



soap (chili) pot



Christine painting away!

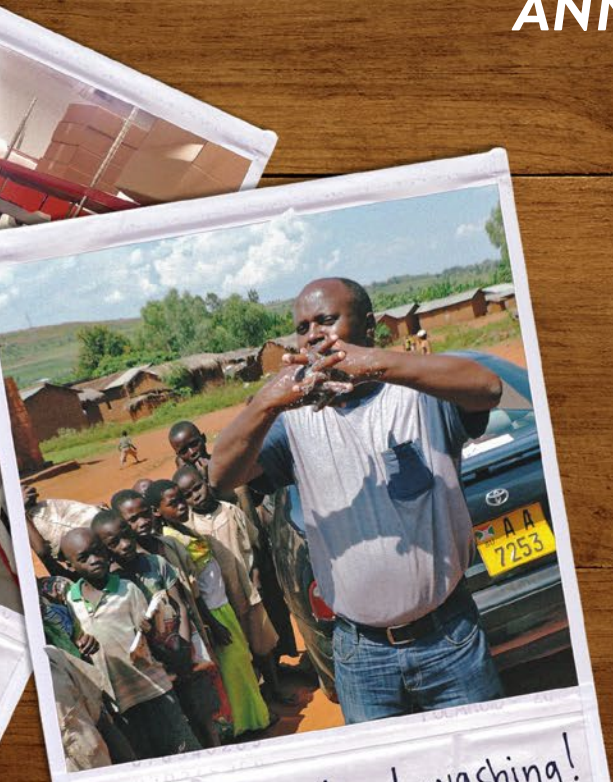


Van life



RAISING THE BAR

THROUGH OUR MISSION, SUSTAINABILITY & PRODUCT
ANNUAL REPORT 2020



washing!



1 million bars of soap donated!!!

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When I was first inspired to start Pacha, there was so much I did not know. However, as a 19-year-old kid, I did know that I wanted to move towards a positive impact for all, and I saw business as a tool for freedom to allow that positive impact. Since 2010, it has been a humbling journey to see that impact come to life in a myriad of ways: many of which I would never have imagined.

2020, for everyone, was a trying year. Here at Pacha Soap Co., we experienced one of the most difficult years we have ever had, but through all of the challenges also emerged many special moments. It is a privilege to share some of those with you now in this report.

Often times, we are unaware of our effect on the world. If we do not understand that impact, it is really hard to know whether it is a positive one or a negative one or somewhere in between. This report is an attempt for us to communicate our impact at Pacha Soap Co. over the last year, our journey to date, and the direction in which we are moving. We hope you enjoy.

- Andrew Urbas, Co-founder & CEO

MISSION THAT
DEFINES US



PACHA'S MISSION

OUR MISSION: RAISE THE BAR®

At Pacha Soap Co., we believe in spreading goodness around the world. Our purposeful products are artfully handcrafted with natural, premium ingredients that cleanse and nourish the body while inspiring self-care and self-love. We believe in cultivating prosperity at home and abroad by using our products and profits to support radically transparent and ethical sourcing, clean water initiatives, hygiene education and access, and opportunities for small businesses.

THE HISTORY OF PACHA SOAP CO.

It all started when our Co-founder, Andrew, came back from volunteering in Peru. While teaching in an underprivileged community, he realized the simple act of washing with soap can have a huge impact on improving health. The problem is that soap is not always available. And so, the idea to start making soap as a solution was born. There was just one minor issue... he had never made soap before.

Back in Nebraska, Andrew turned his kitchen into a soap laboratory. He and his now wife, Abi, who is also a Co-founder, started experimenting with ingredients and developing Pacha Soap's groovy scents and style. After selling the first bars of soap in a local coffee shop, their vision became a reality. Now, Pacha Soap can be found in stores all across the country. And most importantly, we are able to help and empower communities all around the world. That is the power of Raising The Bar.



5,815,867 BARS DONATED

Working with our partners, Pacha funds the creation of artisanal soap shops, buying the equipment and establishing the business's cash flow with contracts for bar soap that we then donate to nearby schools. Our 5 soap shops in Burundi, 1 soap shop in DRC and 1 soap shop in Kenya have made and distributed nearly 6 million bars of soap from 2015-2020.



150,732 PEOPLE GIVEN HYGIENE EDUCATION

Coupled with delivering free soap in schools, our partners also deliver training on hand washing and the importance of hygiene. This is predominantly done in schools, though we also deliver community training. Good hygiene is a major driver for health outcomes across the world.



9,000 PEOPLE WITH ACCESS TO CLEAN WATER

Over 9,000 people have been given access to clean water sources. This has been achieved by drilling 22 wells in Burundi, in partnership with Imagine Burundi, Water4 and the Intwari Drillers. We have also connected 9 schools in Ghana to clean water, in partnership with Water4.



