

*Changing the world one drop, one person, one community at a time.*



dōTERRA®

# dōTERRA cō·impact SOURCING®



Cō-Impact Sourcing® is dōTERRA's supply chain initiative that seeks to create shared value throughout our global botanical network.

By deliberately seeking to improve the social, economic, and environmental well-being of experienced local farmers, distillers, and producers of CPTG Certified Pure Therapeutic Grade® essential oils, dōTERRA works to provide ethical treatment of partners in its supply chain. Oftentimes, these experts have a history of receiving unfair payments by others. Cō-Impact Sourcing offers the tools that can help lift individuals, families, and communities out of poverty and promote economic development.

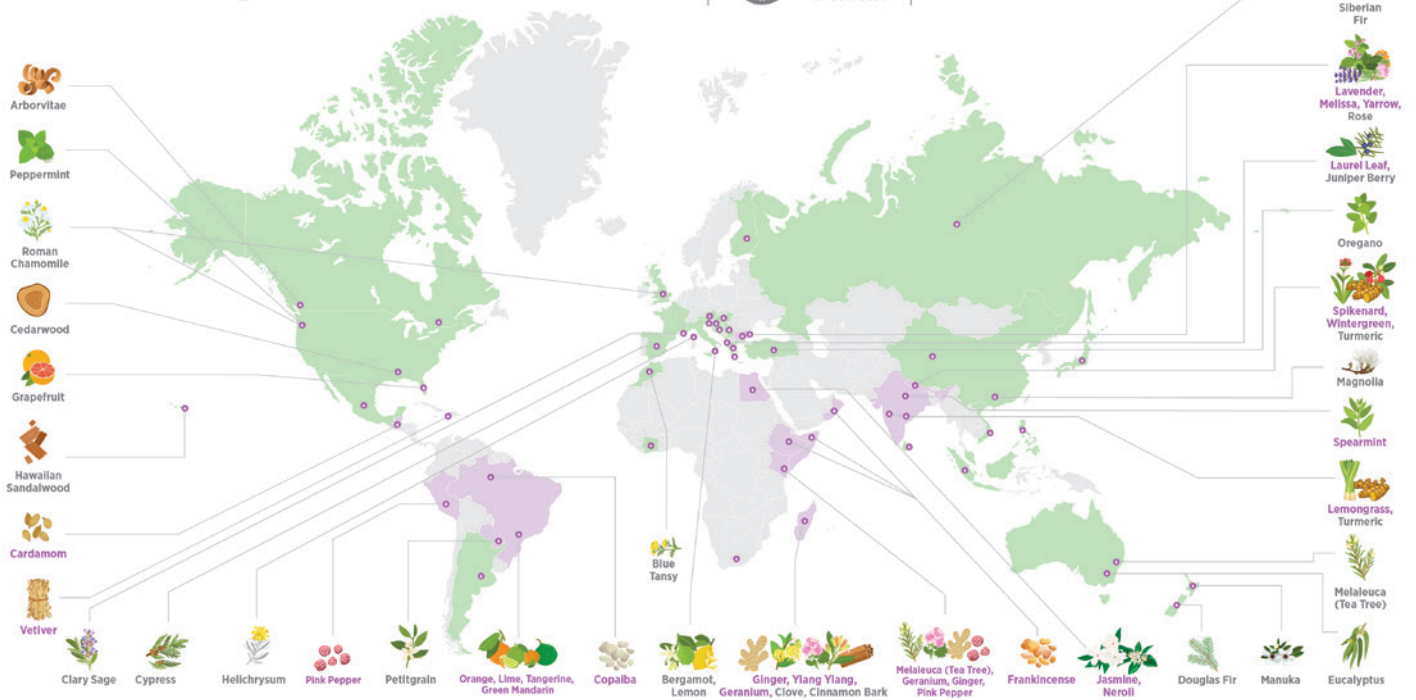
dōTERRA focuses on the best quality essential oils sourced responsibly with partners who choose to align with Sourcing Guiding Principles.

dōTERRA Sourcing



dōTERRA cō·impact SOURCING

Co-Impact Sourced Oil



# Sourcing Guiding Principles

## Generating Jobs

dōTERRA seeks to reduce poverty through generating ethically responsible employment in essential oil production. By creating and sustaining jobs in rural and underdeveloped areas, dōTERRA supports marginalized workers and small-scale producers in developing countries and seeks to enable them to move from income insecurity and poverty to economic self-sufficiency.

## Providing Fair and On-time Payments

dōTERRA provides fair pricing. A fair price is one that has been contractually agreed on by all through dialogue and participation, which provides fair and on-time pay to producers, and can also be sustained by the market. Fair pay means (i) provision of socially acceptable remuneration in the local context and which the producers themselves consider to be fair, and (ii) equal pay for equal work by women and men. Additionally, pre-payments or loans are often provided to sourcing partners to help manage cash-flows and stabilize incomes throughout the year.

