



2023

Coffee Transparency Report



Quality Coffee +
Quality of Life



The data in this report
represents coffee purchased
in 2022.

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Rebound, Supply Disruptions, and the New Era

*A letter from Oliver Stormshak,
CEO & Green Coffee Buyer*

Pre-pandemic business as we know it is — for better or worse — gone forever.

Looking back at the years and months before March 2020 can fill us with a sense of nostalgia, when we see a time of optimism and growth in specialty coffee. However, the pandemic brought to the surface so many issues previously ignored by the industry. Important values, like sustainability and quality of life for people at all points in the coffee growing and production process, were buzzwords with good intentions but little action.

The specialty coffee world today is more complex than three years ago. In this new era, quality still means everything — and, happily, the definition of quality is expanding to include a broader industry recognition of the importance of operating in partnership with coffee farmers, staff, and communities.

Pandemic Ripple Effects

Ripple effects from the pandemic were still felt throughout 2022. As specialty coffee cafes rebounded, the entire service industry was faced with a deep labor shortage. Our Olympia Coffee cafes and Moonrise Bakery were still in the process of reopening after two years of restricted service, when the omicron variant sent our cafes back to the “to go” only standard for the first quarter of 2022. We only reopened our cafes to indoor dining in the summer of 2022. In fact, we still have not returned to full capacity for indoor dining at most of our locations, having removed some chairs and stools forever. Meanwhile, the urge to get out and travel and enjoy what used to be simple, like having coffee with friends, now comes with tension and anxiety around the pandemic.

continued —>



“Where is the economy going, and how will our customers feel? How will this affect specialty coffee?”



“We visited El Salvador, Hawai’i, Mexico, Colombia, and Peru throughout the year.”

Global Influences

In the spring of 2022, the effects of the war in Ukraine began to point toward a global commodity shortage. Coffee prices continued to rise throughout the year, with headlines proclaiming, “Coffee getting more expensive”. Supply chain disruptions also continued. It’s still “normal” for our suppliers to be out of stock on items essential to our business; it’s also now normal for shipping times between ports to be twice as long and for freight to also take twice as long. We ended the year with more questions than answers: what is the next phase of the ripple effect? Where is the economy going, and how will our customers feel? How will this affect specialty coffee?

Travel & Sourcing

Despite these ongoing challenges, we retained our intentional, detailed sourcing process, returning to a restricted travel schedule. After not traveling at all in 2021, we made our first trip back to origin in 2022. We visited El Salvador, Hawai’i, Mexico, Colombia, and Peru throughout the year, and we are looking forward to returning to Guatemala, Ethiopia, Kenya, and Burundi.

It was a year of shifting blends and certifications. The price of green coffee began to rise in the summer of 2021, and we saw prices for our core ingredients (namely green coffee from Colombia) jump 50 percent. Knowing we could not pass along this level of price increase to our customers, we switched up our sourcing to minimize price increases as much as possible. This means that, in 2022, we made a hard shift to reduce our Colombian sourcing by 30 percent. We diversified into Mexico and Peru to make up the volume. In Mexico, we were able to source very nice coffees for blending, though nothing made the cut for our single-origin offerings. Peru was more successful in terms of sourcing for us, and we have built up to high-quality micro lots.

Travel & Sourcing, *continued*

Mid-2022 we also made a core change to Morning Sun, our fastest-growing product, by dropping the organic certification criteria. This allowed us to hold down the price of this product while increasing quality. We are very excited about how Morning Sun is tasting, and our sourcing is now focused on Honey Processing in El Salvador and washed processes from our Espiritu Wari project in Peru.

The New Era of Specialty Coffee

Thinking ahead to 2023 and the new “post-COVID” era of specialty coffee, it is clear to me that things have changed forever. It feels like time has been sped up in our society, and we are grappling with questions we didn’t see coming. For example, working from home is here to stay, so how will this affect the ways our customers interact with our coffee? We have learned that they will more likely make coffee at home, using higher-quality brewing equipment that gets closer to the flavors experienced at our cafes. However, I believe the cafe experience is here to stay and will likely become more valuable to our customers as a gratifying way to connect with colleagues and friends in this new era.

As I think about the coffees we are sourcing for 2023, demand for interesting processing is on the rise. Customers resonated with our Anaerobic, Carbonic Macerated, and Infused Processed coffees last year, so we are planning on doubling our purchases of these types of coffee — though they will still make up less than five percent of what we source and roast. High-quality washed coffees remain at the core of what we do. As prices in Colombia have settled over the past 18 months, we are swinging back toward our pre-pandemic level of coffee sourcing from that origin. Sadly, we have decided not to pursue sourcing in Mexico in 2023. We will be experimenting with sourcing in Brazil for the first time, which should be exciting as it presents a very different flavor profile from anything else we offer.

“I believe the cafe experience is here to stay and will likely become more valuable to our customers.”



“Demand for interesting processes is on the rise.”



In Conclusion

Over the last three years, I've begun to wonder if comfort is the closest ally to failure. If so, we have definitely been uncomfortable – so maybe that is a good thing! Being diligent, focused, and continually evolving is what this new era will need, and we are ready. Please join us.