113 LIVELIHOODS CREATED

By setting up soap shops, we have been able to create livelihoods for the artisans crafting soap. Not only do they receive income from our contracts for free bar soap in schools, they also use the equipment to make soap to sell privately. Our work in hygiene and access to water has also delivered livelihoods for skilled well drillers who were trained through our partnership with Water4.

PACHA'S TIMELINE



PACHA BY THE NUMBERS



61.2% of Pacha products have been sold free of consumer packaging

Since 2014, on average, Pacha has sold 61.2% of its products without any consumer packaging each year. As we grow, we are constantly looking for ways to innovate our packaging.

Bar soap sales have more than doubled every year since 2014

Bar soap is our signature product. Every bar is handmade in Hastings by our amazing crafters.



Pacha products are available across the United States and internationally

Since inception, we have grown from making soap in a chili pot in a garage to selling in 49 states in the US (we will be seeing you soon West Virginia!). We are really proud of the growth that we have had over the last 7 years, and the impact it has enabled us to have.

Pacha has donated 1.2% of total revenue

From 2015-2020, we have donated 1.2% of total revenue directly to our charity partners.





● CHARITABLE DONATION PARTNERS

Registered non-profits with whom we partner on health and hygiene projects.

BURUNDI

Partner: Imagine Burundi
Soap Shops: 5
Free bar soap in schools

DEMOCRATIC REPUBLIC OF THE CONGO

Partner: AEDR & Water4
Creation of Huru Soap Centre

GHANA

Partner: Water4
Connecting schools to clean water supply

Partner: AfriKids

Soap Shops: 1
Free bar soap in schools

KENYA

Partner: Foothold International
Soap Shops: 1
Free bar soap in schools

LIBERIA

Partner: Eco-Soap
Recycled free bar soap in schools

PERU

Partner: Camino Verde
Investment into reforestation programs and carbon offsetting

UNITED STATES

Soap donations across the country focusing on vulnerable children and homeless shelters

● SOURCING PARTNERS

Global sourcing relationships we have built.

AUSTRALIA

Essential Oils

BULGARIA

Essential Oils

FRANCE

Essential Oils

GHANA

Vegetable Oils

INDIA

Essential Oils

KENYA

Essential Oils

LIBERIA

Vegetable Oils

OMAN

Essential Oils

PARAGUAY

Essential Oils

PERU

Essential Oils

RWANDA

Essential Oils

SOMALILAND

Essential Oils

TUNISIA

Essential Oils

UNITED STATES

Sunflower Oil

ZAMBIA

Essential Oils



PACHA'S VISION

To bring our vision to life, we work hard to build a high-performing and inclusive culture within Pacha Soap Co. We define our culture with the following words: Sustainable, Interdependent, Trust, Vibrant, Innovative, Interconnected, Excellence.

PACHA'S COMMITMENTS TO INNOVATIVE SUSTAINABLE IMPACT, BALANCING PEOPLE, PLANET AND PROFIT:

COMMITMENT TO COMMUNITY

- We will continue to support water, sanitation and hygiene projects in a manner that maximizes the impact of our donations.
- We are proud to be based in Hastings, Nebraska, and we will continue to support local organizations and the community.

COMMITMENT TO FARMERS

- We want to source ingredients from farmers we know, in the US and around the world.
- We seek to secure sourcing partnerships for farmers, to enable them to reach new markets and create sustainable livelihoods.

COMMITMENT TO INNOVATION

- We seek to be an influential company and a catalyst for innovation, through public-private partnerships, new technology, and creating internal and external transparency to engage consumers with sustainable change.

COMMITMENT TO THE PLANET

- We strive to lower our carbon footprint and offset all of our remaining carbon emissions.
- We will continue to source our ingredients from environmentally sustainable suppliers.

STORIES THAT DEFINE US

NET ZERO 2030

NET ZERO 2030 CAMPAIGN

Pacha cares about our planet, our world and the impact we have on it. However, climate change and reducing carbon emissions are much bigger than just us. We want to be a part of an industry-wide change, which is why we have joined the Net Zero 2030 campaign. We are thrilled to be a part of a consortium of over 1,000 companies working to meet net zero carbon emissions by 2030.

Our first steps towards meeting this commitment have been to measure our carbon impact. We will then use this measurement to reduce our carbon footprint and offset any remaining carbon emissions. We are working with Carbon Analytics to analyze our 2020 emissions. With that information, we can set a benchmark against our current use which will reduce our 2021 carbon emissions. We will also publish a plan to track and assess our progress against our 2030 targets.