## Building Supplier Capacity

dōTERRA builds the capacity of farmers, distillers, and producers of essential oils. Increased capacity leads to increased incomes for supply chain partners through improvements in farming techniques, increased yields, improved process efficiencies, and strengthens productivity of the supply-chain ecosystem as a whole. dōTERRA supports initiatives, typically through local NGO partners, that build capacity and deliver greater profitability through harvesting and storage services, technology improvements, logistics enhancements, provision of farm inputs, and agricultural training.

## Sustaining Long-term Partnerships

dōTERRA develops long-term partnerships with growers and distillers based on solidarity, trust, and mutual respect. dōTERRA promotes the growth of its partners through long-term contracts that do not maximize profit at their expense, and facilitates predictable pricing for small scale producers to ensure consistent, growing demand. dōTERRA finds appropriate, participatory ways to involve its partners in decision-making processes and ensures that communication channels are open at all levels of the supply chain.

## Ensuring Fair Labor Conditions

Cō-Impact Sourcing® requires our partners to ensure fair labor conditions and to promote safe and healthy working environments free from exploitive practices, harassment, and discrimination. Furthermore, it requires partners to comply, at a minimum, with national and local laws and ILO conventions on health and safety, working conditions, and labor laws.

## Promoting Cooperatives

Cō-Impact Sourcing supports and respects the right of all employees and producers to form and join cooperatives, to bargain collectively, and to maximize the benefits of collective organization. Such collective membership often enables members to obtain better pricing on agricultural inputs, better access to financial instruments, as well as access to collectively-owned harvesting and other equipment.

## Ensuring Environmental Stewardship

Cō-Impact Sourcing promotes the use of energy efficient technologies and renewable energy technologies to minimize greenhouse gas emissions. dōTERRA seeks to minimize the impact of waste streams on the environment, and encourages agricultural producers to minimize their environmental impacts. Priority is given to buying products made from raw materials that originate from sustainably managed sources, and bulk goods are dispatched by sea wherever possible to minimize carbon footprint.

## Facilitating Community Development

dōTERRA recognizes that the well-being of communities surrounding our sourcing partners is key to the long-term viability of essential oil supply. Increasing livelihoods and improving living standards in these communities at large is one of the primary goals of Cō-Impact Sourcing. Premiums are often paid for Cō-Impact Sourced oils, and these funds, as well as contributions from the dōTERRA Healing Hands Foundation®, are used to support community development projects such as the construction of schools, health clinics, training facilities, and clean water systems.



## Empowering Change

We're working to empower people and communities worldwide to make a positive difference.

- MICRO LOANS
- FEMININE HYGIENE
- DISASTER RELIEF
- COMMUNITY PROJECTS
- ANTI-HUMAN TRAFFICKING

100% of Rose Lotion and dōTERRA Hope® Blend sales are donated to the dōTERRA Healing Hands Foundation®



### dōTERRA® SPA Rose Hand Lotion

dōTERRA chose Rose Oil Lotion as a product donation because of its unique value. This lotion is infused with Rose essential oil, which is known as the "Queen of essential oils." Rose essential oil is a labor-intensive oil that requires the extraction of 193,333 rose petals from 60,000 roses to produce only 5 mL of essential oil.

Because of its many benefits and its intense extraction process, Rose oil is rare and valuable. dōTERRA chose this Rose oil infused lotion to donate and represent the dōTERRA Healing Hands foundation because it embodies the value of the foundation. One hundred percent of Rose Lotion sales are donated to the dōTERRA Healing Hands Foundation.



### dōTERRA Hope Touch Essential Oil Blend

The dōTERRA Hope blend was released in 2016. The original bottle label for this blend peeled-back to reveal a Human Trafficking Hotline phone number and were donated to our partners for safe distribution to high-risk individuals around the world.

The dōTERRA Hope blend was not originally available for sale, but the high demand for the blend encouraged dōTERRA to support the mission and projects of the dōTERRA Healing Hands Foundation. The bottle was relabeled with a dōTERRA Touch® label that does not peel-back, and the dōTERRA Hope Touch is now available for individual sale with the entire purchase price of the blend donated to the dōTERRA Healing Hands Foundation, which supports efforts fighting against sex-trafficking around the world.

Florida: A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE (800-435-7352) WITHIN THE STATE [of Florida]. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE. Registration #: CH48280.

ILLINOIS: CONTRACTS AND REPORTS REGARDING THE CHARITY ARE ON FILE WITH THE ILLINOIS ATTORNEY GENERAL.

Maryland : A copy of the current financial statement of the dōTERRA Healing Hands Foundation is available by writing 389 S 1300 W, Pleasant Grove UT 84062, or by calling (801) 437-7918. Documents and information submitted under the Maryland Solicitations Act are also available, for the cost of postage and copies, from the Maryland Secretary of State, State House, Annapolis MD 21401, (410) 974-5534.

