



dōTERRA
cō·impact
S O U R C I N G ®

Expansion Program



At the Source

Co-Impact Oil Prerequisite

Traceability
Know the people and
processes



Environmental Stewardship

- Sustainability
- Comply
- Reduce
- Train
- Environmental Development



Social Impact

- Job Creation/Support
- Fair and On-Time Payments
- Fair Labor Conditions
- Capacity Building
- Community Development



Scoring Summary

Cō-Impact Sourcing Expansion Program Scoring



At the Source

People | 14

Location & Process | 13.5



Environmental Stewardship

Sustainability | 14

Environmental
Development | 18

Training | 3



Social Impact

Capacity Building | 7.5

Job Creation/Support | 4

Fair & On-time Payments | 8

Fair Labor Conditions | 8

Community Development | 10



Bonus Points

Secured: Relevant
third-party certifications
obtained | 8

Coverage: Percentage of
dōTERRA CIS criteria met by
third-party certifications | 7

Cō-Impact Sourcing Expansion Program Scoring

TOTAL | 115

27.5

+

35

+

37.5

+

15

At the Source

**Environmental
Stewardship**

Social Impact

Bonus Points



Examples of Scorecard Criteria

At the Source

Sub-category	Question	Type
People	Do you keep true and accurate records of hours worked and payment for all employees and temporary workers?	<i>Mandatory</i>
People	What percentage of jobs do you reserve for qualified applicants living in the surrounding local communities? (Select largest percentage that applies)	<i>0 % = 0 points 50% = 1 point 75% or above = 2 points</i>
Location & Process	You and what percentage of your growers/harvesters document all the agricultural inputs used in the production of biomass?	<i>0 % = 0 points 50% = 1 point 75% = 2 points 100% = 4.5 points</i>

Environmental Stewardship

Sub-category	Question	Note
Sustainability	Do harvesting processes follow the sustainability requirements put in place by IUCN?	<i>Mandatory</i>
Sustainability	Does the farm management have a trackable record of efforts to minimize water usage per unit for irrigation?	<i>Yes = 0.5 points No = 0 points</i>
Preserve & Reduce	At least __% of the energy used in the entire supply chain comes from renewable sources. (Select largest % that applies).	<i>0% = 0 points 25% = .5 point 75% or above = 1 point</i>

Social Impact

Sub-category	Question	Note
Capacity Building	What percent of individual producers and/or harvesters are offered agricultural and/or wild harvesting advisory services free of charge?	0% = 0 points 50% = 1 point 75% = 1.5 points 100% = 2 points
Job Creation/Support	Have you maintained an annual record of new jobs created within the last year?	Mandatory
Fair and On-Time Payments	Do both men and women receive the same wages for the same type of work?	Mandatory
Fair Labor Conditions	If you have more than 10 employees, do you provide access to child daycare services either free of charge or at a discounted and/or subsidized rate?	Yes = 1 point No = 0 points
Community Development	Have you completed a large-scale social impact project in your sourcing area?	Yes = 1 point No = 0 points

Third-Party Certifications for Bonus Points

At the Source



Organic | Production of agricultural products without use of chemical fertilizers or pesticides

Quality Management Systems | Business and operations systems improvement

ISO 9000 Series | Quality management system

Social Impact



Union Ethical Bio-Trade | Sourcing with respect

Fair for Life | Fair Trade, responsible & shared value supply chains and CSR

Fair Trade | Ensures fair wages, safe working conditions, and environmental protections

Environmental Stewardship



Eco-management Audit Scheme | Enables organizations to assess, manage, and improve environmental impact

Forest Stewardship Council | Sustainable forest management

Environmental Management Systems and ISO 14001 | Program to reduce environmental impacts and increase operating efficiency

Zero waste | Eliminate the generation of materials with no viable option for end-of-use management

5-Year Targets



Silver Level
50-70% Compliance

2019 Baseline | 25%

5-year Target | 95%

5 Year Plan

2020-2021 | 40%

2022 | 55%

2023 | 70%

2024 | 85%

2025 | 95%



Gold Level
71-90% Compliance

2019 Baseline | 5%

5-year Target | 30%

5 Year Plan

2020-2021 | 10%

2022 | 15%

2023 | 20%

2024 | 25%

2025 | 30%



Diamond Level
> 91 % Compliance

2019 Baseline | 0%

5-year Target | 25%

5 Year Plan

2020-2021 | 5%

2022 | 10%

2023 | 15%

2024 | 20%

2025 | 25%

Cō-Impact Expansion Program

Outcome Indicators by 2024

At the Source

1: Traceability (Location, People, and Process) | 100% of dōTERRA-contracted suppliers are at the source

Environmental Stewardship

2: Sustainability | 100% of oils and absolutes sustainably sourced

3: Plant Species | Manage 15 invasive species and/or preserve native plant species

4: Energy Uses | 50% of dōTERRA-contracted suppliers use alternative energy

5: Waste Management | 90% of dōTERRA-contracted suppliers reuse the distilled biomass as fuel/animal feed/compost/etc.

Social Impact

6: Jobs | Create/Support 500,000 jobs (at least 50% of jobs to women)

7: Community Development | Benefit 2,000,000 people through social impact projects

8: Community Service | 5,000,000 hours of community service provided by dōTERRA-affiliated volunteers

9: Income Stability | Source 90% of dōTERRA oils through long-term contracts

10: Income Stability to Smallholder Farmers | 25% of biomass/raw materials for dōTERRA oils are produced/harvested by smallholder farmers

11: Capacity Building | Train 500,000 stakeholders in supply chains



Measuring impact
is to know if we truly
are improving lives
and making the world
a better place.

Cō-Impact Sourcing Expansion Program

Resources:

www.sourcetoyou.com

CIS Scorecard, Brochures, Maps,
Sourcing Info and Stories

Sourcing Video Series:

Behind the Bottle

From the Field

The Pursuit

dōTERRA Original Series on YouTube



Over
170
origin oils
sourced from
more than
45
countries

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