We do not just want to meet our 2030 commitments, we want to innovate with some of our best partners to alter how carbon reduction commitments can be met. This is why we are so excited to be establishing a new initiative with Camino Verde: tracking newly planted and established trees in the Peruvian Amazon in a bespoke app, Real Trees. In partnership with Bext360, Camino Verde will use block chain technology to register 36,000 trees, taking pictures to store the location and calculate the quantity of carbon being stored in each tree. Real Trees enables Camino Verde to trace and document the well-being of each tree and to make payments to farmers caring for the trees for carbon capture and tree welfare.

**WE ARE ONE OF OVER
1,000 COMPANIES
MEETING NET ZERO
CARBON EMISSIONS
BY 2030**

**WE ARE REVIEWING
2020 EMISSIONS TO
SET A GOAL FOR 2021**

**WE ARE PARTNERING
WITH CAMINO VERDE
TO TRACK NEW TREES
AND EMPOWER
LOCAL PRODUCERS
TO BE PAID FOR TREE
WELFARE**

**WE ARE REGISTERING
OVER 36,000 NEWLY
PLANTED TREES**

Coupled with the Real Trees app, the area of wild Peruvian Amazon overseen and protected by Camino Verde will be mapped using FarmTrace technology and the total carbon sequestered calculated. This effectively creates a carbon credit bank, enabling Pacha to immediately offset our Scope 1 and Scope 2 carbon emissions for 2020, while we are still working to calculate and offset our Scope 3 emissions.

We are excited about our partnership with Camino Verde because we can go further than just purchasing a carbon offset credit. We can link directly to trees and the environment while embracing an approach that acknowledges the importance and value of nature. We are also looking forward to doing this with a partner who we have a long-standing supply chain and donation partnership with, truly embedding the impact within our operations. Our partnership with Camino Verde has the human element too — empowering local producers through transparent supply chains addresses the root cause of land degradation and resource extraction. By helping create market access for agroforestry products, we can begin to create regenerative economies that nurture land and people.

As an organization, Pacha wants to move away from a process where going carbon neutral can be seen as an accounting trick. Moving towards net carbon zero is to acknowledge the damaging impact that carbon emissions have on the planet and make the changes within our operations and supply chain to achieve this. Only by creating a real, empathetic link can we really alter how we live, and we are working with Bext360 and Camino Verde to develop technology specifically for this. We are excited for the future.



WASH

SUPPORTING HAND WASHING IN THE TIME OF COVID-19

The COVID pandemic of 2020 has had a devastating impact globally. It has highlighted the importance of hand washing programs and initiatives as a low-cost, but effective, preventative measure. In fact, it is one of the most effective strategies to combat the spread of COVID-19. This is particularly true in the global South, where health infrastructure is weakest and vaccine roll-outs will arrive last. Globally, nearly half of all schools have no hand washing facilities, and, as per UNICEF, an estimated 1 billion people are at immediate risk of COVID-19 just because they have no access to basic hand washing facilities. This has to change.

Pacha has stayed committed to our hand washing programs throughout the pandemic. In 2020, we funded production of over half a million bars of soap for distribution in schools and communities in Burundi, Kenya and Peru, reaching over 88,000 students. The largest hand washing program that we support is with our oldest partner, Imagine Burundi, with whom we have been working since 2015. Pacha buys a contracted number of soap bars from Burundian artisans, in four different soap shops, funding livelihoods and creating locally produced bar soap. When soap is delivered to schools, it is accompanied by hand washing lessons and ensuring there are hand washing stations created. This is a model we have replicated in Peru with Camino Verde, where bar soap is distributed to local communities, and in Kenya with Foothold International, where bar soap is provided for free in schools. Additionally, Pacha has funded the connection of schools to clean water sources in partnership with Water4 in Ghana, enabling clean water to be pumped directly to schools and equipping schools to more effectively combat the spread of COVID-19.

Our response to COVID-19 is not a one-off. Pacha has acknowledged the importance of supporting WASH, and hand-washing programs in particular, since 2015. We are committed for the long term. We are planning to double our bar soap donated to schools in 2021 and to expand the number of schools and countries we work in by building partnerships with AfriKids and Eco-Soap Bank in Ghana and Liberia.



WHAT IS WASH?

WASH stands for Water, Sanitation and Hygiene. It is about providing safe water, toilets and good hygiene.

WHY IS IT SO IMPORTANT?

- Worldwide, 2.2 billion people still lack access to safe drinking water.
- More than half of the global population does not have access to safe sanitation.
- Three billion people do not have access to hand washing facilities with soap.

“The consequences of unsafe water, sanitation and hygiene (WASH) on children can be deadly. Over 700 children under age 5 die every day of diarrheal diseases due to lack of appropriate WASH services. In areas of conflict, children are nearly 20 times more likely to die from diarrheal disease than from the conflict itself.”