Michigan: Registration # 55179

NEW JERSEY: INFORMATION FILED WITH THE ATTORNEY GENERAL CONCERNING THIS CHARITABLE SOLICITATION AND THE PERCENTAGE OF CONTRIBUTIONS RECEIVED BY THE CHARITY DURING THE LAST REPORTING PERIOD THAT WERE DEDICATED TO THE CHARITABLE PURPOSE MAY BE OBTAINED FROM THE ATTORNEY GENERAL OF THE STATE OF NEW JERSEY BY CALLING 973-504-6215 AND IS AVAILABLE ON THE INTERNET AT [HTTP://WWW.NJCONSUMERAFFAIRS.GOV/](http://WWW.NJCONSUMERAFFAIRS.GOV/) . REGISTRATION WITH THE ATTORNEY GENERAL DOES NOT IMPLY ENDORSEMENT.

For the state of North Carolina, financial information about this organization and a copy of its license are available from the State Solicitation Licensing Branch at 919-807-2214. The license is not an endorsement by the State.

Virginia: A Financial Statement is available upon request from the Office of Charitable and Regulatory Programs P.O. Box 1163, Richmond, Virginia 23218 Phone 804-786-1343.

Washington: dōTERRA Healing Hands Foundation, a Utah Non-Profit Corporation, is registered with the State of Washington Secretary of State Corporations and Charities Division. For further information please contact the Secretary of State at 360-725-0378 or [www.sos.wa.gov/charities](http://www.sos.wa.gov/charities).

# Humanitarian Work to End Human Trafficking

dōTERRA Healing Hands Foundation® partners with organizations actively engaged in human trafficking prevention, rescue, and aftercare healing

Over **\$3.5** million donated to anti-trafficking partnerships and projects since 2016



## PREVENTION: EDUCATION

*3Strands Global* provides prevention education training and curriculum to students and educators to help prevent exploitation and victimization. Through the PROTECT program, educators and school personnel are provided with an online training program, as well as 5th, 7th, 9th and 11th grade curriculum and vetted resources to use in their classroom.

## RESCUE

*Operation Underground Railroad* assists governments around the world in the rescue of human trafficking and sex trafficking victims, with a special focus on children.

## HEALING: AFTERCARE

*Rapha House* provides children with safe houses where they can live after being rescued from trafficking, to help them heal and rehabilitate in a secure, loving environment. Rapha House currently has aftercare facilities in Cambodia, Thailand and Haiti.

# Human Trafficking: Prevention Through Education

## EDUCATE. REINTEGRATE. MOBILIZE.

3Strands Global Foundation exists to mobilize communities to combat human trafficking through prevention education and reintegration programs.

### EDUCATION

- PROTECT EDUCATION
- CORPORATE EDUCATION
- COMMUNITY GROUPS

### REINTEGRATION

- SACRAMENTO
- CAMBODIA
- HAITI
- NEPAL
- INDIA
- ROMANIA



- AWARENESS EVENTS
- BREAK FREE RUNS
- 3STRANDS GLOBAL SUPPORT TEAM

Attachment A



dōTERRA's partnership with 3Strands Global provides schools with the PROTECT curriculum. Right now, in schools within minutes of where we sit, students, parents, teachers, and administrators are being empowered with trafficking prevention education.



PROTECT was introduced to Utah on dōTERRA's 10-year anniversary by founding executives Mark Wolfert, David Stirling, and Emily Wright, joined by 3 Strands Founder Ashlie Bryant and Utah Attorney General Sean Reyes. *(Seen from left to right)*

**5<sup>th</sup> Grade | Safe People, Safe Places, Safe Choices**

**7<sup>th</sup> Grade | Protecting a Masterpiece**

**9<sup>th</sup> Grade | Understand and Recognize Human Trafficking**

**11<sup>th</sup> Grade | Linking Historical and Modern-Day Slavery**

# Human Trafficking: Rescue Support

The dōTERRA Healing Hands Foundation® partners with investigation agencies and organizations that seek to bring healing and hope to the world through rescuing children from sex trafficking. It is important to dōTERRA that children rescued from these extraction efforts have access to aftercare programs and the perpetrators are arrested, tried, and convicted to ensure that they don't traffic children again.



dōTERRA has teamed with Operation Underground Railroad (OUR) to free over 1,000 child victims around the world from sex trafficking and place survivors on the path to recovery through localized aftercare services.



Canines that can sniff-out electronic devices and locate stored evidence have become investigators best friends.