**“High quality
washed coffees
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of what we do.”**



**“Being diligent,
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Special Projects & Initiatives

In 2022, Olympia Coffee continued in its commitment to lead the industry in transparency, environmental responsibility, and quality of life standards.

B Corporation Certification



Certified B Corporations meet higher standards of social and environmental performance, transparency, and accountability. The performance standards required of B Corps are comprehensive, transparent, and verified.

Olympia Coffee underwent the rigorous auditing procedures in 2019 to become a certified B Corp as part of our commitment to lead the industry in transparent coffee sourcing and to have a measurable positive impact for our staff and communities.

Learn more at bcorporation.net.

Living Wage Certification



This past year, we continued to build and strengthen our company as a place committed to quality of life for all our staff. In 2021 we were voluntarily audited to become Living Wage Certified by Living Wage for Us, and we received our certification as a Living Wage Leading Plus Employer for going above and beyond in providing our employees with sustainable wages and benefits.

Learn more at livingwageforus.org.

Specialty Coffee Transaction Guide



Olympia Coffee continues to be a data donor to the annual Specialty Coffee Transaction Guide produced by Emory University. Commodity prices in the coffee industry continue to create a volatile business environment, so this data is crucial to helping farmers make informed decisions, particularly because this is not information easily attained by individual producers. From 2021 to 2022, the average prices paid for green coffee rose steeply, an increase that has been felt dramatically.

In 2022, we remained committed to fair compensation for our farmers at origin for the quality coffee they produce (see data below).

Learn more at transactionguide.coffee.

The Pledge



Four years ago, we signed The Pledge in conjunction with coffee industry leaders in an effort to promote transparency surrounding the prices paid to coffee farmers. This growing cohort can collectively increase awareness for coffee consumers by informing them of whether or not their purchases are being fairly distributed to everyone in the supply chain. The Pledge is not a certification, but rather a promise made to adhere to to principle of transparency as a driver to grow equity. This pledge can be signed by any signatory party buying green coffee, or by anyone else wanting to support the project. We would love to see more green coffee buyers join us in supporting The Pledge.

Learn more at transparency.coffee/pledge.

Our Fair For All standards for sourcing ensure that each producer and their employees are fairly compensated. Going beyond that, every individual involved in our coffee's production should be able to live and work in safe conditions. In order for the coffee industry to progress, we must not only improve the lives of our partners at origin, but also look inward and examine areas of growth to make the work environment an equitable place driven by diversity of thought, creativity, and passion.

2022 Fair For All Auditing & Accountability

This is our commitment to our customers, producers, and all who are involved in the production of our Fair For All coffees:



Better Pay

We pay more than double the fair trade rate for all of our coffees. We set coffee prices directly with our farmers. In 2022, our average price (FOB, or Free on Board) was \$4.26. The average Fair Trade price was \$1.40/lb. (plus another \$0.20 for Organic Certification.).¹

Transparency

We publish the precise quantities and prices paid for all coffees in our annual transparency report.

Living Wage

We guarantee a sustainable, livable wage to all laborers involved in the production of our coffees, including pickers, processors, and farm workers, set seasonally with the farm owner or Co-Op board.

Farm Worker Safety

We work exclusively with farmers who provide safe working conditions free of oppression, violence, and unnecessary danger, and who also provide access to clean water and healthy food.

Continuous Improvement

We visit each farm or producer group at least once per year (international travel conditions permitting) to provide feedback toward improved quality and opportunities for growth.

Highest Quality

We only purchase coffees with quality standards of 84 points or higher, according to the Specialty Coffee Association (SCA) cupping standards for specialty coffee.

¹ "Fairtrade Minimum Price and Premium Information," Fairtrade International, accessed 10 February 2023, <https://www.fairtrade.net/standard/minimum-price-info>.

Why Fair For All Matters

On a recent trip to Ethiopia, we visited a washing station that we have been buying from over the last two years through the pandemic. And we noticed something that was deeply troubling: children working at the washing station, working inside the fermentation tanks, scooping out coffee, and working on the drying tables. Human Rights Watch estimates over 70 million children globally work in agriculture.

Child labor harms a child's social and mental development, reduces their ability to enjoy childhood, and limits their educational opportunities. Without an education, children grow up without the skills they need to secure stable, sustainable employment. This also makes it more likely that they will send their own children into the workforce, further continuing poverty's vicious cycle.

continued —>



“Fair For All Certification guarantees that the quality of life for everyone in our supply chain is protected.”



“Over 4 million pounds of the best Ethiopian specialty coffee have been positively impacted by our Fair For All standards.”

Why Fair For All Matters, *continued*

Over the years of the pandemic, child labor in tropical agriculture has grown by 40%. Much of the impetus for this has been economically driven: as green coffee prices have risen over the last two years, the coffee industry has felt a tremendous amount of pressure to pay lower wages at the processing centers so that producers can maintain more margin.

When the pandemic hit, we didn’t have the ability to do an audit and visit the producers and facilities we work with. The particular Ethiopian producer in question produces some of the best coffee from Ethiopia: they represent the 4th largest exporter of Ethiopian specialty coffee, and their coffees are favorites with some of the best roasters in the world, including features at the World Barista and World Brewers Cup competitions. Over the last decade, this producer has been transitioning from more of a commercial coffee perspective to a specialty perspective, becoming increasingly passionate about improving quality, transparency, and labor practices within their organization. So, while quality is clearly not an issue with this producer, quality of life for the families who produce this coffee still is. Fair For All Certification guarantees that the quality of life for everyone in our supply chain is protected — meaning that child labor is not allowed within the Fair For All Certification.