-United Nations Children’s Fund (UNICEF) WASH Webpage



FOOTHOLD INTERNATIONAL

Darius Ndambo is a part of the team at Foothold International, one of our mission partners working in Kenya. Foothold began partnering with Darius two years ago, when he was selling water filters in his community to provide clean water. When Foothold International began teaching the women’s groups in his community soap making, Darius joined in, eager to learn, working hard with humility and enthusiasm.

Since then, he has learned to make soap by hand and provided over 600 bars to schools in his community. Now, he sells his soaps wholesale to local kiosks. He continues to sell water filters, but soap making has allowed him to be financially independent and fulfill his passion. When asked where his heart is, his response was, “I love making soap, but most of all, I want to bring clean water to my community.”

When COVID-19 hit Kenya, Darius and the rest of the Foothold International team understood that access to clean water and soap would become more important than ever. Always eager to help, Darius again joined the women’s groups without hesitation and learned to sew cloth face masks. We are so thankful to know Darius and to get to work alongside him in the midst of a global pandemic and hygiene crisis.

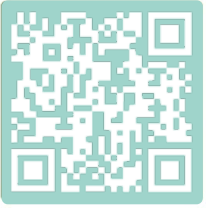


HYGIENE IN THE DEMOCRATIC REPUBLIC OF THE CONGO DURING COVID-19

In a time when hygiene is of the utmost importance, the Democratic Republic of Congo (DRC) is an extremely challenging context to achieve access to clean water and hygiene. Prior to COVID-19, people in the DRC were, and still are, fighting Ebola and various areas within the East of the country still suffer from insurgent militia groups. The spread of COVID-19 has only made hygiene efforts in the area even more vital. We worked with our partners, Water4 and AEDR, to provide communities in the DRC with soap and clean water.

In the first half of 2020, AEDR provided 16 communities with access to safe water and WASH training. Each training focused on safe water, sanitation and hygiene, as well as the production and sale of soap. A total of 91 WASH trainings were completed, reaching 4,574 people. AEDR’s Huru Soap Center also produced 2,185 kg of soap for sale within the communities it works with.

Safe water and proper hand washing is one of the easiest and most effective ways to prevent Covid infection, and we’re proud to have been supporting an area that is often overlooked for funding, as well as working to create sustainable livelihoods with the Huru soap centre.



Scan to hear our interview with AEDR Managing Director Benjamin Liringa.
←



COVID-19 CAMPAIGN

#WEGOTTHIS

To spread positivity and bring people together during the COVID-19 crisis, we began producing hand sanitizer for hospitals and businesses in need, donated a bar of soap for every bar purchased on our website and offered #WeGotYou Self Care Kits for front line workers at the start of April 2020. We partnered with various organizations during the pandemic, working to aid communities hit hardest by the virus.

Our goal was to do our part and help wherever possible. Because small actions from many people can make a big difference. Together, #WeGotThis.



DONATED TO:

Adams County Court House	Methodist Hospital Omaha
Adams County Sheriff Office	Hastings Ford
City of Hastings	Cherry Corner's
Bert's Pharmacy	Gary Mahin
Alan's Market Hastings	Dutton Lainson
Hastings Police Department	Hall County Corrections
South Central Health District	Weavers Way Coop Grate Planes Health
Hastings Family Medical Park	North Platte
Ryde Transit Hastings	Sealey Body Shop
Meals on Wheels	Quiznos
Mary Lanning Hospital	Hastings Pawn Shop
Management Registry	Jerry Spady
Ellis Disposal	Harvard Volunteer Fire Department
Good Samaritan Hastings	Clay County Sheriff's Department
Corteva Agriscience™ Doniphan	Tom Dinsdale
Production Plant	Hastings Pepsi
Nebraska Eye Care	Anderson Chiropractic Office
The Kensington	Aurora Cooperative
Physical Therapy and Sports	Hastings Individual Care Services
Rehab of Hastings	The Salvation Army
The Country House	Burlington Center
Woodwards Disposal	Water4
Retina Center of Nebraska	New York Presbyterian Medical Group
Allen's Pharmacy	Odyssey
Nelson Bauer Funeral Home	Hastings Individual Care
Dutton Lainson	Grassroots Aid Partnership
Head Start Child and Family	Rising Ground
Development Program	Casa Valentina
Edgewood Vista	Miami Bridge
Vaughns Painting	Hastings Food Pantry
Mosaic	Bill Wilson Centre
Karnes Auto Repair	Community Action Partnership of West
Bath Bliss	Nebraska
Hastings Convenient Care	Hastings Sheriff Department
Urgent Care	Heartland Family Services
Titan Machinery	Wellspring



HAND SANITIZER FOR HOSPITALS

After our local hospital, Mary Lanning Hospital, reached out needing sanitizer at the end of March, we began bulk producing sanitizer for the first time.

