in Ghana who democratically decide how to run their cooperative and spend the extra money they receive both from their social premium and the dividend they received from Divine Chocolate, which was almost \$100,000 this year. For Kuapa it's not just about higher prices, it's not just about developing their cooperative. They have a mission to empower women. They have a mission to become world players and they're setting an example not just to other cocoa farmers not just to the Ghanaian government but to the chocolate industry, the world wide chocolate industry to say: You don't have to do business as usual, you can respect the rights of the farmers that produce your product, you can pay them a fair wage, you can enable them to develop and you can still make a profit – and see here's how we're doing it. And that's a powerful message, and I'm so excited that you're going to be able to hear them tell you that, and you'll be able to hear the passion in their voices when they talk about that.

These farmers are part owners, and LWR is a part owner with the farmers – we stand beside them, we work with them and we know this is a very critical step a very unique opportunity for us to be able to do development in a way that we've never been able to do it before. So if you are on the web cast you'll see our very own Jeff Whisenant, who was acting president at the time, standing next to a cocoa farmer who is here in the United States talking about this comfort kamaya – and that's just it there they are hand in hand, side by side. So here we are, we're ready to start the audio portion. What's going to happen is your going to hear a recorded interview of me and our two presenters Cecelia Appianim and Cecelia Donkor when it finishes I'll come back on the line and we'll take questions. We're ready to start the audio.

Kattie: I had the opportunity to interview two women from Kuapa Kokoo who recently came to the United States to talk about Divine chocolate and how fair trade has allowed them to improve the lives of their families and communities. They are both cocoa farmers, mothers, grand mothers and serve on Kuapa's National Executive Committee.

Cecelia Appianim is 47 years old, has three children and one grandchild, and serves as Kuapa's National Financial Secretary, the local recorder for her village, and as a volunteer fire fighter during the dry season.

Cecelia Donkor is 63 years old, has six children and thirteen grandchildren, and serves as Kuapa's National Secretary and Chaplin.

Kattie: What has Fair Trade meant for the people of Kuapa Kokoo?

Cecelia Donkor: We have done many things in our country through Kuapa. Kuapa has been able to make toilet facilities in communities. We have given school buildings. We have been given “knicker-knickers,” which are grinding machines, to the widows. At first, the children walked so long from the villages to school. Very, very far away—about, say, 3-4 miles and come back in the night. The next morning, it was very

very terrible. That's why we didn't go to school continuously. And again, you have to know that Kuapa has helped all the farmers, ... especially with women's empowerment. We women can speak at any time we like. We women get profit from Kuapa as loans to trade. When we gather ourselves in the village, every society, they will come and see (NGO's) and give you money to do our work. I can help myself... so much. As I am here now. I wouldn't have come here if it wasn't for Kuapa. Now I am 63 years [old]. How should I come here? Through the help of Kuapa. They help us a lot.

Kattie: How do the communities decide which projects to fund with the Fair Trade premium?

Cecelia Appianim: A committee is set up. And so, when you bring an application, we send the application from the primary society to the national level. As I was saying, we have a committee that will sit down and then they will send a committee to the village and meet with the community ask whether they really need...[the project they applied for]. If I write to the national level that I like water, they have to come and see what is the most important. Maybe toilets have more importance to the village and the school so they come to assess before they start implementing [the projects].

Kattie: How far do people in your community walk to get water?

Cecelia Appianim: As I was saying, first we were walking for miles and miles before we could fetch water. But now, because of Fair Trade, everybody has water. Maybe, sometimes, it is transferred to our homes, but we have community ones too. So the water is now in our villages. We don't walk again.

Cecelia Donkor: And the most enjoyable thing is that all the people in the town, in the community, it helps them. Because when we've got water, not Kuapa Kokoo alone will enjoy it. Toilets, everybody enjoys it. So Kuapa has helped all of our communities and our country because bridges –everything –they are using. So Kuapa has helped them – so much.

Kattie: People in the US have many chocolate choices. Why should they buy Divine Chocolate?

Cecelia Donkor: I'll tell them to buy more chocolate so as to get more money- more dividends- to help our farmers, because you know what we get from it. So we are going to tell them, and beg, them to use our Divine Chocolate more so that we get much more money to investment in our farmers and their entire villages.

Cecelia Appianim: Because when they buy more Divine Chocolate, we get more premiums, and the boards, they use it for projects in our communities and we get more dividends to our farmers. So that is the reason they should buy more chocolate.

Kattie: So those are our farmers Cecelia A and Cecelia D I want to let you know that the national executive committee is the highest committee that Divine Chocolate has, they are essentially the board of the cooperative. There are 20 positions on that board and

Kuapa's bylaws say that at all of those boards have to be least 50% women and right now the Executive Committee is 12 women and 8 men all democratically elected and these two women, Cecelia Donkor didn't even finish school, she had some primary school and now she's 63 years old and now she sits on that executive committee. I just wanted to add that, and I would like to invite any questions about Kuapa, about anything the farmers said and any questions about that.

Q (Nancy Shevinck): This particular co-op sounds like it has been around for awhile and I was just wondering, if someone was interested in beginning one what the process would be and how difficult that might be.

A: Kattie: That's a good question and it really depends on the area the farmers are living in what kind of history that area has, some areas have a really strong history of having cooperatives, in Nicaragua that's certainly the case – so in that case it's not very difficult to start cooperatives. But it does take a high level of organization – it does take capital, and again sometimes the biggest factor is that those farmers rely on help from the government to be able to do that. In Ghana for example, the government made a change in how they traded cocoa and when they made that change they opened up some money in order for farmers to make some cooperatives. So I would say it varies, but sometimes it can be very difficult and that's where organizations like LWR, who have the expertise and knowledge to help the farmers organize themselves into a cooperative.