Upon our recent audit, we worked in collaboration with our Ethiopian producer towards making a change to their model and enabling them to come on board with a no-child-labor ethic. Making this change in the community that produces our coffee is a delicate task. In the short term, it could be considered a community loss, but we wanted to make sure it was a long-term, sustainable win for the producer and the community. Knowing that other roasters and importers share some of the same values and policies regarding child labor, we reached out to colleagues in our industry that could help support this transition.

We were able to create a new partnership with the producers and global customers that would equate to a purchase of 30 containers of coffee this year, with an agreement to continue if the labor practices were followed and maintained.

Because of our investment in these values, and our partnership this year, the producer was able to make changes to their labor model, resulting in the child-labor-free production of 100 containers of export specialty coffee. This means that over 4 million pounds of the best Ethiopian specialty coffee have been positively impacted by our Fair For All standards.

When we think about the “why” of supporting Olympia Coffee and our Fair For All sourcing certification, examples like these really drive home why Fair For All matters.





2022 Coffee Purchases

Country	Name	Qty Lbs.	Cupping Score	FOB	Varietal	Process	Years of Relationship
Burundi	Long Miles Reserve	1,320	88	\$4.51	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 1	1,188	88	\$5.55	Bourbon	Natural	11
Burundi	Long Miles Gitwe Natural Micro Lot 2	1,188	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 3	1,320	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 4	1,584	88	\$4.90	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 5	1,584	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 6	1,056	88	\$4.90	Bourbon	Washed	11
Burundi	Long Miles Gitwe Natural Micro Lot 9	1,056	88	\$4.90	Bourbon	Washed	11
Burundi	Long Miles Mikuba Micro Lot 1	1,320	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Mikuba Micro Lot 2	1,320	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Mikuba Micro Lot 3	1,320	88	\$4.35	Bourbon	Washed	11
Burundi	Long Miles Mikuba Honey Micro Lot 4	1,188	88	\$4.90	Bourbon	Washed	11
Colombia	Colombia San Fermin NOP Organic	36,400	85	\$2.98	Caturra, Colombia	Washed	11
Colombia	Colombia San Fermin NOP Organic	33,440	85	\$4.95	Caturra, Colombia	Washed	11
Colombia	Colombia Jose Oldrey Olcunche Micro Lot	462	88	\$6.35	Caturra	Washed	12
Colombia	Colombia Decaf San Sebastian	6,080	86	\$4.64	Caturra	Washed	12
Colombia	Colombia Jose Salazar Aji Ethiopia Heirloom	308	88	\$13.19	Ethiopian Heirloom	Washed	12
Colombia	San Sebastián	18,240	86	\$4.06	Caturra	Washed	12
Colombia	Clinton Ossa Pink Bourbon	144	88	\$6.25	Pink Bourbon	Washed	12
Colombia	Decaf San Sebastián	1,976	86	\$4.60	Caturra	Washed	12
Colombia	Alexander Vargas Pink Bourbon	1,540	88	\$6.20	Pink Bourbon	Washed	12
Colombia	Clinton Ossa Pink Bourbon	231	88	\$6.10	Pink Bourbon	Washed	12
Colombia	Amparo Pajoy Micro Lot	144	88	\$5.15	Caturra	Washed	12
Colombia	Linarco Rodríguez Micro Lot	1,232	88	\$6.82	Caturra	Washed	12
Colombia	Freddy Correa Pink Bourbon	770	88	\$7.20	Pink Bourbon	Washed	12
Colombia	La Pirámide San Sebastián	924	89	\$6.06	Bourbon	Washed	12
Colombia	San Sebastián Reserva	1,250	88	\$6.06	Caturra	Washed	12
Colombia	Clinton Ossa Pink Bourbon	231	88	\$6.30	Pink Bourbon	Washed	12
Colombia	Amparo Pajoy Micro Lot	144	88	\$5.25	Caturra	Washed	12
El Salvador	El Aguila Bourbon Natural	15,200	87	\$4.00	Bourbon	Natural	11
El Salvador	La Palma	3,040	85	\$3.87	Bourbon	Washed	11
El Salvador	Cerro Las Ranas Honey	22,800	86	\$2.96	Bourbon	Honey	11
El Salvador	Finca La Letícia Bourbon Natural	7,600	87	\$3.25	Bourbon	Natural	11
El Salvador	Jose Landaverde Gesha Natural	456	88	\$9.50	Gesha	Natural	11
El Salvador	Erick Landaverde Gesha Natural	456	88	\$9.50	Gesha	Natural	11
El Salvador	Ariz Family Pacamara Honey Cold Maceration	456	89	\$5.83	Pacamara	Honey	11
El Salvador	Ariz Family Washed Pacamara Honey	456	89	\$5.83	Pacamara	Honey	11
El Salvador	Ariz Family SL 34 Black Honey	456	89	\$5.83	SL 34	Honey	11