We donated over 12,000 bottles of sanitizer to more than 50 organizations across the country.

The substantial demand increase for hand sanitizer led to a shortage of alcohol. Pacha Soap Co. was one of the first companies to use locally-sourced ethanol to produce the antiseptics.

DONATED OVER 12,000 BOTTLES OF HAND SANITIZER



BUY A BAR. GIVE A BAR.

For every bar purchased on our website, we began donating bars to communities affected by COVID-19 on April 20, 2020. We created a limited edition #WeGotThis Citrus Swirl Soap specifically for donations, and over 15,000 bars were donated to organizations across the country.

DONATED OVER 15,000 BARS OF SOAP



#WEGOTYOU SELF CARE KITS

In an effort to support front line workers, we offered #WeGotYou Self Care Kits, complete with soap, Froth Bombs, body butter and more. Over 150 kits were purchased and sent out to front line family and friends.

MADE OVER 150 SELF CARE KITS

SOURCING THAT DEFINES US

SHEA BUTTER

TRANSPARENCY IS KEY

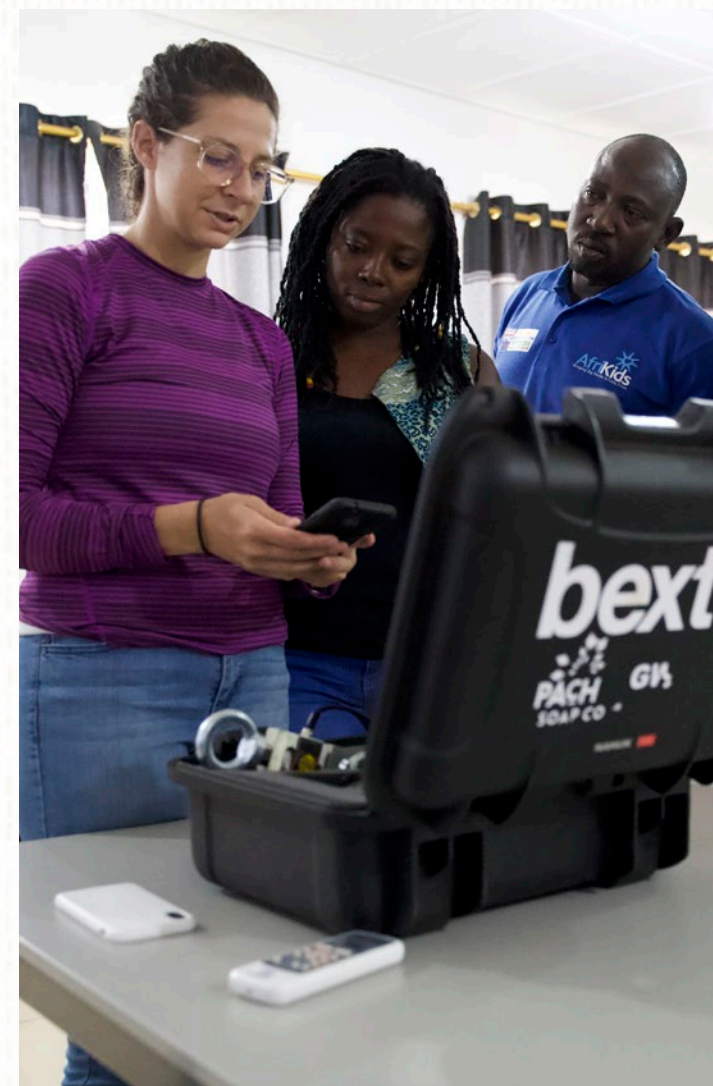
As part of Pacha's commitment to know our farmers, 2019 and 2020 saw a trial project in sourcing and traceability. In partnership with AfriKids, we purchased a shipment of shea butter directly from women's cooperatives in Northern Ghana. Shea butter is not just a wonderful moisturizer, it is a wild harvest nut that is almost exclusively harvested and processed by women. As part of the trial, shea nuts were collected from all over the north of Ghana and processed in Sirigu, where we worked with AfriKids to build a community processing facility.

We partnered with Bext360 for this project to trial custom block chain technology. This enabled data points to be created at each stage, and it provided full transparency by mapping out the shea butter journey from harvested nuts, to processing in Sirigu, to butter in our Hastings warehouse. Information was stored on an open ledger, so we can tie our butter directly back to the women collecting and processing the nuts.

This level of transparency and being able to trace and connect to the farmers producing our ingredients is something we are truly passionate about, and it is an area we are looking to expand in the coming years. We want to tell the story of each of our ingredients as unique plants which are part of communities' fabric and livelihoods, and we think openness is the best way to share this story. We are also very excited to be partnering with AfriKids to expand our soap shops to Northern Ghana in 2021, replicating our impact both in supply chains and in WASH programming.