Q: Terri (reading online question): One person is asking do families work together one cocoa farms and another question that asks what are the men doing if women are so involved?

A: Kattie: Like most family farms, all members of the family (husbands and wives and children) are responsible for chores and for activities that happen on the farm. A lot of times what happens is that even though all these members of the family are doing work, it's the men who get to make decisions, the men who get to take the money and sometimes actually, to be honest, a lot of times when men are the ones who are financially responsible and have all the control of the money, it doesn't always come back to the family. And so what fair trade tries to do and what Kuapa has really tried to do is equalize that. When the Cecelia's were here, I talked with Cecelia A about that and she said before Kuapa her husband had all the money and he would put it in his pocket and they wouldn't have money for food and she wouldn't know where that money was going. But because of Kuapa they sell their cocoa, they put their money on the table and they decide together 50/50 how that money is going to be spent and who's going to have it. Also, the question about child labor was brought up earlier. On the farm kids have chores that they do and they contribute to the farm, but what fair trade says children cannot work on the farm if it means that children are being kept from going to school. So children would typically get up go to school, come home do their homework and then maybe work a couple hours on the farm. And so that way families are involved and you also heard that the benefits of fair trade not only go to the farmers but with wells and when toilets and schools are bring built in the community everyone benefits not just the members of Kuapa, everyone can use that well, everyone can use that school, everyone

can use those latrines.

So the question: what are the men doing? The men are continuing to work, the men work on the cocoa farms. There are men that serve on the board. Men are recorders they serve all the functions that women also do, so I don't want you to think that women are the ones who entirely run the cooperative. But we put this emphasis on the women's empowerment because this is not the case in other place in Ghana. Cecelia Donkor said, you go outside of Kuapa and the women don't go outside of their homes. When a community is gathering, when they need to decide an issue – you don't hear the women, what think or put in their opinion, because it's the men. But in Kuapa that's not how it is. It's 50/50.

Kattie: So this last part is really about how you can get involved and be a part of the LWR chocolate project. There are actually a lot of ways that you can make a difference and that you can participate, and I would encourage you to go beyond the list we are talking about. I'm sure that many of you have experienced with selling chocolate or buying it or doing something creative with it, and if we have time I encourage you to share those things.

Here are a couple of ways that you can be involved and that you can make difference:

One is just to sell Divine Chocolate in your church, whether its weekly, whether it's monthly – maybe you only do it for the holidays when people are looking for delicious gifts to give for Christmas or Valentine's Day or Easter. But by making Divine Chocolate available, you're giving people the option to chose fair trade chocolate. One of the things that Divine Chocolate is trying to do, now that its in the United States is make Divine available anywhere you can get other chocolate. We're not there yet, and with your help we hope to be, but this way people can make that choice. They can say, I want fair trade, I want Divine and this is the chocolate that I'm going to buy. You can sell it at cost or you can use it as a fundraiser. Divine chocolate makes a very nice fundraiser because these bars are high quality cocoa bars. The motto of Kuapa Kokoo is Pa Pa Pa! Which means the best of the best and so not only are the beans very high quality but the chocolate is very high quality on par with Godiva. So if you were feeling really ambitious you could sell these larger bars for \$5 a piece. Or if you were feeling mildly ambitious you could sell them for \$3 a piece and raise money. A lot of school, churches use this as fundraisers – whether it's to send youth groups to the national gathering, whether it's for a local cause that you're raising money for – or whether it's to raise money for LWR. Fair Trade lets you do that and also benefit the people who made the chocolate. You can set up sampling booths or sales at different community events, especially in small towns where there are homecomings, or community bizzares. Divine chocolate is a great thing to have, easy for people to pick up. You can talk about your church your congregation your group and it will draw them in and it will also show what kind of commitment you have to justice and to fair trade. We also have churches who include divine chocolate in the welcome basket for new members – which is again a great way to show them what kind of a church you are and what kind of values you emanate.

This year, which just lunched there is a Divine recipe contest. So all of you are encouraged either yourselves or you someone who bakes – to come up with an original recipe that uses Divine chocolate and then submit it to this national contest. The rules can be found at lwr.org/chocolate. The grand prize is a trip out here to Washington D.C. – where you will be able to meet the people who run Divine here and to see all the people who made all these creations and there are other prizes as well. So I encourage you to participate in the Divine recipe contest. You can also bring Divine and the topic of fair trade chocolate to your church – during an adult or forum or during Sunday school classes – talk about it, engage people. Let people know – remember that chocolate you were buying, well here’s what it means – here’s what it is. And as I was saying we want to make this mainstream – so one fairly easy thing you can do is when you are in your grocery store and the person who is checking you out says “Did you find everything alright?” – You can say actually I noticed that you didn’t have any Divine chocolate and I was wondering if you could stock it. That way supermarkets know either – Divine chocolate, what is that? Or, ah yes – you are the eighth person to ask me that this month, I’m going to have my manager look into that. And it really only takes eight people asking for something for it to show up in a store, so that’s a really powerful thing that you can do. We also have a new video coming out, I don’t know exactly when it’s coming out – but it will be a chocolate video. We hope to have it out in the coming months – and we will definitely make an announcement about that – but when that video comes out it will be a nice resource for adult forums or sales or really any of these options. And that wraps it up for me. So if we have questions...

Terri: Thank you Kattie. You should have gotten the brochures with the information on how to order the chocolate. But I will also give you – its all on the LWR website as well, lwr.org/fair-trade or lwr.org/chocolate – which do you prefer Kattie?

Kattie: lwr.org/chocolate if they have questions. You can also get to the other projects from there.