2022 Coffee Purchases

Country	Name	Qty Lbs.	Cupping Score	FOB	Varietal	Process	Years of Relationship
El Salvador	Ariz Family SL 28 Honey	152	89	\$6.68	SL 28	Honey	11
El Salvador	Ariz Family SL 34 Anaerobic Honey	456	89	\$6.68	SL 34	Honey	11
El Salvador	Ariz Family SL 34 Cold Maceration Honey	456	89	\$6.68	SL 34	Honey	11
El Salvador	Ariz Family ET 41 Ethiopia Heirloom	40	89	\$10.58	Ethiopian Heirloom	Washed	11
Ethiopia	Koke	3,960	88	\$4.32	Ethiopian Heirloom	Washed	13
Ethiopia	Yabitu Koba Natural	8,000	87	\$4.10	Ethiopian Heirloom	Natural	1
Ethiopia	Abera Gole Natural	3,960	88	\$4.35	Ethiopian Heirloom	Natural	13
Ethiopia	Neguse Jelo Natural	3,960	88	\$4.35	Ethiopian Heirloom	Natural	13
Ethiopia	Halo Bariti Natural	3,960	88	\$4.35	Ethiopian Heirloom	Natural	13
Ethiopia	Eshetu Natural	3,960	89	\$5.00	Ethiopian Heirloom	Natural	4
Ethiopia	Bombe Natural	3,960	88.5	\$4.50	Ethiopian Heirloom	Natural	4
Ethiopia	Desta Gola	3,960	88	\$4.65	Ethiopian Heirloom	Washed	13
Ethiopia	Tewabech Shasho Natural	3,960	88	\$4.55	Ethiopian Heirloom	Natural	13
Ethiopia	Konga	8,000	88	\$4.55	Ethiopian Heirloom	Washed	13
Ethiopia	Worka Natural	28,644	87	\$4.50	Ethiopian Heirloom	Natural	13
Ethiopia	Konga Natural	13,200	88	\$4.50	Ethiopian Heirloom	Natural	13
Guatemala	Ovidio Garcia Natural	1,520	88	\$5.13	Catuai	Natural	4
Guatemala	Ovidio Garcia Honey	1,520	88	\$5.13	Catuai	Honey	4
Guatemala	Ovidio Garcia Natural Anaerobic	1,520	88	\$6.13	Catuai	Experimental	4
Guatemala	El Templo Reserva	1,520	88	\$5.85	Bourbon	Washed	4
Guatemala	Yoni Albizurez	1,520	87	\$5.08	Bourbon	Washed	4
Guatemala	El Templo	3,040	86	\$4.01	Bourbon	Washed	4
USA	Monarch Pacamara Carbonic Maceration	50	88	\$94.00	Pacamara	Experimental	3
USA	Monarch Pacamara	50	88	\$84.00	Pacamara	Experimental	3
USA	Monarch Gesha Carbonic Maceration	50	88	\$94.00	Gesha	Experimental	3
USA	Monarch Gesha	50	88	\$85.00	Gesha	Experimental	3
USA	Monarch Gesha Honey	50	88	\$89.00	Gesha	Experimental	3
USA	Maunawili Bourbon 96 Hr Anaerobic Natl. 1	30	88	\$55.00	Bourbon	Experimental	1
USA	Maunawili Bourbon 72 Hr Sparkling Natural 1	5	88	\$55.00	Bourbon	Experimental	1
USA	Maunawili 96 Hr Anaerobic 3	5	88	\$55.00	Bourbon	Experimental	1
USA	Hawaii Maunawili Bourbon 72 Hr Sparkling 2	5	88	\$55.00	Bourbon	Experimental	1
USA	Maunawili Bourbon 96 Hr Anaerobic 2	5	88	\$55.00	Bourbon	Experimental	1
USA	Maunawili Bourbon 96 Hr Anaerobic Natl. 3	10	88	\$55.00	Bourbon	Experimental	1
Kenya	Long Miles Mahiga	3,168	87	\$4.95	SL 28, SL 34	Washed	2
Kenya	Long Miles Rukira Peaberry	1,188	88	\$4.95	SL 28, SL 34	Washed	2
Kenya	Karatu Peaberry Micro Lot 21	1,056	88	\$5.02	SL 28, SL 34	Washed	8
Kenya	Karatu AA Micro Lot 21	4,488	88	\$5.20	SL 28, SL 34	Washed	8
Kenya	Karatu AA Micro Lot 18	4,488	88	\$5.20	SL 28, SL 34	Washed	8