After the success of this sourcing trial, we are looking to expand our direct sourcing in the future. We want to transport our customers to where we are sourcing ingredients and to invest in transformative supply chains that deliver fundamentally sustainable livelihoods for people and the planet.

Look out for more work in this area in the future!



PALO SANTO

REGENERATIVE FARMING

We are proud to be working with our partner, Camino Verde, to directly source *Bursera Graveolens** (Palo Santo) Oil through their regenerative agroforestry project. Related to frankincense, this tree is prized for its aromatic wood, and you are probably familiar with the smell of Palo Santo through a smoking smudge stick that gives off a warm, sweet scent. Palo Santo has been used ceremonially as incense throughout history. In November 2019, Camino Verde dove into the region of Piura, Peru to strengthen their sourcing relationships with communities that are working hard to ensure the robust health of Palo Santo and the stunning landscape where it is found – the Tropical Dry Forest of northern Peru.

Palo Santo's branches intertwine with those of other beautiful and useful trees that have helped sustain large human settlements in these valleys for at least the last five thousand years. In the 21st century, many of these trees, including Palo Santo, are coming under increased pressure from modern extraction. The Tropical Dry Forest is not expanding, it is reducing in size. The remaining intact forest landscapes are under existential threat at the hands of humans. But sometimes the problem is the solution. The market that demands Palo Santo has contributed to the over-harvest and destruction of the species, but that same demand for something so unique and valuable can also fuel the careful management, and even regeneration, of Palo Santo. Communities that keep their forests strong can expect their children to benefit from a stable harvest of Palo Santo just as they benefited – and their grandparents before them.

The Piura region is home to one of Peru's first tree nurseries of Palo Santo. Currently awaiting the Agricultural Direction's approval of a community management plan for an area of over 2,200 acres of Tropical Dry Forest adjacent to the village, the comuneros from the area are trying out different propagation techniques (seeds, cuttings, and natural regeneration). They are also preparing to implement a forest patrol schedule to prevent trespassing and encroachment from illegal miners and timber harvesters.

Over the last year, Camino Verde has been working with communities to increase their nurseries' success at producing seedlings and experimenting with other untapped opportunities with Palo Santo, such as essential oil of the fruits and a test distillation of the lacquer-like and highly aromatic resin that flows freely from broken branches or wounds in the bark. We believe that additional communities will follow this example in the future. For regeneration to be impactful, it has to be replicable.

Palo Santo comes in three varieties, locally known as white, yellow and black, correlating to the valley bottoms, midrange altitudes, and hilltops where the tree grows. Our oil is distilled from the most aromatic of the three: the black variety. We are excited to be featuring this oil in the Soli signature collection line, as well as Pacha's new deodorant launching this year.

Read more at caminoverde.org/blog/palosanto



INNOVATION THAT DEFINES US



PACHA'S PRODUCTS

FEEL GOOD. DO GOOD.

We believe that to be good to others, you have to start with yourself. So we exist to inspire and spread goodness from people to communities to the world. With good ingredients delivered in a delightful way, we seek to inspire self-care and self-love for those who make an impact every day with small acts of goodness.

ARTFULLY & CONSCIOUSLY CRAFTED

We are founded on the idea that what we put in our bodies is just as important as what we put on our bodies. That means we think of you and the earth when we create our products. Each one is artfully crafted right here in the USA with natural, premium ingredients that cleanse and nourish the body. We started with a bar of soap and have grown to over 70 products for the bath and body. Our passion for premium products will only continue to bubble over into new areas of the home.

BEAUTY STANDARDS

We are all about being natural, which is why we choose not to retouch our photographs. We celebrate every wrinkle, freckle, hangnail and scar because it is what makes us uniquely human.

We may touch up: lighting, color, temporary blemishes, background obstructions, fly-away hair

We do not touch up: wrinkles, freckles, scars, teeth, stretch marks, nails, pores, skin tone



NO SYNTHETIC FRAGRANCE

We refuse to let you scrub with synthetic perfumes, dyes or other imitators because we believe Mother Nature does it best. Take a deep breath and relax knowing you are sudsing pure goodness.



CRAFTED IN THE USA

We believe to make the best stuff, we have to do it ourselves. Every Pacha product is handcrafted right here in the USA. We know exactly what goes into every bar, bomb and bubbly thing we make. Humans > Machines.



CRUELTY FREE

We only test on our close friends and family. We have a strict "Paws Off!" policy and believe animals should only be subjected to excessive amounts of snuggles. Leaping Bunny Certified.