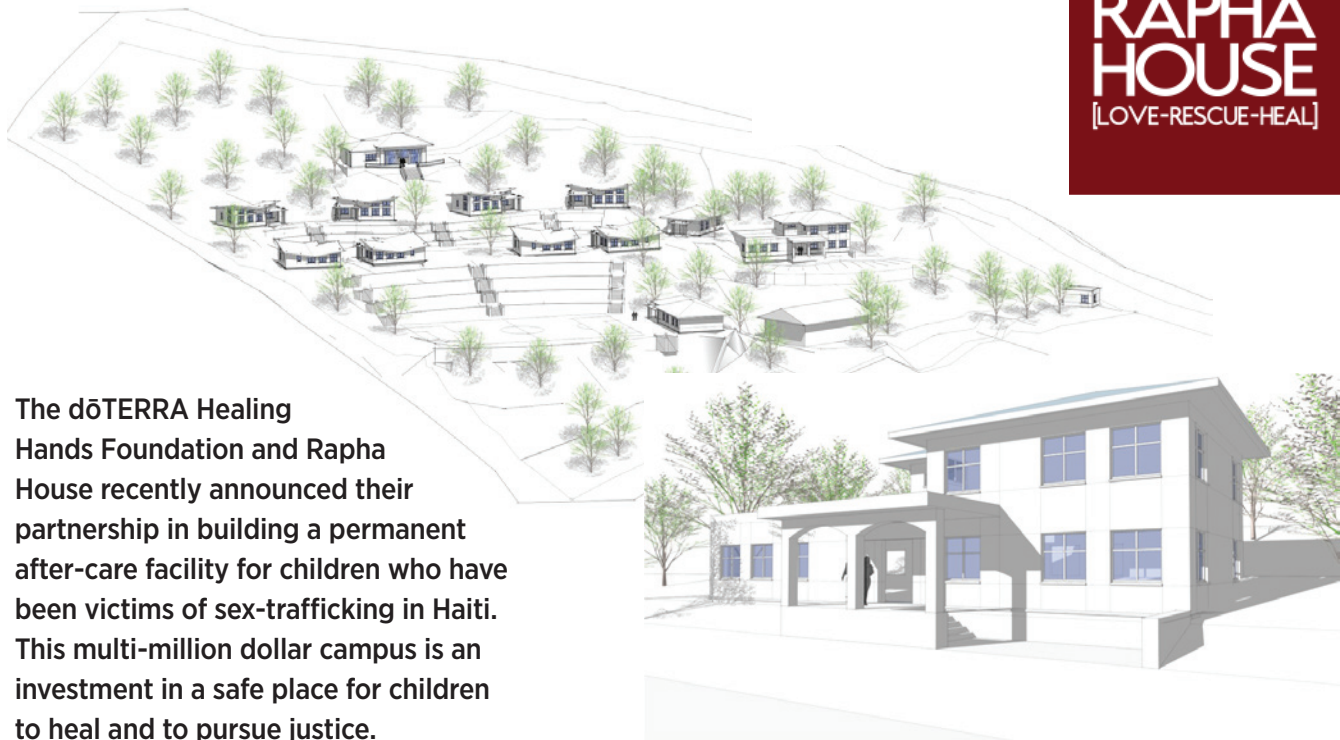
The dōTERRA Healing Hands Foundation has funded forensic canines that locate computers, cell phones, hard drives, and even sim cards for agencies across the nation.



dōTERRA Founding Executives funded and delivered a technologically-advanced mobile forensic lab to the Mesa, Arizona Police Department in 2018. Mobile crime labs offer major advancements in investigations as detectives can now interview suspects and witnesses, gather electronic data, and process evidence all at the crime scene. Typically, evidence has been transported to labs leading to long delays in apprehending suspects. Mobile crime labs make our communities safer.



# Human Trafficking: Healing Through Aftercare



**The dōTERRA Healing Hands Foundation and Rapha House recently announced their partnership in building a permanent after-care facility for children who have been victims of sex-trafficking in Haiti. This multi-million dollar campus is an investment in a safe place for children to heal and to pursue justice.**

dōTERRA announced a corporate partnership in the fall of 2017 with Rapha House, an organization that works to help children rehabilitate after they are rescued from sex-trafficking. This partnership is one of many that will help the dōTERRA Healing Hands Foundation® expand their reach when it comes to helping children affected by sex-trafficking throughout the world.

Since 2003, Rapha House has worked to end the sexual exploitation of children by spreading awareness about the seriousness of this problem, devoting time to prevention measures, and by focusing on rehabilitating children who have been involved in trafficking. As a non-profit organization, Rapha House has launched several projects that are dedicated to ending the problem of sex-trafficking, and helping children who have endured this type of nightmare.



**In order to help children who have been victims of sexual exploitation, Rapha House has several programs and projects that focus on healing, making children feel safe and valued, and teaching children helpful skills. Along with these programs, Rapha House provides children with safe houses where they can live after being rescued from trafficking, to help them heal and rehabilitate in a secure, loving environment.**