2022 Coffee Purchases

Country	Name	Qty Lbs.	Cupping Score	FOB	Varietal	Process	Years of Relationship
Kenya	Karatu Peaberry Micro Lot 18	1,452	88	\$5.02	SL 28, SL 34	Washed	8
Kenya	Karinga Peaberry Micro Lot 18	528	88	\$5.02	SL 28, SL 34	Washed	8
Kenya	Karinga AA Micro Lot 18	1,584	88	\$4.95	SL 28, SL 34	Washed	8
Kenya	Karinga Peaberry Micro Lot 26	1,056	88	\$4.95	SL 28, SL 34	Washed	8
Kenya	Kivanga Estate AA	1,056	88	\$4.84	SL 28	Washed	1
Kenya	Kivanga Estate AB	2,112	87	\$4.48	SL 28	Washed	1
Kenya	Kivanga Estate Peaberry	132	88	\$4.58	SL 28	Washed	1
Mexico	Los Milagros Organic	33,440	85	\$3.74	Pache, Pluma	Washed	1
Mexico	Flor de La Primavera Organic	15,200	85	\$3.70	Pache, Pluma	Washed	1
Peru	Espiritu Wari Organic	9,120	85	\$4.40	Typica	Washed	3
Peru	Espiritu Wari	3,040	87	\$4.45	Typica	Washed	3
Peru	Espiritu Wari Reserva	3,040	87.5	\$4.65	Typica	Washed	3
Peru	Espiritu Wari Micro Lot	3,040	88	\$5.25	Typica	Washed	3
Peru	Espiritu Wari	30,400	85	\$3.87	Typica	Washed	3
Peru	El Guayacan	3,040	84	\$3.52	Typica	Washed	3
			<i>Weighted Average:</i>	<i>Weighted Average:</i>			<i>Average:</i>
TOTAL		394,086	86.3	\$4.26			8 years

Definitions:

Name: The farmer, cooperative, and/or project name for a given lot of coffee.

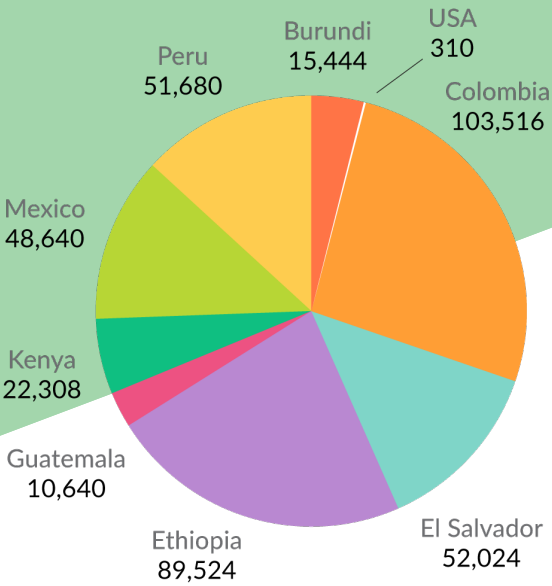
Qty Lbs: Total weight of purchased coffee in pounds.

Cupping Score: The Specialty Coffee Association (SCA) quality score assigned at origin.

FOB: "Free on Board," representing the price paid to the producer and exporter. This price is often mistakenly thought of as what the farmer was paid.

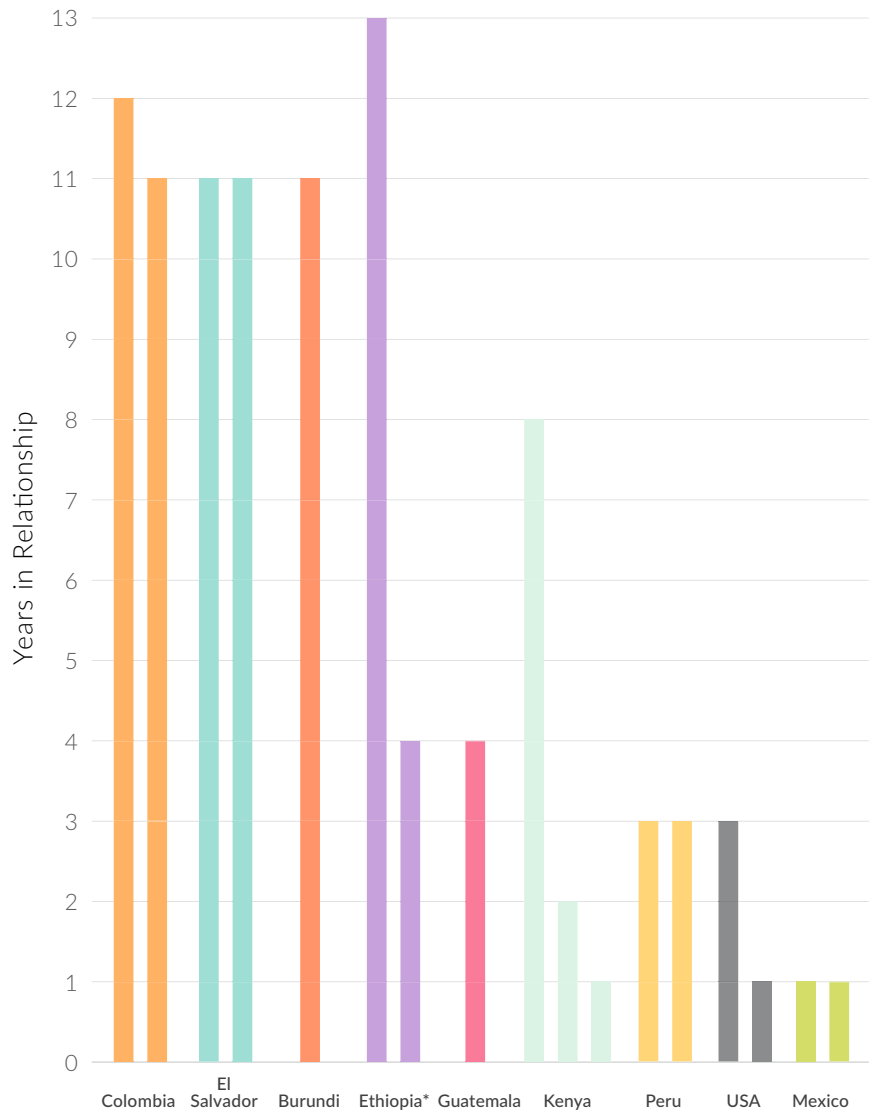
Years in Relationship: The number of consecutive years Olympia Coffee has been in business with a producer.