MADE WITHOUT SLS, PARABENS, SULFATES

SLS, parabens and sulfates are on the no list around here. You won't find them in our ingredient list! Instead, we prefer to pack that list with beautiful, natural ingredients sourced from around the globe.

ZERO WASTE BAR SOAP

THE PRODUCT THAT STARTED IT ALL

While we have seen many changes over the last eight years, one thing has remained the same: we continue to produce artistic, handcrafted and show stopping bars of soap. As our production ramped up, our team has come up with new and innovative solutions to meet the demand, while maintaining the unique and artistic bars you love. Updates have included a new, custom designed soap cutter, the addition of the Pacha logo stamped into the bars and a multitude of new core and seasonal soap blends. We strive to sell our bars unpackaged whenever possible and we take pride in the fact that our bars are our lowest waste product.

In August 2019, we launched our zero waste bar soap, Pachafetti. Our product development team designed this bar with scraps from each of our soaps that are naturally occurring when we cut our bars. This colorful and conscious creation quickly worked its way up to being one of our top selling blends. No matter what new products we dream up, or what retailers we expand into, our bar soap will always be our first true love.



CRAFTED BY HAND

DIRTY HIPPIES WITH A CLEAN PURPOSE

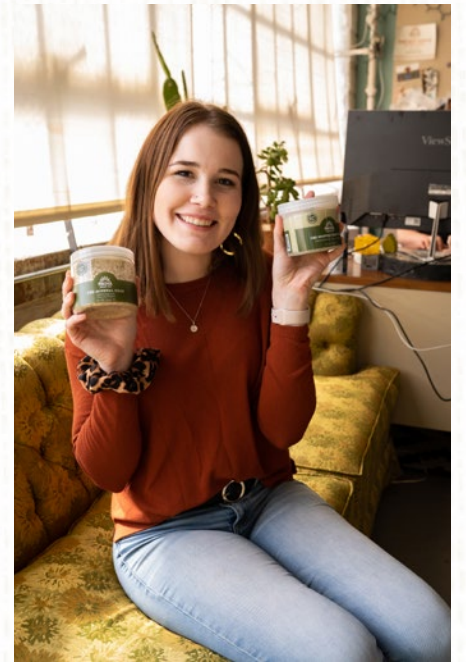
We call ourselves “Dirty Hippies with a clean purpose,” and we believe to create the best stuff, we have to make it ourselves. So we slice, swirl, press and pour every batch of bar soap with our own hands. Everyday we are handcrafting bars of soap and Froth Bombs with an artistic touch, and we are always dreaming up new and innovative products and processes. Our small but mighty team is made up of hustling, innovative individuals who are striving to make the world a better place.

Our team members are truly the best of the best when it comes to their craft, and Kyler is no exception. He has been a key part of the soap production department for over five years and is currently Pacha’s longest standing employee. He joined the team when Pacha had less than 20 total employees and was first drawn to the company for his love and support of the mission and the impact it makes in the world. “It has been a privilege to work with so many great people with awesome ideas, great values with a positive and headstrong culture,” Kyler said. “I look forward to the new growth and vision. I am excited to see where we will be in another 5 years.” The soap making process is a detailed art, with every Pacha bar having its own unique look. “Every blend has a different speed and technique,” he shared. “Each crafter has a special trait that is noticeable by other crafters.” Kyler’s current favorite bar to whip up is French Lavender with its beautiful tri color swirl.



OUR HOME IN THE MIDWEST, USA

We call historic downtown Hastings, Nebraska home, and we have named our headquarters the Ol’Factory, inspired by the olfactory nerve that conveys scent. With over 60 local employees, we are proud to be located in a thriving small community where we can help create new opportunities, growth and wonderful smells in the community.



PACHA IS EXPANDING

Due to our growth in both team and production, we have purchased an additional space in the community. In 2019, we expanded into a former manufacturing facility that had been sitting empty for several years. This previous factory is the perfect fit for our growing needs with nearly 95,000 square feet of space for us to expand. We began giving life to the space by leveling and sealing floors, adding fresh paint and replacing light fixtures. Fulfillment currently takes place in the space, which includes shipping and warehousing, with the intention to move all operations to the building by 2022.



FUTURE PROJECTS

ALUMINUM PACKAGING

As part of our commitment to innovate sustainable impact while balancing people, planet and profit, we are bringing new packaging solutions to our portfolio in 2021. One of these exciting new endeavors is aluminum bottles that will replace our current, plastic liquid hand soap bottles and hold other product line expansions. Our goal is to keep our packaging out of landfills, and aluminum is one of the top ways we can achieve this goal. Why aluminum? It is infinitely recyclable and highly durable with nearly 75 percent of all aluminum ever produced still in use today.

