



dōTERRA  
**cō·impact**  
SOURCING®

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
<b>People</b>	Do you keep true and accurate records of hours worked and payment for all employees and temporary workers?	<i>Mandatory</i>
<b>People</b>	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>
<b>Location &amp; Process</b>	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
<b>Sustainability</b>	Do harvesting processes follow the sustainability requirements put in place by IUCN?	<i>Mandatory</i>
<b>Sustainability</b>	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>
<b>Preserve &amp; Reduce</b>	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](http://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*

A world map is shown in a light, semi-transparent style against a dark background. A large white circle is overlaid on the map, containing text. The background of the entire slide is a field of purple lavender flowers.

Over  
**170**  
origin oils  
sourced from  
more than  
**45**  
countries

dōTERRA  
**cō·impact**  
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