Total Pounds Purchased by Country



Colombia	26.3%
Ethiopia	22.7%
El Salvador	13.2%
Peru	13.1%
Mexico	12.3%
Kenya	5.7%
Burundi	3.9%
Guatemala	2.7%
USA	0.1%

Length of Relationships with Producers (by country)



*Not represented: one lot of coffee purchased from SPOT due to global shipping delays.

Legend

Columns represent the average years of relationship by producer. Individual columns represent individual relationships. Multiple columns indicate multiple relationships per country.

Why does the length of our relationships matter?

Years of partnership have allowed us to develop real friendships, trust, and an understanding of needs at each farm we work with. Over time, quality continues to improve, and the consistency of quality also gets better with each year.

We've been working with some producers for up to 13 years, and we're proud to be adding more to our roster as we expand our Fair For All sourcing program to more growers in more growing regions.

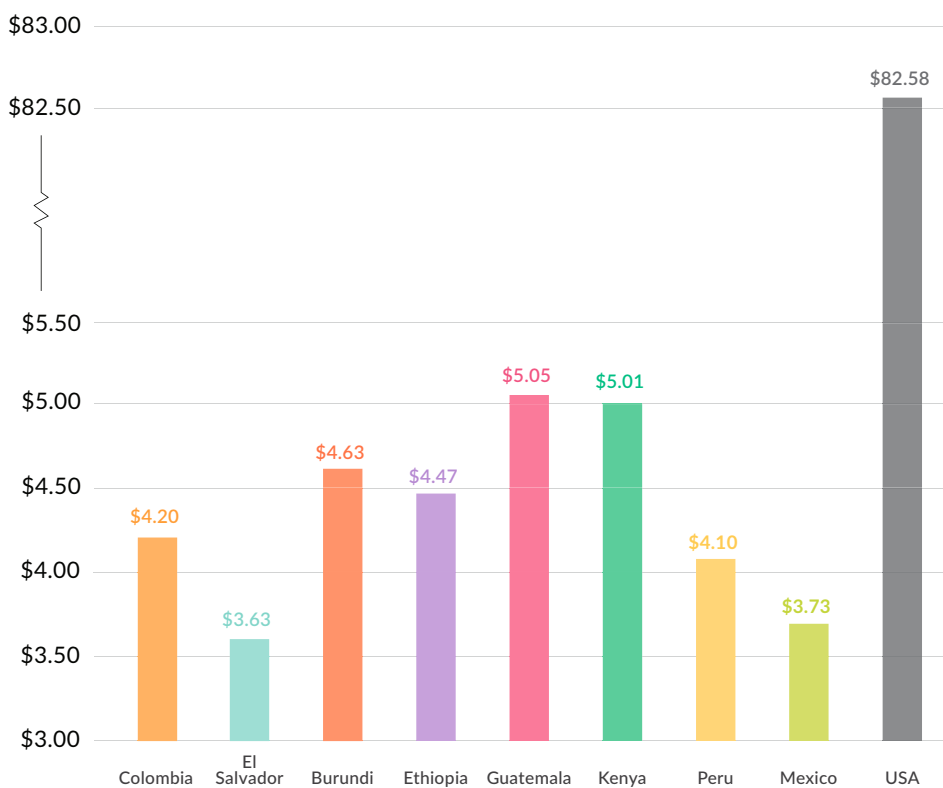
Olympia Coffee's average FOB price paid to farmers increased in 2022.

FOB stands for "Free on Board." This number represents the price paid to producers and exporters once a coffee is ready for export.

The minimum FOB price we paid to our farmers in 2022 was \$2.96, and the **average FOB price we paid was \$4.26**. This is up from the previous year, in which our average FOB price paid was **\$4.15**.

Olympia Coffee is proud to have actually *increased* our FOB prices despite myriad uncertainties aggravated by global unrest, economic change, and the ripple effects of the COVID pandemic. This is because we are committed to providing our farmers with financial stability so that they know their efforts will yield a sustainable living wage, allowing them to continue to invest confidently in their business.