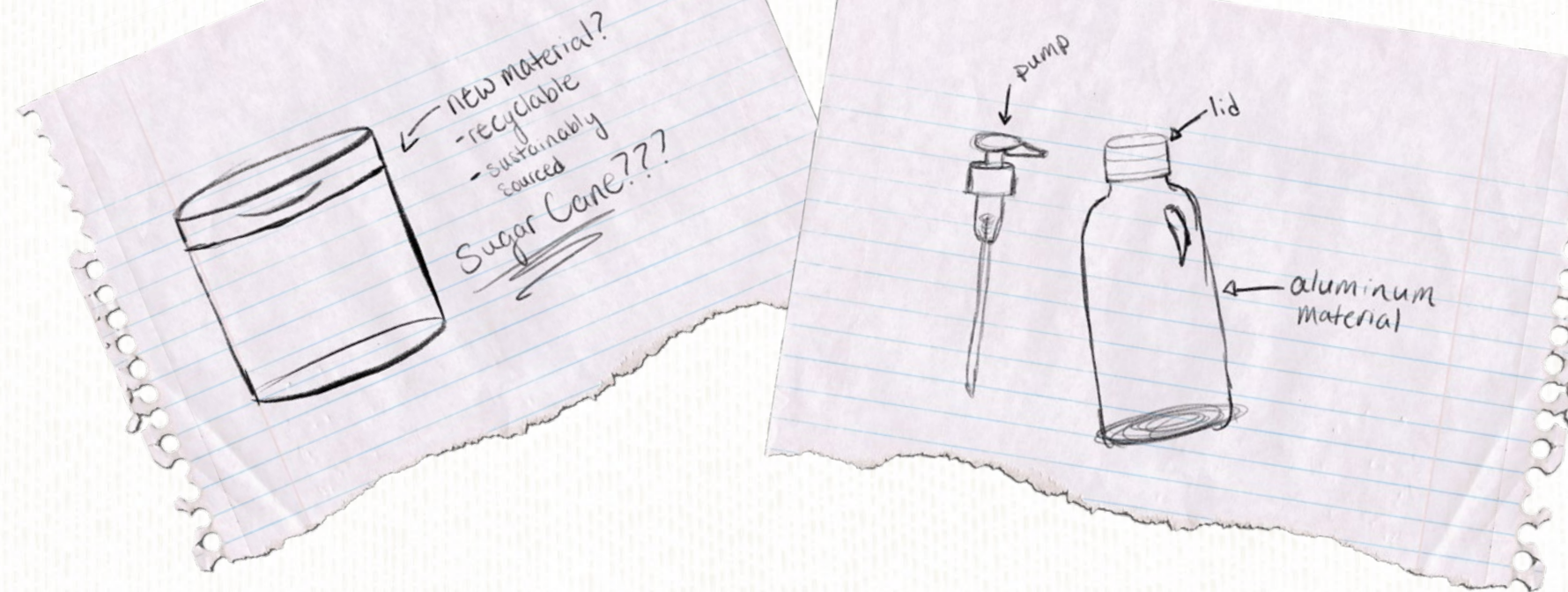
SUGARCANE PACKAGING

Another way we are improving our packaging in the coming year is through sugarcane. We are excited to be launching a new product line in bio resin sugarcane plastic sourced from environmentally responsible farms in Brazil. These new structures are free from petroleum ingredients and non-renewable resources and have a better carbon footprint due to the sugarcane absorbing CO2 from the air as it grows. Once empty, these tubes are 100% recyclable and can be recycled alongside standard plastics.

INTRODUCING SOLI ESSENTIAL OILS

At Pacha we have always been passionate about the transcendent power of plants and their scents – just smell our bar soap! Inspired by the biodiversity of the natural world and the power of aromatherapy, we are excited to be launching a new brand in 2021. Soli Artisan Essential Oils.

Soli's mission is to create positive social and environmental change through supporting regenerative farming practices and celebrating the ancient art of botanical distillation. We want you to rediscover scents that are as wild, pure and powerful as nature intended.



“It’s taken a while for me to articulate the why behind Pacha Soap Co. - why we formed the company. As I reflected on it, at its core, I was inspired by this idea that business can free people.

If you nurture it and its environment, a business can be something that provides for you, for others and for the planet. And nature gives us this example...if you take care of a tree, make sure it has everything it needs, it’ll build an ecosystem and provide fruit more abundantly than you could ever use or want.

So, for me, Pacha Soap Co. is something I work to take care of and grow, but it is also there to serve people. I think that simple understanding is a good thing.”



Scan to listen to Pacha's Co-founder on the 100 CEO Project Podcast!



Our first logo ♥



Kyler doing what he does best



Andrew



Pach



On the road again!



Burundi Soap Team



First factory!

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