FOB by Country (weighted average)



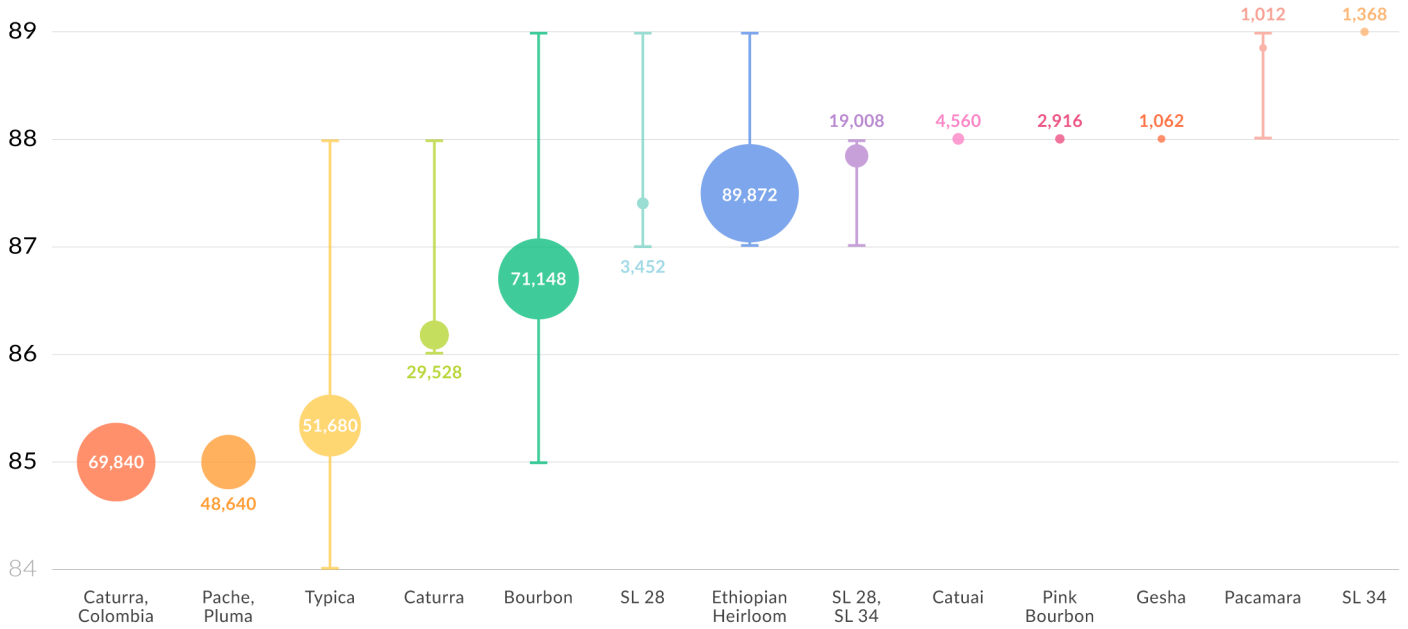
Legend



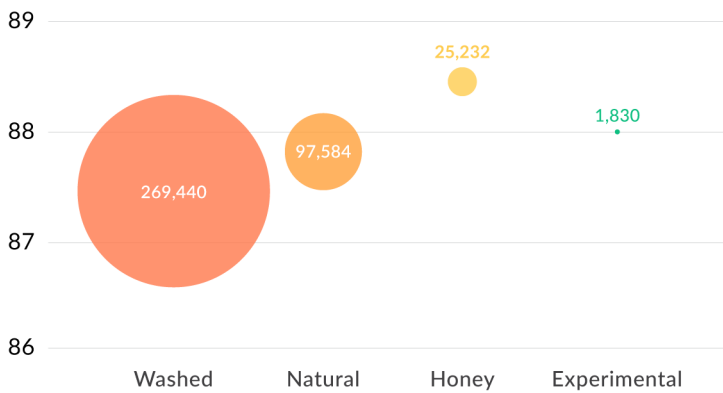
Columns represent the average FOB across all lots of coffee purchased from each country.

* In this chart, FOB prices are shown in USD rounded to the nearest half dollar.

Varietal by Cupping Score (weighted avg. in lbs. purchased)



Process by Cupping Score (in lbs. purchased)



* In this chart, cupping scores are averaged across all lots purchased for each processing method.

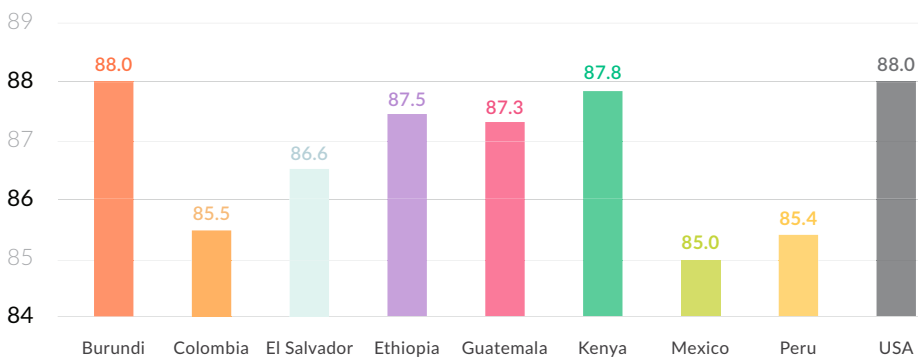
Circle size represents the number of lbs. of coffee sourced from a particular processing method. Larger circles indicate more pounds purchased, and the numbers in color reflect the exact poundage.

Coffee cupping scores are a reflection of quality.

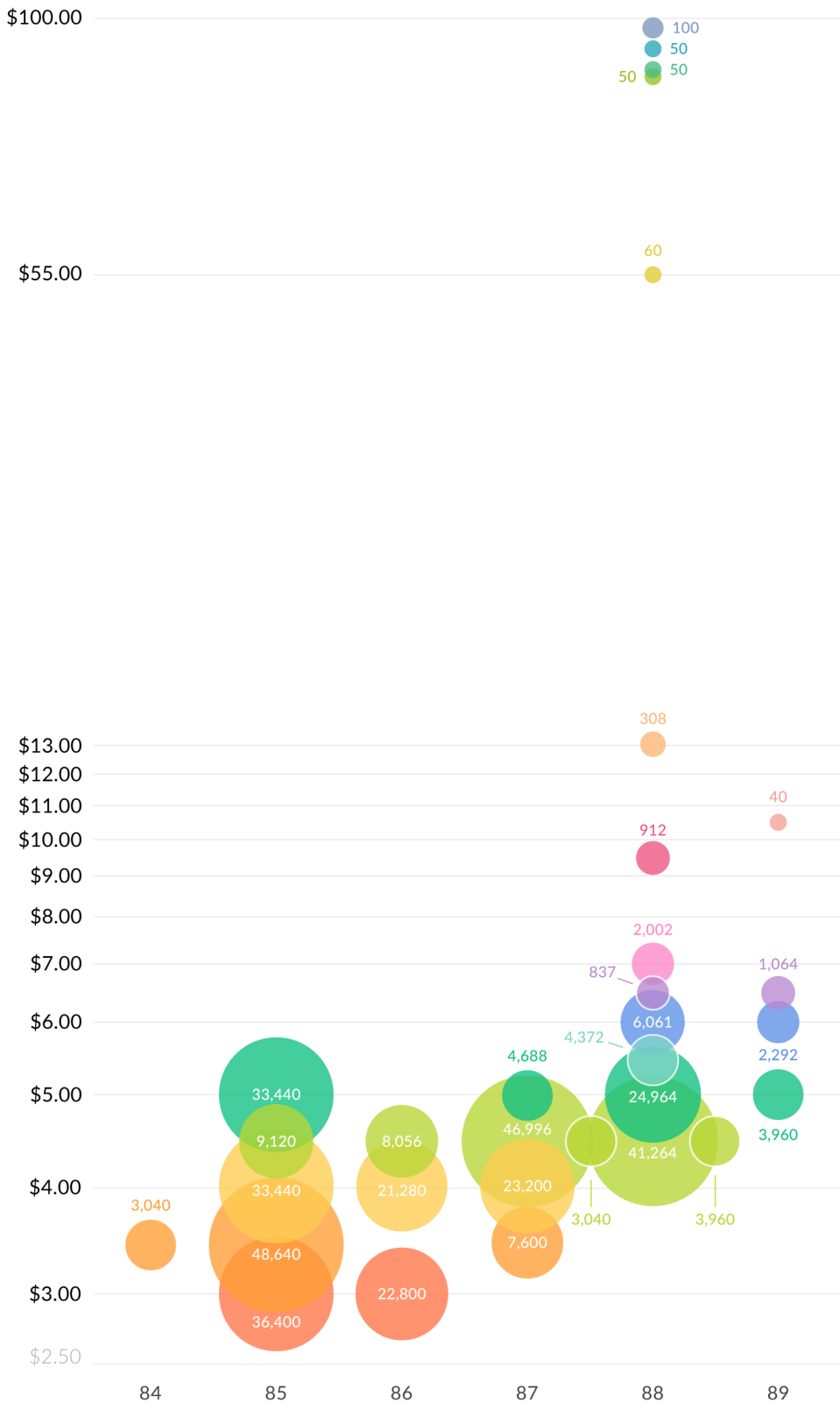
According to the SCA, coffee must score 80 points or more to make the specialty-grade cut. All of our coffees in 2022 scored 84 and above.

While cupping scores are very important, they are just one part of sourcing coffee. This past year, we stayed committed to our trusted relationships with producers who, year after year, continue to produce better and better coffee.

Cupping Scores by Country (weighted average)



FOB by Cupping Score (in pounds purchased)



* In this chart, FOB prices are shown in USD rounded to the nearest half dollar. Vertical axis is displayed in logarithmic scale to account for the wide range of price points.

Coffees with higher cupping scores tended to fetch higher FOB prices.

Olympia Coffee is all about both quality coffee and quality and life. While most of the coffees that we sourced settled between the \$3-\$5 FOB price range, we made some strategic investments in exceptional quality that reflect what we value as a company.

In 2022, we were able to source exciting, high-quality, one-of-a-kind coffees from our producers, who were then able to receive compensation commensurate to their effort and skill.

Resources

Fair For All

Learn more about this quality of life-focused sourcing standard. Fair For All is a commitment to improve the world through transparent coffee sourcing.

fairforall.coffee

Transaction Guide - Emory University

Olympia Coffee contributes data to the Specialty Coffee Transaction Guide published by Emory University. This guide provides insights into how green specialty coffee prices are influenced by quality, lot size, and region.

<https://www.transactionguide.coffee>

The Pledge

A common code for transparency reporting in green coffee buying. View a full list of Olympia Coffee's sister companies united in a commitment to transparency in coffee sourcing.

<https://www.transparency.coffee/pledge>

Living Wage for US

An organization committed to providing accountability and incentives to enable companies to pay their employees living wages, affording employees and their families a decent quality of life. Olympia Coffee is proud to have partnered with LW4US and undergone their living wage auditing program.

<https://www.livingwageforus.org>

Olympia Coffee

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